

# GREGORY F. DOUD

(b) (6)

Email: (b) (6)

Mobile: (b) (6)

---

## AGRICULTURAL ECONOMIST, POLICY & TRADE SPECIALIST

Executive level leadership in the agricultural commodities industry for success in:

- Producer, Government & International Relations
- Market & Policy Analysis
- Legislative & Regulatory Affairs
- Industry Outreach & Liaison Affairs
- Conference Planning
- Public Speaking & Presentations
- Agricultural Economics
- U.S. Farm Policy
- International Supply & Demand
- Marketing & Business Development

Extensive knowledge of agricultural commodity markets and the Washington, DC regulatory and political environment including key players in both industry and government. Strong communication and interpersonal relations skills.

---

## PROFESSIONAL EXPERIENCE:

### COMMODITY MARKETS COUNCIL, Washington, D.C.

2013-present

(the leading trade association for commodity futures exchanges and their industry counterparts)

#### President

Responsible for leading the advocacy efforts of an association whose members include some of world's largest agricultural and energy trading firms regarding regulatory initiatives of the Commodity Futures Trading Commission.

- Provides primary management responsibility for a \$1.8 million trade association budget and small staff.
- Serves in the primary policy coordinating role between a membership that includes commodity exchanges in the United States and around the world, the world's largest agricultural commodity and energy trading firms, proprietary trading firms and consulting firms in the United States and Europe.
- Reinvigorated and doubled the size of the association by driving a significant increase in membership, the creation of a new European division (CMC Europe), adding key staff, and building relationships with key consulting groups.
- Plans and leads the Association's State of the Industry Conference, one of the nation's most prestigious gatherings of agriculture and energy industry executives.
- Produces official comments, communications pieces and position statements for the association.

### UNITED STATES SENATE COMMITTEE ON AGRICULTURE, NUTRITION AND FORESTRY, Washington, D.C.

2011-2013

(Ranking Member Pat Roberts, Republican – Kansas; Ranking Member Thad Cochran, Republican – Mississippi)

#### Senior Professional Staff

Manages the livestock, international trade, food aid and U.S. Commodity Futures Trading Commission (CFTC) portfolios as member of the minority staff.

- Served as the primary minority committee staff overseeing all livestock, international trade and food aid matters.
- Possessed a U.S. government Top Secret security clearance for international trade policy matters.
- Served as the primary minority committee staff maintaining oversight of the CFTC including implementation of the Dodd-Frank Wall Street Reform & Consumer Protection Act and the MF Global bankruptcy.
- Primary Minority Staff responsible for crafting the Trade Title (Title III) of the 2012 Farm Bill.
- Conducted analysis, prepared opening statements, questions, background memos and materials for Senator Roberts and later Senator Cochran on all hearings and meetings related to livestock, trade, food aid and CFTC issues.
- Constantly met with a broad cross-section of stakeholders involving portfolio issues to inform and help focus legislative and regulatory activities of the Committee.
- Routinely met with government officials within USDA, USTR and the CFTC to conduct oversight.
- Represented the Senators during meetings with international, national, state and industry officials.

**NATIONAL CATTLEMEN'S BEEF ASSOCIATION**, Washington, D.C.  
(The trade association of America's cattle farmers and ranchers)

2003-2011

**Chief Economist**

NCBA's key liaison across a broad spectrum of audiences regarding financial conditions, industry economics, marketing and international trade policy for the beef industry.

- Served as NCBA's key international trade advisor to the United States government on all beef trade issues.
  - Chairman of the USDA/USTR Ag Trade Advisory Committee for Animal and Animal Products.
  - Key liaison with personnel in office of the U.S. Trade Representative, USDA's Foreign Agriculture Service, International Trade Commission, and U.S. Department of State.
- Provided primary policy staffing support for NCBA's Joint International Markets and Live Cattle Marketing committees.
- Conducted economic analysis, prepares testimony, drafts legislation and writes white papers regarding numerous industry economics and international marketing issues.
- Gathered pertinent economic and trade information and data to help focus the legislative and regulatory activities of the association.
- Member of the CFTC's Agricultural Advisory Committee.
- Produced comments, communications pieces and position statements on economic and trade issues.
- Represented NCBA at numerous international, national, state, local and industry meetings.
- Interacted daily with print and radio media outlets on topical economic and trade issues.

**AMERICAN SOYBEAN ASSOCIATION**, Washington, D.C.

2002

(St. Louis, Missouri based export market development organization representing U.S. soybean producers in markets worldwide)

**Director of Trade Analysis / International Marketing**

Provided leadership in the identification, quantification and communication of international trade and market barriers that negatively affect U.S. soybean and product sales and utilization.

**ARCHER DANIELS MIDLAND-AGRI, LLC**, Washington, D.C.

2000 to 2001

(Joint venture between ADM and USAgri to develop African agricultural commodity trading and infrastructure)

**Vice President**

Responsible for developing ways to use US government food aid programs as a base for increased US commodity exports and subsequent investments in agribusiness in Africa and other developing regions.

**WORLD PERSPECTIVES, INC.**, Washington, D.C.

1997-2000

(International trade policy & commodity market intelligence wire service for global grain trading firms)

**Vice President, Information Services**

Member of an exclusive agricultural market intelligence firm well-known and well-respected as a leader in industry, economic, policy and trend analysis. Created, marketed and led a series of sophisticated market intelligence and research programs to produce premier industry publications and data resources. Key industry liaison to worldwide subscriber base including the U.S. Department of Agriculture, European Union, senators, congressman, foreign dignitaries, international trade organizations, and major U.S. and foreign multinational corporations).

**U.S. WHEAT ASSOCIATES, INC.**, Washington, D.C.  
(export development organization representing U.S. wheat producers in markets worldwide)

1991 to 1997

**Research & Market Analyst** - DC Headquarters (1992 to 1997)

High-profile position working closely with U.S. Wheat Associates' President across a broad range of disciplines to advance the U.S. wheat industry's profitable presence worldwide. Excelled in the areas of policy development, market analysis, buyer and producer relations, program/project management and senior-level liaison affairs.

**Assistant Director - West Coast Office** - Portland, Oregon (1991 to 1992)

Recruited to newly-created position to manage commodity trading programs for visiting foreign trade delegations throughout the region. Planned schedules, agendas, meetings and conferences to promote the sale of hundreds of millions of dollars in annual purchases from leading wheat producers.

**EDUCATION:**

**KANSAS STATE UNIVERSITY**, Manhattan, Kansas

**MS - Agricultural Economics** -1991

**BS - Agriculture, Animal Science & Industry** -1989

**Member - Farm Foundation Round Table**

**2012 Kansas State University Agriculture Alumni Association Outstanding Young Alumnus**

**Past President** - DC Area Alumni Chapter – Alpha Gamma Rho Fraternity

Selected to: **Brothers of the Century** - Alpha Gamma Rho Fraternity

**Former State FFA Officer**

**PERSONAL:** (b) (6)