

# Michael L. Naig

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## PROFESSIONAL SUMMARY

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Extensive issues-management experience in agricultural industry. Proven record of developing and maintaining diverse relationships. Effective communicator. Ability to manage a varied portfolio of projects and issues simultaneously. Maintain an extensive network of industry contacts. Experience developing strategies, setting goals and delivering desired results in both the public and private sector.

## KEY STRENGTHS

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Issues Management – Relationship Management – Experience in Agricultural Industry

## WORK EXPERIENCE

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### **Iowa Department of Agriculture and Land Stewardship (September 2013 – Present)**

#### *Deputy Secretary*

- Responsible for day-to-day financial management of the Department, which exists to promote agriculture, provide consumer protection and ensure the proper use and protection of Iowa's land and water.
- Responsible for all personnel aspects of the Department and its approximately 345 employees.
- Manage the Department's leadership team and executive staff; collaborate with program leaders across the Department.
- Serve as management liaison for the Department with partner state agencies.
- Provide strategic policy advice to the Secretary on state and federal regulation and legislation, Department programs and issues of importance to Iowa agriculture.
- Represent the Secretary and Department by attending meetings, giving presentations and participating in media interviews that advance Department initiatives.
- Serve as the Secretary's designee on boards of directors including the Iowa State Fair Board and state checkoff organizations.

### **Monsanto (September 2008 – September 2013)**

#### *Regional Manager, State & Local Government Affairs*

- Responsible for managing state legislative, regulatory, policy and freedom-to-operate initiatives in the upper Midwest region (Illinois, Indiana, Iowa, Michigan, Minnesota, Nebraska, Ohio, Wisconsin).
- Jointly manage contract lobbyists in the region.
- Create and implement issues-management strategies to achieve desired policy outcomes for the company.
- Develop and manage relationships with elected officials, policymakers, industry associations, allied organizations and stakeholders in order to shape policy.
- Manage cross-functional issues within Monsanto corporate affairs team and with other business units.
- Create campaign contribution strategy and manage implementation.
- Manage local projects and issues related to Monsanto facilities across the region and conduct community outreach; support the development and management of community advisory panels at facilities.
- Prepare and deliver speeches, presentations and issue briefings for customers and stakeholders in a variety of settings.

- Represent Monsanto on both Iowa Seed Association and Iowa Biotechnology Association Boards of Directors (Executive Committee); serve as Secretary of FFA Enrichment Center Committee.

#### **Iowa Biotechnology Association** (September 2007 – September 2008)

##### *Assistant Director*

- Managed IBA legislative and regulatory activities and served as registered lobbyist for the association.
- Established positive working relationships with state lawmakers, executive branch officials, the Iowa Congressional Delegation and appropriate staff members.
- Directed membership activities, staffed the IBA Legislative Committee and managed new projects and initiatives.

#### **Agribusiness Association of Iowa** (December 2006 – September 2007)

##### *Public Policy Director*

- Served as lobbyist for both AAI and Iowa Biotechnology Association.
- Managed regulatory and governmental affairs strategies and activities to advance AAI policy.
- Developed advocacy materials including grassroots collaterals, background papers, issue briefs, talking points, amendments, correspondence and testimony for use by association representatives.
- Staffed the AAI Legislative Committee, administered the AAI Political Action Committee and organized fundraising events for the PAC and political candidates.
- Directed the Tomorrow's Agribusiness Leaders Program, including program promotion, curriculum/program development and budgeting.

#### **CropLife America** (June 2000 – December 2006)

##### *Government Affairs Leader*

- Managed government affairs activities in Midwestern and Western regions and federal issues as assigned.
- Developed, implemented and managed legislative and political strategies in support of CropLife America's objectives.
- Managed contract lobbyists in the Midwest and West.
- Staffed CropLife America's national state affairs committee.
- Provided monitoring, review and analysis of legislative and government initiatives—including the identification of emerging policy issues—to determine potential impacts on the industry.
- Established and maintained relationships with key government policymakers, stakeholders and allied organizations.

## **EDUCATIONAL EXPERIENCE**

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Bachelor's degrees in Biology and Political Science from Buena Vista University in Storm Lake, Iowa (2000)

White House Internship (Spring Semester 2000)

Selected for Monsanto Regional Leadership Exchange (2013)