



**John Newton, Ph.D., Executive Head,
Terrain**

Dr. Newton is the Executive Head of Terrain, a 12-person team of agriculture, food, risk management and macroeconomic experts available to AgCountry Farm Credit Services, American AgCredit, Farm Credit Services of America, and Frontier Farm Credit customers and farmer-owners. Terrain supplies agricultural market perspectives and analysis to help the associations' customers make informed business decisions for their farm and ranch operations.

Dr. Newton previously served as the Chief Economist for the U.S. Senate

Committee on Agriculture, Nutrition & Forestry for Ranking Member John Boozman of Arkansas, where he focused on conducting and communicating economic analyses on policy issues affecting the food and agriculture sectors.

Prior to serving the Committee, Dr. Newton was Chief Economist at the American Farm Bureau Federation and provided valuable economic insights and data-driven guidance to members and stakeholders that supported and empowered the Farm Bureau's strategic direction.

In his two decades serving agriculture, Dr. Newton has also held several roles at the U.S. Department of Agriculture and was a two-time award-winning faculty member at the University of Illinois.

Dr. Newton is a native of Kentucky and holds two master's degrees and a Ph.D. from The Ohio State University. In 2021, he was awarded the Distinguished Alumni award from The Ohio State University.

Dr. Newton and his wife and daughter live in Washington, DC.

John Newton, Ph.D.



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Executive leader, Ph.D. economist, and expert in policy and economic analysis committed to collaborative, data-driven strategies in the food and agriculture sectors.

Professional Experience

Executive Head

Terrain
Washington, D.C.

Sep. 2024 to Present

Leads a 12-person team conducting research in agriculture, food, risk management, and macroeconomics for AgCountry Farm Credit Services, American AgCredit, Farm Credit Services of America, and Frontier Farm Credit partners. This research aids partner Farm Credit Association teams, lenders, and banking customers in their decision-making processes.

Works with partner Farm Credit Associations to support their legislative efforts on strategic initiatives, farm policy, tax policy, conservation, sustainability, and other proposals affecting the food and agriculture sectors and Farm Credit customers.

Represents Farm Credit as a speaker at industry and stakeholder meetings. Conduct media interviews to promote Terrain's market analyses and Farm Credit's services.

Republican Chief Economist

U.S. Senate Committee on Agriculture, Nutrition, and Forestry
Washington, D.C.

Apr. 2021 to Sep. 2024

Utilized extensive knowledge in food and agricultural economics, policy, and data analysis to advise Senator John Boozman, Ranking Member of the U.S. Senate Agriculture Committee.

Conducted innovative research and analysis on emerging issues in food, agriculture, and commodity markets to provide data-driven information for policymakers.

Participated as a speaker at industry and stakeholder meetings and gave interviews with public media outlets to discuss the work of the Committee and the views of the Ranking Member.

Chief Economist

American Farm Bureau Federation (AFBF)

Jul. 2018 to Apr. 2021

Director Of Market Intelligence

American Farm Bureau Federation
Washington, D.C.

Jun. 2016 to Jul. 2018

Managed a 5-person economics team at the American Farm Bureau Federation, overseeing policy analysis, third-party studies, budgeting, and performance reviews.

Led cross-departmental collaboration to transform complex economic and agricultural data into strategic guidance and public communications, advancing the 2018 Farm Bill and other legislation supporting the Federation's 6 million members nationwide.

Created Market Intel to update how AFBF's economic and policy analyses are communicated to members, stakeholders, and readers using stories and infographics.

Worked with AFBF affiliated insurance companies and academics to create Dairy Revenue Protection, a Federal Crop Insurance risk management product for U.S. dairy farmers.

Chief Economist

National Milk Producers Federation (NMPF)
Washington, DC

Jul. 2015 to Jun. 2016

Conducted economic and statistical analyses of risk management, conservation, energy, and trade policies to aid executives, members, and stakeholders in advocacy.

Developed the NMPF website to offer real-time commodity market information, research, and interactive dashboards for members and stakeholders.

Clinical Assistant Professor

University of Illinois, Dept. of Agricultural and Consumer Economics
Urbana-Champaign, Illinois

Feb. 2014 to Jun. 2015

Faculty member responsible for conducting and publishing peer-reviewed academic research on agricultural policy, agricultural insurance products, and risk management tools in commercial commodity markets.

Economist

U.S. Department of Agriculture (USDA)
Louisville, Kentucky, and Cleveland, Ohio

Feb. 2005 to Feb. 2014

Conducted quantitative policy research and provided expert advice directly to U.S. Senate Agriculture Committee as well as to the USDA's Office of the Chief Economist. This work involved policy and economic analysis related to the Agricultural Act of 2014 (2014 Farm Bill).

Performed auditing and economic analysis on Federal Milk Marketing Order regulations concerning dairy farmers, cooperatives, and dairy product manufacturing revenue sharing.

Education

Doctor of Philosophy, Agricultural and Applied Economics**Master of Arts, Macroeconomics****Master of Science, Microeconomics**

The Ohio State University*
Columbus, Ohio

Aug. 2008 to Dec. 2013

**Received the Distinguished Alumni Award In 2021*

Bachelor of Science, Business Economics

University of Louisville
Louisville, Kentucky

Aug. 2000 to Dec. 2004
