

**Thomas B. Lloyd**  
**4200 Rosemary St., Chevy Chase, Md. 20815 (410) 708-2390**

[tlloyd@turnrowllc.com](mailto:tlloyd@turnrowllc.com)

[www.turnrowllc.com](http://www.turnrowllc.com)

Experience:

**Owner, President**

Turnrow, LLC, Bethesda, MD

**July 2012 to Present**

Founded and run a farm and land consulting company which focuses on conservation, marketing/communications, and farmland investment. Works with farmers, absentee landowners as well as investors to fulfill their goals of acquiring and utilizing land in creative and productive ways. Turnrow also serves companies and organizations in the agricultural and environmental sector to help improve their marketing and communications strategies.

**Chief of Farm Programs**

USDA, Farm Service Agency, Maryland State Office, Annapolis, MD

**November 2010 to June 2012**

Served as the key program specialist and expert advisor for all aspects of FSA's Farm Bill programs such as the Conservation Reserve Program, Direct-Counter-cyclical Payment Program, Disaster Assistance Program, and other programs and initiatives. Supervised and managed assigned programs, providing consultation and technical leadership to program specialists in the Maryland State Office and 22 County Offices. Oversaw the development of proposed policies, procedures, and program changes to improve their overall efficiency, effectiveness, and responsiveness. Conducted training and instructional meetings with State and County office employees, outside agencies, other related agencies such as Maryland Department of Natural Resources, and environmental-based NGOs, trade organizations, and the general public. Selected by FSA's national office to serve as key contact for the relationship with EPA's Chesapeake Bay Program office for Bay restoration efforts. Provided overall leadership, supervision, and guidance to the Agricultural Program Branch.

**Farm Program Specialist**

USDA, Farm Service Agency, Conservation and Environmental Program Division, Washington, D.C.

**January 2004 to November 2010**

Developed and integrated web-based software to administer FSA's Farm Bill conservation programs. Interpreted Agency's conservation program policy to create requirements for the development of software. Led teams to ensure software development is created as specified and on schedule. Responsible for the training and support of all States and Counties in web-based software applications for FSA's conservation programs. Also held positions in multiple FSA task forces to improve Agency delivery of Farm Bill programs.

*Recognition:* Detailed to the US Fish and Wildlife Service under the Federal Government's Executive Leadership Program; Detailed to work with IBM to help develop FSA's IT modernization initiative; Received FSA's Administrator's Award; Assigned 'Acting Branch Chief' for Conservation Automation Division of FSA; Elected to participate in the US Government's Executive Leadership Program.

**Geographer**

USDA, National Agricultural Statistics Service, Fairfax, VA.

**June 2001 to January 2004**

Provided technical map products and support for NASS: Area Frame Section and Geospatial Information Branch, for national crop production analysis. Utilized GIS for product production and data analysis/research. Member of a three-person team for the development and production of the 2003 Agricultural Atlas based on 2003 agricultural census data. Provided training for GIS software to members of Area Frame Section.

**Cartographic Technician**

USDA, National Agricultural Statistics Service, Fairfax, VA.

**October 1999 to June 2001**

Provided technical support to statisticians responsible for conducting agricultural land Surveys. Responsible for selecting sampling units, preparing sampling frames and constructing sampling segments for maps and photographs used in land and crop surveying. Process included the use of digital and raster data along with hardcopy cartographic materials. Extensive involvement with the analysis and use of digital satellite imagery and GIS.

**Surveying Technician**

Michael A. Scott Surveying and Engineering Inc., Chestertown, MD.

**April 1998 to September 1999**

Managed land survey projects, research and data collection.

**Research Associate**

University of Delaware, Department of Food and Resource Economics, Newark, DE.

**October 1997 to April 1998**

Conducted market research for an alternative agricultural project. Responsibilities included the study of potential markets and the design and analysis of market surveys.

**Assistant Farm Manager**

H&K Farms Inc., Centreville, MD.

**July 1995 to December 1996**

Involved in all aspects of farm operation growing 5,000 acres of corn, wheat and soybeans. Responsibilities included daily maintenance and operation of equipment and daily and long range planning for planting and crop harvesting. Gained market experience through the trading and sales of crops. Managed all part-time employees. Working knowledge of precision farming practices, yield monitoring, and variable rate applications.

Internships: **USDA Foreign Agricultural Service, Production Estimates and Crop Assessment Division**

**June 2000 to October 2000**

Assisted Crop Assessment Analysts and Specialists in PECAD operations. Duties included the use of GIS and remote sensing applied to short and long term international crop assessment projects.

Education: George Mason University, Fairfax, VA.  
M.S., Geographic and Cartographic Sciences  
Focus on agricultural applications

**May 2003**

Washington College, Chestertown, MD.

B.A., History

**May 1995**

Senior thesis: The Transformation of the Family Farm: Kent County Faces the Economic Realities of the '80's and '90's.

**Professional**

Organizations: Maryland Environmental Trust (Board Member, Vice Chairman)  
ShoreRivers (Board Member)  
Philadelphia Society For Promoting Agriculture  
American Farmland Trust  
Coastal Conservation Association

References available upon request