

An Insurance Policy for Carroll County's Economic Development



R. Wayne Barnes

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Combining his passion for farming with his enthusiasm for helping people realize their insurance needs, Wayne knew that the Chamber was the best place to meet other business people and was an abundant source for finding new clients. In the 1970's, he was selling insurance in the Cockeysville area where he lived at the time and also had a love for horses and fox hunting when he bought his first home in Carroll County. An older home, he restored it by hand, frequenting the Schaeffer Lumber Company and Westminster Hardware on the weekends.

Raised on a farm, he missed farm life so in the 1980's decided to purchase a 163 acre farm where he grows orchard grass hay and raises Black Angus cattle and where he lives with his wife and son. His dad had a property and casualty business that he had purchased and in 1984 Wayne merged with one of his fox hunting buddies, forming the Barnes Bollinger Insurance Company. In 2004, Wayne left his company to become an independent insurance broker. By having the freedom to set his own appointments, he still finds plenty of time to enjoy working his farm.

"My dad taught me to always give back to the community, whether it is with my time or philanthropically," says Wayne, "and I was always interested in protecting and developing local business interests." Avidly supporting economic growth in Carroll County, he is a past member of Carroll County's Economic Development Commission and the Industrial Development Authority—encouraging new industrial enterprises to relocate in Carroll County and promoting the expansion of our local companies. Wayne

recently became a member of the Carroll County Planning and Zoning Commission and serves on the Boards of Carroll Lutheran Village, Westminster Town Center Corporation, Access Carroll, Hospice, and is the treasurer of the Cemetery Board of St. Luke's (Winter's) Lutheran Church.

Wayne enjoys doing many different things. For the third year in a row, he was the scorekeeper for the Carroll County Annual Spelling Bee and is an enthusiastic supporter of the annual 4-H & FFA Fair. "So many people ask me how our 4-H cake auction raises more money than anywhere else," says Wayne, "I tell them it's not about the cakes, it's all about the *kids!*".

Wayne jokes that he often takes insurance calls while riding on his tractor as he loves both farming and selling insurance equally. He explains that he has never actually "*sold*" insurance but rather helps people purchase the right insurance coverage that meets their individual needs. Wayne specializes in life, long term care and disability insurance, as well as annuities. As an independent broker representing most insurance companies, he always shops multiple carriers to find the best product that meets his clients' requirements.

When not working, Wayne enjoys traveling and skiing with his wife Bonnie, especially in the western states where the mountains are bigger, and always takes pleasure in chatting up new people. "I know I am helping to make an impact in the tremendous growth of Carroll County," quips Wayne, "I was eating in a local restaurant the other day and I didn't even recognize *one* person!"

*Story by JoAnn Goldberger, Junior Achievement of Central MD
Public Relations Committee*