

CURRICULUM VITAE

Stephen R. Koontz

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Address

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Education

Ph.D. degree in Agricultural Economics, University of Illinois, 1991.

Dissertation Title: Meatpacker Conduct, Oligopsony Power, and Live Cattle Price Dynamics

Dissertation Co-Advisors: Philip Garcia and Michael A. Hudson

M.S. degree in Agricultural Economics, Virginia Polytechnic Institute and State University, 1985.

Thesis Title: Interaction Between the Cattle Feeding Sector and the Live Cattle Futures Market:
Implications to the Stability of Short-Run Cash Slaughter Cattle Prices

Thesis Advisor: Wayne D. Purcell

B.S. degree in Agricultural Economics, *Cum Laude*, Virginia Polytechnic Institute and State University, 1983.

Experience

Associate Professor, Department of Agricultural and Resource Economics, Colorado State University, July 1999 – present.

Assistant Professor, Department of Agricultural and Resource Economics, Colorado State University, January 1998 – June 1999.

Assistant Professor, Department of Agricultural Economics, Michigan State University, January 1996 – December 1997.

Associate Professor, Department of Agricultural Economics, Oklahoma State University, July 1994 – December 1995.

Assistant Professor, Department of Agricultural Economics, Oklahoma State University, May 1989 – June 1994.

Graduate Fellow, Department of Agricultural Economics, University of Illinois, August 1985 – March 1989.

Graduate Assistant, Department of Agricultural Economics, Virginia Polytechnic Institute and State University, September 1983 – July 1985.

Attachment 1

Description of Current Duties and Appointment Percentages

Current appointment is 5.4 months applied research and outreach (Extension) and 3.6 months teaching (Resident Instruction).

Research and outreach program is focused on agricultural commodity market and price analysis. Projects address four broad issues: 1) organization and performance in U.S. livestock and meat markets, 2) commodity market price behavior, analysis, and forecasting, 3) agribusiness firm behavior, organization, and analysis, and 4) price risk management strategies. Projects in-process and under development include:

- Measuring the influence of market structure and market participant conduct on price behavior in U.S. livestock and meat markets.
- Econometric modeling and forecasting of commodity prices.
- Price discovery process in national and regional livestock and meat markets.
- Analysis of alternative cattle and beef pricing and grading institutions.
- Measurement of profit and price risk, and development of risk management strategies for use by commodity market participants.
- Evaluation of information sharing, profit incentives, and risk management components of different contracting arrangements and commodity alliances.
- Public good nature of government price reporting and information collection institutions.

Teaching duties involve two courses, graduate student advising, and undergraduate student advising. Courses taught include:

- *Agricultural and Resource Economics / Economics 535: Applied Econometrics.*
M.S. and Ph.D. level course. This applied econometrics course initiates students to the practice of econometrics in applied research emphasizing development of quantitative skills. Practicing applied econometrics involves understanding model development, specification, specification testing, data handling, hypothesis testing, interpretation, and use in applied economic problems.
- *Agricultural and Resource Economics 412: Agricultural Commodities Marketing.*
Senior-level undergraduate course. This is a course on the principles and practice of commodity futures and options markets, hedging and options strategies for price risk management, fundamental and technical analysis of commodity markets, and concepts for understanding the economic purpose, and evaluating the performance of, futures and options markets.

Appointment History

2008 – current – Colorado State University – six-months applied research and outreach (Extension), and three-months teaching (Resident Instruction).

2007 – Colorado State University – two-months research (Agricultural Experiment Station), one-month applied research and outreach (Cooperative Extension Service), and six-months teaching (Resident Instruction).

2000 – 2006 – Colorado State University – Four-months applied research and outreach (Cooperative Extension Service), three-months teaching (Resident Instruction) and two-months research (Agricultural Experiment Station).

1998 – 2000 – Colorado State University – Six-months applied research and outreach (Cooperative Extension Service) and three-months teaching (Resident Instruction).

1996 – 1997 – Michigan State University – Nine-months research (Agricultural Experiment Station) and three-months teaching (Resident Instruction).

1989 – 1995 – Oklahoma State University – Nine-months research (Agricultural Experiment Station) and three-months teaching (Resident Instruction).

Attachment 2

Books

Koontz, S.R., D.L. Hoag, D.T. Thilmany, J. Green, and J. Grannis (Co-Editors). *Economics of Livestock Disease Insurance: Principles, Issues, and Worldwide Cases*. London: CABI Publishing, March 2006. ISBN: 978-0-85199-077-4. 288 pp.

Koontz, S.R., (Guest Editor.) *Economics of the Red Meat and Dairy Industries*. Veterinary Clinics of North America – Food Animal Practice – Volume 19 and Issue 2. Philadelphia PA: W.B. Saunders, July 2003. ISSN: 0749-0720. 280 pp.

Purcell, W.D., and S.R. Koontz. *Agricultural Futures and Options: Principles and Strategies*, Second Edition. New York: Prentice Hall, 1999. ISBN: 0-13-779943-8. 400 pp.

Chapters in Books, Research Reports, and Monographs

Boyabatli, O., P.R. Kleindorfer, and S.R. Koontz. “Procurement Risk Management in Beef Supply Chains.” Chapter 17 in “Handbook of Integrated Risk Management in Global Supply Chains. P. Kouvelis, L. Dong, O. Boyabath, and R. Li, Editors. New York: John Wiley & Sons, Inc., 2012.

Miller, H.M., N.R. Sexton, L.M. Koontz, J. Loomis, and S.R. Koontz. “The Users, Uses, and Value of Landsat and Other Moderate-Resolution Satellite Imagery in the United States: Executive Report.” U.S. Department of Interior, U.S. Geological Survey, Open File Report 2011-1031.

Muth, M.K., S.C. Cates, M. Coglaiti, M. Fahimi, J. Franklin, S. Karns, K. Kosa, Y. Li, Y. Liu, N. Paoli, R. Squires, J. Taylor, C. Viator, J. Del Roccili, M. Asher, E. Bradlow, F. Diebold, P. Kleindorfer, S.R. Koontz, J. Lawrence, J. Schroeter, T. Vukina, N. Piggott, C. Shin, M. Wohlgenant, X. Zheng, G. Brester, J. Atwood, J. Marsh, and K. McNew. GIPSA Livestock and Meat Marketing Study – Volume 1: Executive Summary – Final Report. Prepared for Grain Inspection, Packers, and Stockyards Administration, USDA Contract No. 53-32KW-4-028. RTI International, RTI Project Number 09230. January 2007.

Muth, M.K., S.C. Cates, M. Coglaiti, M. Fahimi, J. Franklin, S. Karns, K. Kosa, Y. Li, N. Paoli, R. Squires, J. Taylor, C. Viator, J. Del Roccili, S.R. Koontz, and J. Lawrence. GIPSA Livestock and Meat Marketing Study – Volume 2: Data Collection Methods and Results – Final Report. Prepared for Grain Inspection, Packers, and Stockyards Administration, USDA Contract No. 53-32KW-4-028. RTI International, RTI Project Number 09230. January 2007.

Muth, M.K., S.C. Cates, M. Coglaiti, S. Karns, Y. Liu, J. Taylor, C. Viator, J. Del Roccili, M. Asher, S.R. Koontz, J. Lawrence, J. Schroeter, G. Brester, J. Atwood, J. Marsh, and B. Martin. GIPSA Livestock and Meat Marketing Study – Volume 3: Fed Cattle and Beef Industry – Final Report. Prepared for Grain Inspection, Packers, and Stockyards Administration, USDA Contract No. 53-32KW-4-028. RTI International, RTI Project Number 09230. January 2007.

Muth, M.K., S.C. Cates, M. Coglaiti, S. Karns, J. Taylor, C. Viator, J. Del Roccili, S.R. Koontz, and J. Lawrence. GIPSA Livestock and Meat Marketing Study – Volume 6: Meat Distribution and Sales – Final

Report. Prepared for Grain Inspection, Packers, and Stockyards Administration, USDA Contract No. 53-32KW-4-028. RTI International, RTI Project Number 09230. January 2007.

Hoag, D.L., and S.R. Koontz. “Economics of Livestock Disease Insurance: Principles and Issues.” Chapter in *Economics of Livestock Disease Insurance: Principles, Issues, and Worldwide Cases*. Koontz, S.R., D.L. Hoag, D.T. Thilmany, J Green, and J. Grannis, Co-Editors. London: CABI Publishing, March 2006.

Muth, M.K., G Brester, J. Del Roccili, S.R. Koontz, B. Martin, N. Piggott, J. Taylor, T. Vukina, M. Wohlgenant. “Spot and Alternative Marketing Arrangements in the Livestock and Meat Industries – Interim Report.” Prepared for The Grain Inspection, Packers, and Stockyards Administration, USDA Contract No. 53-32KW-4-028. Prepared by RTI International, RTI Project Number 09230. July 2005.

Koontz, S.R. “Market Power in the U.S. Red Meatpacking Industry.” Chapter in *Economics of the Red Meat and Dairy Industries*. Veterinary Clinics of North America – Food Animal Practice – Volume 19 and Issue 2. S.R. Koontz, Guest Editor. Philadelphia PA: W.B. Saunders, July 2003.

Koontz, S.R., and M.L. Bruch. “Measuring the Economic Value and Market Effects of Improving Beef Tenderness.” Colorado State University, Department of Agricultural and Resource Economics Research Report. Grant Report for the National Cattlemen’s Beef Association. May, 2003.

Genho, M.R., G.R. Schmidt, K.E. Belk, P.L. Chapman, S.R. Koontz, and G.C. Smith. “Enhancing the Retail Market for American Lamb.” Colorado State University, Department of Animal Sciences Research Report. July 2002.

Koontz, S.R., and W.D. Purcell. “Price Discovery and the Future of the Livestock Sector.” Chapter in *Price Discovery in Concentrated Livestock Markets*. W.D. Purcell, Editor. Blacksburg VA: Research Institute on Livestock Pricing, 1997.

Hayenga, M.L., S.R. Koontz, and T.C. Schroeder. Definition of Regional Cattle Procurement Markets. GIPSA-Research Report 96-1, Packers and Stockyards Program, Grain Inspection, Packers and Stockyards Administration, U.S. Department of Agriculture, Washington D.C., May 1996.

Ward, C.E., T.C. Schroeder, A.P. Barkley, and S.R. Koontz. Role of Captive Supplies in Beef Packing. GIPSA-Research Report 96-3, Packers and Stockyards Program, Grain Inspection, Packers and Stockyards Administration, U.S. Department of Agriculture, Washington D.C., May 1996.

Koontz, S.R. “Arbitrage Costs Between Regional Fed Cattle Markets: Estimates Using Public Price Data.” Report prepared for the Grain Inspection, Packers and Stockyards Administration, U.S. Department of Agriculture, September 1995.

Ward, C.E., S.R. Koontz, and T.C. Schroeder. “Short-Run Captive Supply Relationships with Fed Cattle Transaction Prices.” Report prepared for the Grain Inspection, Packers and Stockyards Administration, U.S. Department of Agriculture, August 1995.

Attachment 3

Refereed Journal Articles

Cai, X., K.W. Stiegert, and S.R. Koontz. "Oligopsony Fed Cattle Pricing: Did Mandatory Price Reporting Increase Meatpacker Market Power." Applied Economic Perspectives and Policy 33(2011): 606-622.

Boyabatli, O., P.R. Kleindorfer, and S.R. Koontz. "Integrating Long-term and Short-term Contracting in Fed-Cattle Supply Chains." Management Science 57(October 2011): 1771-1787.

Koontz, S.R., and C.E. Ward. "Livestock Mandatory Price Reporting: A Literature Review and Synthesis of Related Market Information Research." Journal of Food and Industrial Organization Volume 9(Issue 1 2011): Article 9. <http://www.bepress.com/jafio/vol9/iss1/art9>

Cai, X., K.W. Stiegert, and S.R. Koontz. "Regime Switching and Oligopsony Power: The Case of U.S. Beef Processing." Journal of Agricultural Economics 42(2011): 99-109.

Koontz, S.R., and J.D. Lawrence. "Impacts of Alternative Marketing Agreement Cattle Procurement Volumes on Packer Costs: Evidence from Plant-Level P&L Data." Agribusiness: An International Journal 26(Winter 2010): 1-24.

Liu, Y., M.K. Muth, S.R. Koontz, and J.D. Lawrence. "The Role of Marketing Arrangements and Valuation Methods in Improving Beef Quality." Agribusiness: An International Journal, 25(Spring 2009): 147-163.

Koontz, S.R., D.L. Hoag, J.R. Brethour, and J.L. Walker. "Production Inefficiency in Fed Cattle Marketing Institutions and the Value of Sorting Pens into Alternative Marketing Groups using Ultrasound Technology." Journal of Agricultural and Applied Economics, 40(December 2008): 895-912.

Muth, M.K., Y. Liu, S.R. Koontz, and J.D. Lawrence. "Impacts of Alternative Marketing Agreement Cattle Procurement Volumes on Fed Cattle Transaction Prices and Risk." Journal of Agricultural and Resource Economics, 33(April 2008): 118-135.

Platter, W.J., J.D. Tatum, K.E. Belk, S.R. Koontz, P.L. Chapman, and G.C. Smith. "Effects of Marbling and Shear Force on Consumers' Willingness-to-Pay for Beef Strip Loin Steaks." Journal of Animal Sciences 83(2005): 890-899.

Seidl, A.F., and S.R. Koontz. "Potential Economic Impacts of Chronic Wasting Disease in Colorado." Human Dimensions of Wildlife 9(September 2004): 241-246.

Schaefer, M.P., R.J. Myers, and S.R. Koontz. "Rational Expectations and Market Efficiency in the U.S. Live Cattle Futures Market: The Role of Proprietary Information." Journal of Futures Markets 23(May 2004): 429-451.

Roeber, D.L., K.E. Belk, T.E. Engle, T.G. Field, S.R. Koontz, J.A. Scanga, J.D. Tatum, G.L. Mason, F.B. Garry, and G.C. Smith. "The Effect of Vitamin E Supplementation on Discoloration of Injection-Site

Lesions in Retail Cuts and the Greening Reaction Observed in Injection-Site Lesions in Muscles of the Chuck.” Journal of Animal Sciences 81(2003): 1885-1894.

Fetsch, R.J., C. Bastian, D.A. Kaan, and S.R. Koontz. “A Two-State Comparison of Farmers’ and Ranchers’ Risk Management Education Needs.” Journal of the American Society of Farm Managers and Rural Appraisers 2001: 81-92.

Ward, C.E., S.R. Koontz, T.L. Dowty, D.S. Peel and J.N. Trapp. “Marketing Agreement Impacts in an Experimental Market for Fed Cattle.” American Journal of Agricultural Economics 81(May 1999): 347-358.

Ward, C.E., S.R. Koontz, and T.C. Schroeder. “The Impacts of Captive Supplies on Fed Cattle Transaction Prices.” Journal of Agricultural and Resource Economics 23(December 1998): 494-514.

Unterschultz, J., F.S. Novak, D. Bresee and S.R. Koontz. “Design, Pricing, and Returns of Short-Term Hog Marketing Window Contracts.” Journal of Futures Markets 18(September 1998): 723-742.

Anderson, J.D., C.E. Ward, S.R. Koontz, D.S. Peel and J.N. Trapp. “Experimental Simulation of Public Information Impacts on Price Discovery and Marketing Efficiency in the Fed Cattle Market.” Journal of Agricultural and Resource Economics 23(July 1998): 262-278.

Brorsen, B.W., D.W. Buck, and S.R. Koontz. “Hedging Hard Red Winter Wheat: Kansas City versus Chicago.” Journal of Futures Markets 18(June 1998): 449-466.

Koontz, S.R., and P. Garcia. “Meatpacker Conduct in Fed Cattle Pricing: Multiple-Market Oligopsony Power.” Journal of Agricultural and Resource Economics 22(July 1997): 87-103.

Ward, C.E., S.R. Koontz, D.S. Peel, and J.N. Trapp. “Price Discovery in an Experimental Market for Fed Cattle.” Review of Agricultural Economics 18(September 1996): 449-466.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. “Employee Cross-Training with a Market Simulator: An Agribusiness Application of Experiential Learning.” Agribusiness: An International Journal 11(November/December 1995): 513-521.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. “Augmenting Agricultural Economics and Agribusiness Education with Experiential Learning.” Review of Agricultural Economics 17(September 1995): 267-274.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. “Teaching Agricultural Economics with an Experiential Learning Tool: *The Packer-Feeder Game*.” The National Association of College Teachers of Agriculture Journal 39(June 1995): 23-28.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. “Evaluating the Effectiveness of Role Playing Simulation and Other Methods in Teaching Managerial Skills.” Developments in Business Simulation and Experiential Exercises 22(1995): 116-123.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. “Using a Market Simulator in Extension Programs.” Journal of Extension 32(October 1994): gopher@joe.ext.vt.edu.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. "The Packer-Feeder Game: A Commodity Market Simulator." Developments in Business Simulation and Experiential Exercises 21(1994): 70-74.

Koontz, S.R., P. Garcia, and M.A. Hudson. "Meatpacker Conduct in Fed Cattle Pricing: An Investigation of Oligopsony Power." American Journal of Agricultural Economics 75(August 1993): 537-548.

Koontz, S.R., and C.E. Ward. "Electronic Market Use by Oklahoma Lamb Producers." Journal of Agricultural and Resource Economics 18(July 1993): 70-85.

Koontz, S.R., M.A. Hudson, and M.W. Hughes. "Livestock Futures Markets and Rational Price Formation: Evidence for Live Cattle and Live Hogs." Southern Journal of Agricultural Economics 24(July 1992): 233-249.

Koontz, S.R., P. Garcia, and M.A. Hudson. "Dominant-Satellite Relationships Between Live Cattle Cash and Futures Markets." Journal of Futures Markets 10(April 1990): 123-136.

Hudson, M.A., T.A. Hieronymus, and S.R. Koontz. "Deliveries on the CME Live Cattle Contract: An Economic Assessment." North Central Journal of Agricultural Economics 10(July 1988): 155-164.

Manuscripts in Review and Working Papers

Bastian, C.T., S.R. Koontz, and D.J. Menkhaus. "Impacts of Forward Contract Information on Market Pricing and Production Efficiency in Fed Cattle Markets: Results from an Experiment." Working Paper.

Koontz, S.R. "Impacts of 'Right of First Refusal' on Competitiveness of Fed Cattle Markets: Results from an Economic Experiment." Working Paper.

Koontz, S.R. "Profit Sharing Marketing Agreements and Performance of Fed Cattle Markets: Results from an Economic Experiment." Working Paper.

Koontz, S.R. "Impacts of Captive Supplies on Beef Firm Profits and Market Efficiency: Evidence from Economic Experiments." Working Paper.

Koontz, S.R. "Gross Margin Hedging Opportunities for Stocker Cattle Producers." Working Paper.

Lawrence, J.D., M.K. Muth, J. Taylor, and S.R. Koontz. "Meat Processors Purchasing and Sale Practices: Lessons Learned from the GIPSA Livestock and Meat Marketing Study." Working Paper.

Koontz, S.R., W.J. Platter, J.D. Tatum, K.E. Belk, and G.C. Smith. "Consumer Willingness-To-Pay for Beef Palatability: Impact of Implants and the Value of Marbling and Tenderness." Working Paper.

Koontz, S.R. "The Impact of Prohibiting Non-Cash Market Trades on the Performance of Fed Cattle Markets: Results from an Economic Experiment." Working Paper.

Koontz, S.R. "Average Cost Pricing, Marginal Cost Pricing, and the Measurement of Market Power in Fed Cattle Markets: Results from an Economic Experiment." Working Paper.

Koontz, S.R., J. DelRoccili, M. Muth, J. Taylor, and B. Martin. "Reasons Different Alternative Marketing Arrangements Are Used in Livestock and Meat Industry Supply Chains: Interview Results with Producers and Packers." Working Paper.

Koontz, S.R., J. DelRoccili, M. Muth, and B. Martin. "Beef Distribution, Supply Chain, and the Role of Marketing Arrangements: An Assessment of the Grocery and Food Service Sectors." Working Paper.

Koontz, S.R., and J. Fryer. "Measuring Price Risk in Cattle and Beef Markets: Implications for the Design of Viable Futures Contracts." Working Paper.

Koontz, S.R., and M.L. Bruch. "Economic Value of Improving Tenderness in Beef." Working Paper.

Koontz, S.R. "Accuracy of USDA Fed Cattle Price Reporting: Was Mandatory Price Reporting Needed?" Working Paper.

Koontz, S.R. "Arbitrage Costs and the Extent of Regional Fed Cattle Markets." Working Paper.

Attachment 4

Experiment Station Publications

Koontz, S.R. “A Synthesis of Market Power Research on the Cattle and Beef Industry.” Comments Submitted to the U.S. Department of Justice and U.S. Department of Agriculture Regarding Agriculture and Antitrust Enforcement Issues in Our 21st Century Economy, January 2010.

Koontz, S.R., and J. Deering. “The U.S. and World Wheat Market: Explanations and Forecasts.” Colorado Agricultural Experiment Station Technical Report TR08-08, Colorado State University, May 2008.

Hogen, Jr., R.J., C.E. Ward, J.N. Trapp, D.S. Peel, and S.R. Koontz. “Economic Components of the Fed Cattle Market Simulator.” Oklahoma Agricultural Experiment Station Research Report, Oklahoma State University, September 2003.

Dikeman, M.E., E.J. Pollack, J Taylor, S. Davis, T. Holm, S.R. Koontz, C. Gill, D. Moser, and E.A. Westcott. “Warner-Bratzler Shear Force Values and Ranges of Steaks from Cattle of Known Sires.” Report of Progress 908, Kansas State University Agricultural Experiment Station and Cooperative Extension Service, March 2003.

Hoag, D.L. M. Frasier, D. Kaan, S.R. Koontz, R. Sharp, and J. Tranel. “Profit and Loss (PAL).” Technical Report Number TR 02-4, Colorado Agricultural Experiment Station, Colorado State University, April, 2002.

Dikeman, M.E., E.J. Pollack, R.D. Green, J Taylor, S. Davis, T. Holm, S.R. Koontz, C. Gill, D. Moser, and E.A. Westcott. “Carcass Merit Project: Development of EPDs and Genetic Marker Validation.” Report of Progress 873, Kansas State University Agricultural Experiment Station and Cooperative Extension Service, March 2001.

McDaniel, K.L. and S.R. Koontz. “Forecasting Placements, On Feed, and Marketings Numbers in the USDA Seven-States *Cattle On Feed* Report.” Oklahoma Agricultural Experiment Station, Oklahoma State University, Department of Agricultural Economics, Current Farm Economics 68(June 1995): 3-15.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. “An Innovation in Teaching Agricultural Economics: *The Fed Cattle Market Simulator*.” Oklahoma Agricultural Experiment Station, Oklahoma State University, Department of Agricultural Economics, Current Farm Economics 67(March 1994): 22-34

Koontz, S.R., and J.N. Trapp. “Sources of Profit Risk in Cattle Feeding.” Oklahoma Agricultural Experiment Station, Oklahoma State University, Department of Agricultural Economics, Current Farm Economics 66(September 1993): 3-17.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. “Experiential Learning Using A Fed Cattle Market Simulator: *The Packer-Feeder Game*.” Oklahoma Agricultural Experiment Station Research Report P-929, Oklahoma State University, December 1992.

Koontz, S.R., M.A. Hudson, and M.W. Hughes. "Rational Price Formation in Live Cattle and Live Hog Futures Markets." Oklahoma Agricultural Experiment Station Technical Bulletin T-170, Oklahoma State University, November 1992.

Koontz, S.R., M.A. Hudson, and M.W. Hughes. "Rational Price Formation in the Live Cattle Futures Market." Oklahoma Agricultural Experiment Station, Oklahoma State University, Department of Agricultural Economics, Current Farm Economics 63(December 1990): 30-42.

Koontz, S.R., and W.D. Purcell. "Interactions Between the Live Cattle Futures Market and the Cattle Feeding Sector: Implications to the Stability of Cash Fed Cattle Prices." Virginia Agricultural Experiment Station Bulletin 88-3, Virginia Polytechnic Institute and State University, Winter 1988.

Hudson, M.A., S.R. Koontz, and W.D. Purcell. "The Impact of Quarterly Hog and Pig Reports on Live Hog Futures Prices: An Event Study of Market Efficiency." Virginia Agricultural Experiment Station, Virginia Polytechnic Institute and State University, Department of Agricultural Economics, AE-54, March 1984.

Attachment 5

Extension Publications

Koontz, S.R., J. Robb, and E. Rosa. "Livestock Outlook: Cattle, Dairy, Hogs, and Sheep." Governor's Forum on Colorado Agriculture, Colorado State University Cooperative Extension, February 2011.

Koontz, S.R., and J. Deering. "Wheat Outlook." Governor's Forum on Colorado Agriculture, Colorado State University Cooperative Extension, February 2011.

Koontz, S.R. "Economic Factors Impacting the Cattle Industry, the Size of the Beef Cow Herd, and Profitability and Sustainability of Cow-Calf Producers." Department of Agricultural and Resource Economics, Colorado State University, November 2010.

Koontz, S.R. "An Economic Perspective on the USDA GIPSA Packers & Stockyards Act Rule Change." Department of Agricultural and Resource Economics, Colorado State University, September 2010.

Koontz, S.R. "What Does the RTI Study Say About Captive Supplies in the Cattle and Beef Industry?" Department of Agricultural and Resource Economics, Colorado State University, July 2010.

Koontz, S.R., J. Robb, and E. Rosa. "Livestock Outlook: Cattle, Dairy, Hogs, and Sheep." Governor's Forum on Colorado Agriculture, Colorado State University Cooperative Extension, February 2010.

Koontz, S.R., and J. Deering. "Wheat Outlook." Governor's Forum on Colorado Agriculture, Colorado State University Cooperative Extension, February 2010.

Koontz, S.R., J. Robb, and E. Rosa. "Livestock Outlook: Cattle, Hogs, and Sheep." Governor's Forum on Colorado Agriculture, Colorado State University Cooperative Extension, February 2009.

Koontz, S.R., and J. Deering. "Wheat Outlook." Governor's Forum on Colorado Agriculture, Colorado State University Cooperative Extension, February 2009.

Koontz, S.R. "Corn Market Outlook." Livestock Links Newsletter, Department of Soil and Crop Sciences, Colorado State University, September 2008.

Koontz, S.R., J. Robb, and E. Rosa. "Livestock Outlook: Cattle, Hogs, and Sheep." Governor's Forum on Colorado Agriculture, Colorado State University Cooperative Extension, February 2008.

Koontz, S.R., and J. Deering. "Wheat Outlook." Governor's Forum on Colorado Agriculture, Colorado State University Cooperative Extension, February 2008.

Taylor, J.L., M.K. Muth, and S.R. Koontz. "Background on Proposed Livestock Marketing Arrangements Legislation." Extension Fact Sheet LM-1. Published by the Livestock Marketing Information Center, Denver, Colorado. November 2007.

Taylor, J.L., S.C. Cates, S.A. Karns, S.R. Koontz, J.D. Lawrence, and M.K. Muth. "Alternative Marketing Arrangements in the Beef Industry: Definition, Use, and Motives." Extension Fact Sheet

LM-2. Published by the Livestock Marketing Information Center, Denver, Colorado. November 2007.

Lawrence, J.D., M.K. Muth, J.L. Taylor, and S.R. Koontz. "Downstream Meat Marketing Practices: Lessons Learned from the Livestock and Meat Marketing Study." Extension Fact Sheet LM-6. Published by the Livestock Marketing Information Center, Denver, Colorado. November 2007.

Koontz, S.R. "Livestock Markets: Fall 2007 Outlook." Department of Agricultural and Resource Economics, Colorado State University, November 2007.

Koontz, S.R. "Grain Markets: Spring 2007 Outlook." Department of Agricultural and Resource Economics, Colorado State University, April 2007.

Koontz, S.R., J. Robb, and E. Rosa. "Livestock Outlook: Cattle, Hogs, and Sheep." Colorado Agricultural Outlook Forum, Colorado State University Cooperative Extension, February 2007.

Koontz, S.R. "Wheat Outlook." Colorado Agricultural Outlook Forum, Colorado State University Cooperative Extension, February 2007.

Koontz, S.R. "Livestock Markets: Fall 2006 Outlook." Department of Agricultural and Resource Economics, Colorado State University, November 2006.

Koontz, S.R. "Grain Markets: Spring 2006 Outlook." Department of Agricultural and Resource Economics, Colorado State University, April 2006.

Koontz, S.R., J. Robb, and E. Rosa. "Livestock Outlook: Cattle, Hogs, and Sheep." Colorado Agricultural Outlook Forum, Colorado State University Cooperative Extension, February 2006.

Koontz, S.R., J. Pritchett, and J. Deering. "Wheat Outlook." Colorado Agricultural Outlook Forum, Colorado State University Cooperative Extension, February 2006.

Koontz, S.R. "Livestock Markets: Fall 2005 Outlook." Department of Agricultural and Resource Economics, Colorado State University, October 2005.

Koontz, S.R. "Grain Markets: Spring 2005 Outlook." Department of Agricultural and Resource Economics, Colorado State University, April 2005.

Koontz, S.R. "The Impact of BSE on the US Cattle and Beef Market and Prices: The Market One Year Later." Department of Agricultural and Resource Economics, Colorado State University, January 2005.

Koontz, S.R. "Livestock Markets: Fall 2004 Outlook." Department of Agricultural and Resource Economics, Colorado State University, October 2004.

Koontz, S.R. "Strong Calf Prices Bolster Cow-Calf Producer Returns." Colorado State University, Department of Agricultural and Resource Economics. Agriculture & Business Management Update, Volume 1 and Issue 1, September 2004.

Koontz, S.R. "Hedging Feeder Cattle and Calves with Futures and Options." Department of Agricultural and Resource Economics, Colorado State University, July 2004.

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Koontz, S.R., M.A. Hudson, and P. Garcia. "Oligopsony Power, Meatpacker Conduct, and Price Dynamics: A Preliminary Investigation of Live Cattle Markets." Proceedings of the NCR-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, Chicago, April 1989, pp. 318-330.

Koontz, S.R., R. Koenker, and M.A. Hudson. "Robust Regression with Nonnormal Errors: Some Concepts and an Application." Selected Paper, American Agricultural Economics Association Meeting, Knoxville, Tennessee, August 1988. Abstract published in the American Journal of Agricultural Economics 70(December 1988): 1203.

Hughes, M.W., S.R. Koontz, and M.A. Hudson. "Rational Price Formation in the Live Cattle and Live Hog Futures Markets." Proceedings of the NCR-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, St. Louis, April, 1988, pp. 373-388.

Koontz, S.R., and L.J. Unnevehr. "An Analysis of Meat Income Elasticities by Income Group." Selected Paper, American Agricultural Economics Association Meeting, East Lansing, Michigan, August 1987. Abstract published in the American Journal of Agricultural Economics 69(December 1987): 1081.

Koontz, S.R., M.A. Hudson, and P. Garcia. "Dominant-Satellite Relationships Between Futures and Selected Cash Prices for Live Cattle." Proceedings of the NCR-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, Chicago, April, 1987, pp. 331-345.

Hudson, M.A., T.A. Hieronymus, and S.R. Koontz. "Factors Affecting Deliveries on the CME Live Cattle Contract: An Economic Assessment." Selected Paper, Southern Agricultural Economics Association meeting, Orlando, Florida, February, 1986. Abstract published in the Southern Journal of Agricultural Economics 18(July 1986): 195.

Koontz, S.R., W.D. Purcell, and M.A. Hudson. "The Live Cattle Futures Market and the Cattle Feeding Sector: Price Discovery and Supply Stability." Selected Paper, American Agricultural Economics Association meeting, Ames, Iowa, August, 1985. Abstract published in the American Journal of Agricultural Economics 67(December 1985): 1283.

Koontz, S.R., M.A. Hudson, and W.D. Purcell. "The Impact of Hog and Pig Reports on Live Hog Futures Prices: An Event Study of Market Efficiency." Selected Paper, American Agricultural Economics Association meeting, Ithaca, New York, August, 1984. Abstract published in the American Journal of Agricultural Economics 66(December 1984): 906.

Attachment 8

Honors Received

American Agricultural Economics Association, Distinguished Extension/Outreach Program Award for a Group Program, "The Packer-Feeder Game Experiential Learning Program." 2008.

Epsilon Sigma Phi – The Cooperative Extension Professionals' Organization, Regional Distinguished Team Recognition, Agriculture and Business Management Team, Colorado State University, 2004.

NACTA / Charles N. Shepardson Meritorious Teaching Award, College of Agricultural Sciences, Colorado State University, 2003.

Epsilon Sigma Phi – The Cooperative Extension Professionals' Organization, State Team Award, Agriculture and Business Management Team, Colorado State University, 2003.

Oklahoma Cooperative Extension Service Outstanding Team Award, College of Agricultural Sciences and Natural Resources, Oklahoma State University, 1997.

Outstanding Extension Program Award, Western Agricultural Economics Association, 1995.

Southern Agricultural Economics Association Distinguished Professional Contribution Award, In Recognition of Outstanding Professional Contributions to Agricultural Economics In Teaching Programs, 1993.

Alpha Zeta Outstanding Instructor in the College of Agricultural Sciences and Natural Resources, Oklahoma State University, 1992.

Honorable Mention, Outstanding Ph.D. Dissertation Competition, American Agricultural Economics Association, 1992.

Outstanding Ph.D. Dissertation, University of Illinois at Urbana-Champaign, Department of Agricultural Economics, 1991.

Sigma Xi, An Honorary Scientific Research Society. Associate Member of the Colorado State University Chapter.

Gamma Sigma Delta and The College of Agriculture: Graduate Fellowship Recognition, University of Illinois at Urbana-Champaign, November 1988.

Gamma Sigma Delta, The Honor Society of Agriculture. University of Illinois Chapter.

United States Department of Agriculture / Agricultural Research Service, National Needs Fellowship in Agricultural Economics, University of Illinois, August 1985 – August 1988.

Attachment 9

Creative Works and Professional Presentations

a. Computer Software

Project Title: *The Meatpacking Plant Management Simulator*. Cooperators: J.N. Trapp, D.S. Peel, C.E. Ward, and S.R. Koontz. The computer program developed in this project incorporates economic structure and management decisions representative of a meatpacking facility. The management decisions are similar to those made by many food processing agribusinesses. Project objective is to use the simulator for experiential learning exercises in teaching and adult education.

Project Title: *The Fed Cattle Market Simulator*. Cooperators: S.R. Koontz, D.S. Peel, J.N. Trapp, and C.E. Ward. The computer program developed in this project incorporates economic structure representative of the cattle feeding-meatpacking complex. Project objectives are to: 1) use the simulator for experiential learning exercises in teaching and adult education; 2) conduct controlled economic experiments on vertical integration, forward contracting, industry consolidation, and price discovery.

Project Title: *A Computerized Commodity Futures Trading Simulator*. Developer: S.R. Koontz. The simulator provides students with a realistic learning experience about commodity futures contract trading. Specific objectives include: 1) development of a computerized system which incorporates realistic facets of futures trading; 2) development of a teaching tool to illustrate procedures for futures trading, and which illustrate trading strategy development and implementation; 3) development of a teaching tool which minimizes data input and administrative time.

b. Poster Sessions

Pritchett, J., C.H. Davidson, and S.R. Koontz. "Ammonia Emission BMP's for Livestock Feeding: Identifying Benefits and Barriers to Adoption." American Applied Economics Association, Canadian Agricultural Economics Society, and Western Agricultural Economics Association Joint Annual Meetings, Denver Colorado, July, 2010.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. "*The Fed Cattle Market Simulator*." Teaching Award Poster, Southern Agricultural Economics Association Annual Meeting, Tulsa, Oklahoma, February 1993.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. "Experimental Market Simulator: Integrating Research, Teaching, and Extension." Selected Poster, Southern Agricultural Economics Association Annual Meeting, Fort Worth, Texas, February 1991. Abstract published in Southern Journal of Agricultural Economics 23(July 1991): 272.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. "Experimental Market Simulator: Integrating Research, Teaching, and Extension." Poster Session at the Oklahoma Cooperative Extension Service Annual Conference, Oklahoma State University, January 1991.

c. Organized Symposia

Koontz, S.R., and W.D. Purcell. "Research Programs to Address Price Discovery Concerns." Participant in the Organized Symposium, "Price Discovery in Livestock Markets: What is the Role of Public Universities." Western Agricultural Economics Association Meetings, Vancouver, British Columbia, June 2000.

Koontz, S.R. "Tenderness Based Beef Marketing: An Economist's Perspective." Participant in the Organized Symposium, "Tenderness Based Beef Marketing." American Society of Animal Science Meeting, Nashville, Tennessee, July 1997.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. "*The Fed Cattle Market Simulator*." Participant in the Organized Symposium, "Use of Computer Simulations in Undergraduate Agricultural Economics and Agribusiness Education." American Agricultural Economics Association Meetings, San Diego, California, August 1994.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. "The Packer/Feeder Agribusiness Market Simulator." Participant in the Organized Symposium, "Classroom Experiential Learning: Examples and Experiences." Southern Agricultural Economics Association Meetings, Tulsa, Oklahoma, February 1993.

Koontz, S.R., D.S. Peel, J.N. Trapp, and C.E. Ward. "*The Fed Cattle Market Simulator: Research and Teaching Through Experimental Economics*." Free Session Organizer and Participant, American Agricultural Economics Association Meetings, Manhattan, Kansas, August 1991.

d. Invited Presentations and Seminars

"Impact of Right-of-First-Refusal on Fed Cattle Markets: Results from an Economic Experiment." Department of Agricultural and Resource Economics Seminar Series, Colorado State University, November 2009.

"Ethanol and the Corn Market." Department of Animal Sciences Seminar, Colorado State University, April 2007.

"Commodity Markets and Biofuels: What Impacts Are Here Now and What Are Coming?" Invited Presentation at the Colorado State University Research Colloquium, Biofuels: Challenges and Opportunities, Office of the Vice President of Research, Colorado State University, Fort Collins, Colorado, April 2007.

"Market Integration and Vertical and Spatial Price Transmission in Agricultural Markets: Discussion." Invited Presentation at the Market Integration and Vertical and Spatial Price Transmission in Agricultural Markets Symposium, University of Kentucky, Lexington, April 2006.

"Beef and Pork Market Economics and Outlook." Invited Presentation for CoBank Management at the Livestock and Protein Sector Symposium, CoBank, Denver, Colorado, October 2003.

"Livestock Demand: Perspective and New Developments." Invited Presentation at the 2001 Spring Industry Outlook Conference. Copper Mountain, Colorado, April 8, 2001.

“Consolidation and Market Concentration: Research Results and Research Needs.” Invited Presentation to the USDA National Agricultural Research, Education, Extension, and Economics Advisory Board. Washington D.C., March 20, 2001.

“Cattle and Beef Market Fundamentals.” Presentation at the Texas A&M University Extension Service Master Marketer Workshops, Vernon and Abilene, Texas, February 2001.

“How are Grids Changing the Fed Cattle Marketplace?” Presentation at the Robert E. Taylor Beef Symposium, Colorado State University, Fort Collins, Colorado, December 2000.

“Market Economics of Changing Beef Growth Promotant Regimes.” Invited Paper, American Society of Animal Scientists Annual Meetings, Baltimore, Maryland, July 2000.

“Livestock and Meat-Product Market Economics.” Two day-long education program for commodity brokers studying for the Series 3 Broker License. Sponsored by and conducted at the Chicago Mercantile Exchange, Chicago, Illinois, June 20-21, 2000.

“The State of Colorado Agriculture.” Presentation before the Board of Directors of the Denver Branch of the Federal Reserve Bank of Kansas City. Fort Collins, Colorado, May 2000.

“Concentration, Competition, and the Structure of Agriculture.” Testimony before the U.S. Senate Agriculture, Nutrition, and Forestry Committee. Washington D.C., April 27, 2000.

“Beef Demand and Market Outlook.” Presentation for buyers participating in the Certified Angus Beef Program Specialists Seminar. Napa Valley, California, February 2000.

“Beef Marketing and Demand.” Presentation for producers participating the Partners for Quality Program. Harris Ranch, Coalinga, California, February 2000.

“Strategies and Issues for Marketing Cows and Bulls.” Presentation at the 1999 National Cattlemen’s Beef Association, National Market Cow and Bull Beef Quality Audit Strategy Workshop, Denver, Colorado, December 1999.

“Accuracy of USDA Fed Cattle Price Reporting: Is Mandatory Price Reporting Needed?” Department of Agricultural and Resource Economics Seminar Series, Colorado State University, September 1999.

“The Status of the U.S. Hog and Pork Industry.” Presentation for South and Central American pork producers and wholesalers touring the U.S., sponsored by the U.S. Meat Export Federation, Colorado State University, Fort Collins, Colorado, September 14, 1999.

“Accuracy of USDA Fed Cattle Price Reporting: Is Mandatory Price Reporting Needed?” Midwestern, Great Plains, and Western Outlook Conference, Colorado Springs, Colorado, August 1999.

“Livestock and Meat-Product Market Economics.” Day-long education program for commodity brokers studying for the Series 3 Broker License. Sponsored by and conducted at the Chicago Mercantile Exchange, Chicago, Illinois, June 29, 1999.

“Marketing in the Next Millennium.” Presentation at the Tri-State Cow/Calf Symposium, St. Francis, Kansas, February 1999.

“The State of the Beef Industry.” Presentation at the Muscle to Meat: A Symposium Featuring Innovative Technologies and Concepts in the Beef Industry, Program developed and sponsored by Pfizer Animal Health. Billings, Montana, January 1999.

“A Vision for Future Marketing of Beef.” Presentation at the Robert E. Taylor Beef Symposium, Colorado State University, Fort Collins, Colorado, December 1998.

“Impact of Captive Supplies and Marketing Agreements on Fed Cattle Prices: Results from an Economic Experiment.” Department of Agricultural and Resource Economics Seminar Series, Colorado State University, November 1998.

“Price Discovery: Overall Issues and Why Our Markets Are at Risk.” Invited Presentation at the Price Discovery in Concentrated Livestock Markets, a national conference conducted by the Research Institute on Livestock Pricing, Kansas City, Missouri. February 1997.

Interviewed by Steve Suther for Article, “Captive Information,” an article on the results of the USDA P&SA study of captive supplies. Published in Beef Today, Vol. 13, No. 2, February 1997, pp. 8-9.

“Arbitrage Costs Between Regional Fed Cattle Markets.” Seminar before the Department of Finance and Department of Rural Economy, University of Alberta, Edmonton. September 1996.

“A Summary of Results from the 1996 USDA Packers and Stockyards Concentration Study.” Invited Presentation before the Midwest Outlook Conference, East Lansing, Michigan. August 1996.

“The U.S. and USDA Agricultural Commodity and Product Information Systems.” Invited Presentation before a Delegation from the People’s Republic of Chinese at Michigan State University. July 1996.

Attachment 10

Grants and Contracts

United States Department of Agriculture / Grain Inspection and Packers and Stockyards Administration. “Livestock and Meat Marketing Study.” Contributed to the Fed Cattle and Beef Industries and Downstream Industries portions of the project proposal which also encompassed the Hogs and Pork Industry and Sheep and Lamb Industry. Grant and Project Coordinator: RTI International, Research Triangle Park, North Carolina. Total Grant Amount: \$4.3 million. Project Duration: 7/2004-2/2007.

United States Department of Agriculture / Animal and Plant Health Inspection Service / Center for Economics of Animal Health. “Animal Industry Insurance Products Conference and Textbook.” Principle Co-Investigators: S.R. Koontz and D.L. Hoag. Amount: \$39,312. Project Duration: 9/2002-8/2003.

United States Department of Agriculture / Risk Management Administration / Western Center for Risk Management Education & Washington State University Cooperative Extension. “Risk Management Training for Western Livestock Producers – Offered by the Western Livestock Research & Extension Coalition.” Project Coordinators: D. Osgood, T. Teegerstrom, R. Tronstad, University of Arizona, D. Hoag, D. Kaan, S. Koontz, R. Sharp, J. Tranel, Colorado State University, C.W. Gray, University of Idaho, W. Riggs, University of Nevada, D. Bailey, B. Godfrey, Utah State University, C. Bastian, and J. Hewlett, University of Wyoming. Amount: \$76,543. Project Duration: 7/2002-6/2002.

United States Department of Agriculture / Cooperative State Research Extension and Education Service. Risk Management Education Challenge Grant. “A Risk Education Simulation / Game.” Principle Co-Investigators: D.L. Hoag, J. Hewlett, and S.R. Koontz. Amount: \$99,073. Project Duration: 1/2002-12/2003.

National Cattlemen’s Beef Association. “Is Carcass Quality and Tenderness Affected by Repetitive Use of Hormonal Implants throughout a Beef Animals’ Lifetime?” Principle Co-Investigators: K.E. Belk, W.J. Platter, J.D. Tatum, G.C. Smith, and S.R. Koontz. Amount: \$52,500. Project Duration: 1/2001-12/2002.

National Cattlemen’s Beef Association. “Are Cooked Beef Palatability Traits and the Price Consumers Will Pay for Beef Affected by Repetitive Use of Hormonal Implants Throughout a Beef Animal’s Life.” Principle Co-Investigators: W.J. Platter, K.E. Belk, J.D. Tatum, S.R. Koontz, and G.C. Smith. Amount: \$246,900.

Farm Foundation. “Integrated Risk Management Education and Information for Agricultural Managers and Educators in the Western United States.” Project funding the Western Extension Farm Management Committee and the Western Extension Marketing Committee. Project Coordinators: J.P. Hewlett, University of Wyoming, and S.R. Koontz, Colorado State University. Amount: \$18,000. Project Duration: 3/2000 – 2/2001.

National Cattlemen’s Beef Association. “Implementing and Assessing the Economic Returns of EPDs for Carcass Traits, Warner Bratzler Shear Force, and DNA Tenderness Markers of Cattle to Improve Tenderness and Consistency of Beef.” Principal Co-Investigators: Michael E. Dikeman, Kansas State

University, Department of Animal Sciences and Industry; John Pollak, Cornell University, Department of Animal Science; Ronnie D. Green, Colorado State University, Department of Animal Sciences; Jerry Taylor and Scott Davis, Texas A&M University, Department of Animal Science; and Stephen R. Koontz, Colorado State University, Department of Agricultural and Resource Economics. Amount: \$495,250. Project Duration: 4/1/1998 – 9/30/2001.

United States Department of Agriculture / Cooperative State Research, Education, and Extension Service. Fund for Rural America, Center Planning Grant. “Center for an Innovative and Coordinated Beef System in the Eastern Corn Belt.” Project Director: Ronald P. Lemenager. Project Co-Directors: Michael D. Boehlje, John T. Johns, Stephen R. Koontz, Floyd K. McKeith, and Harlan D. Ritchie. Amount: \$25,000. Project Duration: 9/1/97 – 2/29/98.

Michigan State University Animal Initiative Coalition. “Michigan Cattlemen’s Association and Michigan State University Farm-to-Fab Program: Obtaining Data Critical to the Michigan Beef Alliance.” Principle Investigator: Joel Cowley. Collaborators: Steven Rust, Stephen R. Koontz, and Mark McCully. Amount: \$8,400. Project Duration: 7/1/97 – 6/30/98.

United States Department of Agriculture / Cooperative State Research, Education, and Extension Service. Challenge Grants Program. “An Experiential Learning Tool for Teaching Food Processing Firm Management.” Cooperators: S.R. Koontz, D.S. Peel, J.N. Trapp, and C.E. Ward. Amount: \$79,995. Project Duration: 10/1/96 – 9/30/98.

Excel Corporation. “Development of a Meatpacking Plant Management Simulation Model.” Cooperators: Trapp, J.N., S.R. Koontz, H.G. Dolezal, D.S. Peel, and C.E. Ward. Amount: \$15,312. Project Duration: 9/1/95 – 6/30/96.

Research Institute on Livestock Pricing, Virginia Polytechnic Institute and State University. “Estimating the Value of Public Information and Public Information Impacts on the Fed Cattle Market: An Experimental Economics Approach.” Principal Co-Investigators: S.R. Koontz, D.S. Peel, J.N. Trapp, and C.E. Ward. Amount: \$14,150. Project Duration: 7/1/95 – 6/30/97.

Oklahoma Agricultural Experiment Station Targeted Research Initiative, Oklahoma State University. “Cattle Feeding Profitability: Opportunities and Risk Management Alternatives.” Principal Co-Investigators: S.R. Koontz and J.N. Trapp. Amount: \$25,000. Project Duration: 7/1/94 – 6/30/95.

Chicago Mercantile Exchange. “Developing the Futures Market Component of *The Fed Cattle Market Simulator*.” Cooperators: S.R. Koontz, D.S. Peel, J.N. Trapp, and C.E. Ward. Amount: \$12,578. Project Duration: 7/1/93 – 6/30/94.

University Computer Center and the Office of the Vice-President of Research, Oklahoma State University. Grant for Research Computing Time. “Definition of Regional Cattle Procurement Markets,” and “Sources and Structure of Profit Risk in Cattle Feeding.” Principal Investigator: S.R. Koontz. Computer Funds Awarded: \$40,000. Project Duration: 10/92 – 12/93.

United States Department of Agriculture / Packers and Stockyards Administration. “Definition of Regional Cattle Procurement Markets and the Role of Captive Supplies in Beef Packing.” Principal Co-Investigators: S.R. Koontz, C.E. Ward, M.L. Hayenga, T.C. Schroeder, and A.P. Barkley. Amount: \$203,592. Project Duration: 9/29/92 – 9/28/94.

Oklahoma State University Center for Effective Instruction, Curriculum Innovation Grant. “Development of a Computerized Commodity Futures and Options Trading Simulator.” Director: S.R. Koontz. Amount: \$2,900. Project Duration: 9/91 – 9/92.

United States Department of Agriculture / Cooperative State Research Service. Challenge Grants Program. “Development of an Agribusiness Market Simulator for Teaching.” Cooperators: S.R. Koontz, D.S. Peel, J.N. Trapp, and C.E. Ward. Amount: \$71,010. Project Duration: 10/1/91 – 9/30/93.

Oklahoma State University Center for Effective Instruction, Curriculum Innovation Grant. “Developing an Experimental Economic Teaching Simulator: An Application to Beef Marketing and Meat Processing.” Cooperators: S.R. Koontz, D.S. Peel, J.N. Trapp, and C.E. Ward. Amount: \$500. Project Duration: 9/90 – 3/91.

Attachment 11

Major Outside Activities

Consultant for Applied Economic Research Corporation, Econsult Corporation, and RTI International. Member of the Beef Team participating in the USDA GIPSA, Livestock and Meat Marketing Study. The project examines the impact of alternative marketing arrangements, or non-cash market transactions, on the cash market. Responsible for methodology development, data analysis, and report writing for the technical portions of the project. Also responsible for interviewing producers, packers, and downstream firms for opinion portions of project. July 2004 – January 2007.

Consultant for ContiBeef of Boulder, Colorado. ContiBeef is the largest cattle feeding operation in the U.S. based on feedyard capacity. Statistical modelling services are performed for ContiBeef. Models were developed to predict animal performance in commercial feeding systems and rank individual feedlot performance across the division. March 2001 – July 2002.

Consultant for AgriBusiness Group of Indianapolis, Indiana. ABG is an education and training firm which services agriculture related industries. I was one of several facilitators for two-day Agricultural Risk Management Workshops conducted by ABG for John Deere clientele. Workshops were conducted in the Midwest and Great Plains states. January 2000 – March 2000.

Consultant for eMerge Interactive of Broomfield, Colorado. eMerge is a firm which provides data analysis and information for commercial agricultural producers. Statistical modelling services are performed for eMerge. Models were developed to predict animal performance in commercial feeding systems. May 1999 – February 2000.

Consultant for Vantage Point Network of Fort Collins, Colorado. Vantage Point is a firm owned in part by John Deere and Farmland Industries. Vantage Point develops agricultural decision making software products. These products are in the process of being developed, marketed, and integrated onto the Internet. I wrote information about commodity futures markets, futures exchanges, and technical trading tools for the company's web pages. August 1999 – September 1999.

Consultant for Excel Corporation (Excel) of Wichita, Kansas; Caprock Industries (Caprock) of Amarillo, Texas; Koch Industries of Wichita, Kansas; ContiBeef of Boulder, Colorado, and Hoechst Roussell of Warren, New Jersey. Excel is the third largest beefpacker in the U.S. based on annual sales and capacity. The business name for Excel has changed to Cargill Meat Solutions. Caprock is the fourth-largest cattle feeding business in the U.S. based on feedyard capacity. Both Excel and Caprock are owned by Cargill, Inc., the world's largest grain company. Koch Industries is a U.S. business formerly with interests in cattle feeding. Koch Industries owned the tenth-largest cattle feeding operation in the U.S. based on feedyard capacity. Koch Industries is no longer in the cattle feeding business. ContiBeef is formerly one of the world's largest grain companies and its cattle feeding division is the largest cattle feeding operation in the U.S. based on feedyard capacity. The business name for ContiBeef has changed to Five Rivers Ranch. Hoechst Roussell is one of the world's largest pharmaceutical companies and is a major participant in the North American animal health industry. Hoechst Roussell supplies almost all commercial cattle feeding operations with growth promotants. Activities with all five of these organizations involve preparation and delivery of seminar material and use of *The Fed Cattle Market Simulator*, developed with D.S. Peel, J.N. Trapp, and C.E. Ward. The purpose of the activities are to

cross-train personnel within each company. Training sessions teach feedlot management, cattle procurement, meat sales, and packing plant management personnel basic economic and business concepts combined with interpersonal negotiation skills. Work with Cargill Meat Solutions was ongoing and work with Five Rivers Ranch was periodic. Work with others was on demand. October 1992 – October 2009.

Consultant for Professional Cattle Consultants (PCC) of Weatherford, Oklahoma. PCC is a firm which provides market information to commercial cattle feeders. Statistical modelling and economic forecasting services are performed for PCC. Econometric models were developed to forecast information revealed in USDA reports and conditions in the cattle feeding industry based on data available from PCC membership. Forecasts are used by PCC to provide marketing and pricing advice to professional cattle feeding operations. Statistical analyses of cattle feeding profits and performance data were conducted for PCC. June 1991 – December 1996.

Attachment 12

University and Professional Service

a. Department

Colorado State University

Member, Agribusiness Position Search Committee, 11/2005 – 4/2006.
Member, DARE Executive Committee, 7/2001 – 6/2003.
Member, Undergraduate Curriculum Committee, 5/1999 – 6/2004.
Member, Integrated Resource Management Position Search Committee, 4/2000 – 7/2000.
Member, Agribusiness Management Position Search Committee, 3/2000 – 6/2000.
Member, Ad Hoc Department Resource Planning Committee, 10/1998 – 11/1998.

Michigan State University

Member, Graduate Policy Committee, 7/1996 – 7/1997.
Member, Geographic Information Systems Laboratory Working Committee, 7/1996 – 4/1997.
Member, Graduate Orientation Committee, 1997.

Oklahoma State University

Member, Graduate Committee: Curriculum and Admissions, 9/1995 – 12/1995.
Member, Ad Hoc Committee for CSRS Review: Graduate Resident Instruction, 1/1992 – 5/1992.
Member, Undergraduate Awards Committee, 9/1991 – 9/1993.
Member, Computer Services and Data Center Committee, 9/1991 – 12/1995.
Faculty Advisor, Agricultural Economics Undergraduate Student Organization, 3/1990 – 3/1992.
Member, Faculty Recognition and Awards Committee, 9/1989 – 9/1991.
Member, Marketing Academic Workgroup, 8/1989 – 8/1992.

b. College

Colorado State University

College of Agricultural Sciences Strategic Initiatives Committee, Sustainable Beef and Dairy Systems Member, 2010 – 2011.
College of Agricultural Sciences Scholarship Committee, Member, 1/2010 – 12/2010.
The Future of Colorado Agriculture, Member, 10/2007 – 2/2009.
Integrated Resource Management Program Member, 7/1998 – 6/2002.
Golden Plains Area Extension Agent, Search Committee, 8/2000 – 2/2001

Michigan State University

Beef Discussion Group, 4/96 – 12/97.

Oklahoma State University

Committee on Effective Teaching, 9/95 – 12/95.

c. University

Colorado State University

Department Representative, Faculty Council, 7/2007 – 6/2013.

Oklahoma State University

Academic Computing Advisory Committee, 9/94 – 12/95.

d. Professional, National, and State

USDA CSREES Regional Committee – NCCC-134 and NCR-134 – Applied Commodity Price Analysis, Forecasting, and Market Risk Management Committee.

- Project Coordinator, 2001 – 2007. This is a multi-state project that has been in existence since 1983. There is national and international participation in the project. As coordinator, I called the annual meetings, managed the paper proposal reviews, organized meetings, contributed to proceedings editing, facilitated outreach of research results, completed committee reporting, and saw the project through two CSREES renewals.
- Colorado State University Representative, 1998 – present.
- Michigan State University Representative, 1996 –

U.S. Government Accounting Office Panel Participant

- The U.S. GAO conducted the study to evaluate the effectiveness of the Livestock Mandatory Price Reporting legislation and the performance of the U.S. Department of Agriculture, Agricultural Marketing Service. 2004.
- The U.S. GAO conducted the study to evaluate the factors affecting the prices received by domestic cattle producers and producers' incomes as part of a congressional request to review economic models used by the U.S. Department of Agriculture and the U.S. International Trade Commission. 2002.

Livestock Marketing Information Center

- Technical Advisory Committee Member, 1998 – present.

Western Extension Marketing Committee

- Member, 1998 – 2002.

American Agricultural Economics Association

- Co-Chair, Selected Papers Review Committee for the 1994 AAEE Annual Meetings.
- Member, 1984 – present.

Southern Agricultural Economics Association

- Subject Matter Coordinator: Marketing Papers, Selected Papers Review Committee for the 1994 SAEA Annual Meetings.

- Member, 1984 – present.

Western Agricultural Economics Association

- Selected Papers Review Committee for the 2009 WAEA Annual Meetings.
- Selected Papers Review Committee for the 2007 WAEA Annual Meetings.
- Selected Papers Review Committee for the 2006 WAEA Annual Meetings.
- Outstanding M.S. Thesis and Ph.D. Dissertation Committee, 2005.
- Director, 1998 – 1999.
- Member, 1984 – present.

Northeastern Agricultural and Resource Economics Association, Member, 1984 – present.

American Statistical Association, Member, 1990 – present.

Reviewer for the following journals

- *American Journal of Agricultural Economics.*
- *Journal of Agricultural and Resource Economics*
- *Journal of Agricultural and Applied Economics.*
- *Agricultural and Resource Economics Review*
- *Review of Agricultural Economics*
- *Agribusiness: An International Journal*
- *Journal of Agribusiness*
- *Journal of Agricultural and Food Industrial Organization*
- *International Food and Agribusiness Management Review*
- *Journal of Futures Markets*
- *Review of Industrial Organization*
- *Canadian Journal of Agricultural Economics*
- *Journal of Production Agriculture*

Attachment 13

International Program

(none applicable)

Attachment 14

Extension Program Activities

Extension responsibilities: my faculty position at Colorado State University is the first I have held which included a formal extension appointment. While I have not held such an appointment in previous positions, I support the Land Grant University mission of integrated research, teaching and extension programs, and I perceive that interaction with industry members and formal involvement in extension programs improves my research and teaching programs.

Current applied research and outreach activities are in four program areas.

a. Commodity Market and Price Analysis Activities

Activities in this area focus on providing information and educational material to area agribusiness management specialists, interacting with agricultural producer groups, and agricultural and agribusiness industry associations. My primary responsibilities and activities in this area include: development and delivery of outlook material focused on Colorado agricultural commodities, analysis and commentary on agricultural commodity market events, and synthesis and use of scholarly research on agricultural markets in a program of economic education.

Specific activities and presentations include:

- “Economic and Commodity Market Outlook.” Presentation at the Lower Arkansas Valley Water Conservancy District, Farm, Ranch and Water Symposium. Rocky Ford, Colorado, February, 2012.
- “Agriculture and Agribusiness Outlook.” Presentation at the Northern Colorado Business Report Economic Forecast. Greeley, Colorado, January 2012.
- “Cattle, Corn, Wheat, and Dairy Outlook.” Presentation for the Eaton T-Bone Club. Eaton, Colorado, December 2011.
- “Grain Market Outlook: Corn, Soybeans, and Wheat.” Presentation for the 2011 Crop Insurance Workshop. Produced by Extension Services at Colorado State University, Kansas State University, Oklahoma State University, and University of Nebraska at Lincoln. Brush, Colorado, November 2011.
- “Commodity Market Outlook: Cattle, Wheat, Corn, and Hay.” Developed material for agricultural lenders program: “Agricultural Lenders: Annual Discussion.” Materials delivered at individual meeting locations: Alamosa, La Junta, Akron, and Brighton, Colorado, October 2011.
- “Feedgrain, Oilseed and Forage Outlook.” Presentation to agricultural crop producers, Eaton, Colorado, September 2011.
- “Commodity Market and Economic Outlook.” Presentation to agricultural dairy producers and

extension agents, Eaton, Colorado, September 2011.

- “Commodity Market and Economic Outlook.” Presentation to agricultural producers and extension agents, Fort Morgan, Colorado, March 2011.
- “Commodity Market and Economic Outlook.” Presentation to agricultural producers and extension agents, Laramie, Wyoming, March 2011.
- “Commodity Market and Economic Outlook.” Presentation to agricultural producers and crop insurance agents, Yankton, South Dakota, February 2011.
- “Commodity Market and Economic Outlook.” Presentation to the Colorado Council of Cooperatives Members, Colorado Council of Cooperatives 2009 Issues Conference. Colorado Springs, Colorado, February 2011.
- “Commodity Market and Economic Outlook.” Presentation at the Lower Arkansas Valley Water Conservancy District, Farm, Ranch and Water Symposium. Rocky Ford, Colorado, February, 2011.
- “Cattle, Corn, Wheat, and Dairy Outlook.” Presentation for the Eaton T-Bone Club. Eaton, Colorado, December 2010.
- “Grain Market Outlook: Corn, Soybeans, and Wheat.” Presentations for the 2010 Crop Insurance Workshop. Produced by Extension Services at Colorado State University, Kansas State University, Oklahoma State University, and University of Nebraska at Lincoln. Brush, Colorado and Grand Island, Nebraska, October 2010.
- “Commodity Market Outlook: Cattle, Wheat, Corn, and Hay.” Developed material for agricultural lenders program: “Agricultural Lenders: Annual Discussion.” Materials delivered at individual meeting locations: Grand Junction, Akron, Brighton, La Junta, and Alamosa, Colorado, September – October 2010.
- “Grain Market Outlook.” Presentation for dairy producers and members of AgLand Cooperative. Eaton, Colorado, September 2010.
- “Grain Market Outlook.” Presentation for agricultural lenders attending the Independent Bankers of Colorado’s 22nd Annual Agricultural Conference, Colorado Springs, Colorado, April 2010.
- “Commodity Market Outlook.” Presentation at the Boulder County Young Farmers Meeting. Longmont, Colorado, February, 2010.
- “Commodity Market Outlook.” Presentation at the Lower Arkansas Valley Water Conservancy District, Farm, Ranch and Water Symposium. Rocky Ford, Colorado, February, 2010.
- “Cattle, Corn, Wheat, and Dairy Outlook.” Presentation for the Eaton T-Bone Club. Eaton, Colorado, December 2009.
- “Commodity Market Outlook: Cattle, Wheat, Corn, and Hay.” Developed materials for agricultural lenders program: “Agricultural Lenders: Annual Discussion.” Materials delivered at

individual meeting locations: Akron, Brighton, La Junta, and Alamosa, Colorado, November – December 2009.

- “Corn, Cattle, and Forage Market Outlook.” Presentation for Beef Team and “Wheat Market Outlook.” Presentation for the Wheat Improvement Team. Colorado County Agents Association Professional Improvement Conference. Monarch, Colorado, November 2009.
- “Grain Market Outlook.” Presentation for dairy producers and members of AgLand Cooperative. Greeley, Colorado, September 2009.
- “Grain Market Outlook.” Presentation for agricultural lenders attending the Independent Bankers of Colorado’s 21th Annual Agricultural Conference, Golden, Colorado, April 2009.
- “Commodity Market Outlook.” Presentation to the Colorado Council of Cooperatives Members, Colorado Council of Cooperatives 2009 Issues Conference. Colorado Springs, Colorado, February 2009.
- Participant in the Northern Colorado Business Review’s monthly Round Table Discussion. There were eight participants in addition to the Review’s writers. The topic was the economy and contribution was with respect to agriculture. Loveland, Colorado, December 2008.
- “Cattle, Corn, Wheat, and Dairy Outlook.” Presentation for the Eaton T-Bone Club. Eaton, Colorado, November 2008.
- “Commodity Market Outlook: Impacts of the Financial Crisis.” Presentation to the CCA Marketing Committee and Membership Meeting, Colorado Cattlemen’s Association Mid-Year Meeting. Colorado Springs, Colorado, October 2008.
- “Commodity Market Outlook: Cattle, Wheat, Corn, and Hay.” Developed materials for agricultural lenders program: “Agricultural Lenders: Annual Discussion.” Materials delivered at individual meeting locations: Akron, La Junta, and Alamosa, Colorado, October 2008.
- “Grain Market Outlook.” Presentation for dairy producers and members of AgLand Cooperative. Greeley, Colorado, August 2008.
- “Grain Market Outlook.” Presentation for agricultural lenders attending the Independent Bankers of Colorado’s 20th Annual Agricultural Conference, Golden, Colorado, April 2008.
- “Cattle, Corn, Wheat, and Dairy Outlook.” Presentation for the Eaton T-Bone Club. Eaton, Colorado, November 2007.
- “Cow-Calf Market Outlook.” Developed materials for agricultural lenders program: “Agricultural Lenders: Annual Discussion.” Materials delivered at four individual meeting locations: Akron, La Junta, Alamosa, and Delta, Colorado, November 2007.
- “Corn Market Outlook.” Developed materials for agricultural lenders program: “Agricultural Lenders: Annual Discussion.” Materials delivered at three individual meeting locations: Akron, La Junta, and Delta, Colorado, November 2007.

- “Wheat Market Outlook.” Developed materials for agricultural lenders program: “Agricultural Lenders: Annual Discussion.” Materials delivered at three individual meeting locations: Akron, La Junta, and Delta, Colorado, November 2007.
- “Grain Market Outlook.” Presentation for dairy producers and members of AgLand Cooperative. Lucerne, Colorado, August, 2007.
- “Grain Market Outlook.” Presentation for agricultural lenders attending the Independent Bankers of Colorado’s 19th Annual Agricultural Conference, Golden, Colorado, May 2007.
- “Commodity Market Outlook.” Presentation at the Lower Arkansas Valley Water Conservancy District, Farm, Ranch and Water Symposium. Rocky Ford, Colorado, February, 2007.
- “U.S. Livestock Industry Economics.” Presentation to Russian Visiting Delegation to the Colorado State University. January 2007.
- “Cattle, Corn, Wheat, and Dairy Outlook.” Presentation for the Eaton T-Bone Club. Eaton, Colorado, December 2006.
- “Cattle, Corn and Wheat Outlook.” Presentation for the Brighton Prime Rib Club. Hudson, Colorado, December 2006.
- “Cattle and Beef Market Outlook.” Presentation for agricultural lenders participating in the full-day program: “Agricultural Lenders: Annual Discussion.” Three individual meeting locations were La Junta, Akron, and Greeley, Colorado, October 2006.
- “Feed Grain Market Outlook.” Presentation for agricultural lenders participating in the full-day program: “Agricultural Lenders: Annual Discussion.” Three individual meeting locations were La Junta, Akron, and Greeley, Colorado, October 2006.
- “Wheat Market Outlook.” Presentation for agricultural lenders participating in the full-day program: “Agricultural Lenders: Annual Discussion.” Three individual meeting locations were La Junta, Akron, and Greeley, Colorado, October 2006.
- “Corn and Oilseeds Outlook and Basis.” Presentation for dairy producers and members of AgLand Cooperative. Eaton, Colorado, August 2006.
- “Grain Market Outlook.” Presentation for agricultural lenders attending the Independent Bankers of Colorado’s 18th Annual Agricultural Conference, Colorado Springs, Colorado, April 2006.
- “Cattle, Corn, Wheat, and Dairy Outlook.” Presentation for the T-Bone Club. Eaton, Colorado, December 2005.
- “Cattle and Beef Market Outlook.” Presentation for agricultural lenders participating in the full-day program: “Agricultural Lenders: Annual Discussion.” Craig, Colorado, October 2005.
- “Cattle and Beef International Trade Issues and Outlook.” Presentation for agricultural lenders participating in the full-day program: “Agricultural Lenders: Annual Discussion.” Craig,

Colorado, October 2005.

- “Feed Grain Market Outlook.” Presentation for agricultural lenders participating in the full-day program: “Agricultural Lenders: Annual Discussion.” Craig, Colorado, October 2005.
- “Wheat Market Outlook.” Presentation for agricultural lenders participating in the full-day program: “Agricultural Lenders: Annual Discussion.” Craig, Colorado, October 2005.
- “Grain Market Outlook.” Presentation for agricultural lenders attending the Independent Bankers of Colorado’s 17th Annual Agricultural Conference, Colorado Springs, Colorado, April 2005.
- “Cattle and Beef Market Outlook.” Presentation for agricultural producers. Alamosa, Colorado, March 2005.
- “Cattle and Beef Market Outlook.” Presentation for agricultural lenders participating in the full-day program: “Agricultural Lenders: Annual Discussion.” Three individual meeting locations were Monte Vista, Mancos, and Grand Junction, Colorado, October 2004.
- “Feed Grain Market Outlook.” Presentation for agricultural lenders participating in the full-day program: “Agricultural Lenders: Annual Discussion.” Three individual meeting locations were Monte Vista, Mancos, and Grand Junction, Colorado, October 2004.
- “Grain Market Outlook.” Presentation for agricultural lenders attending the Independent Bankers of Colorado’s 16th Annual Agricultural Conference, Colorado Springs, Colorado, April 2004.
- “Cattle and Beef Market Outlook.” Presentations for the 2004 Great Lakes Professional Cattle Feeding and Marketing Shortcourse. Organized by Michigan State University Extension and sponsored by University of Illinois Extension, Purdue University Extension, Ohio State University Extension, and Ontario Ministry of Agriculture and Food. Four individual meeting locations were Dekalb, Illinois, Bowling Green, Ohio, East Lansing, Michigan, and Wyoming, Ontario, February 2004.
- “Beef and Pork Market Economics and Outlook.” Presentation for CoBank Management at the Livestock and Protein Sector Symposium, CoBank, Denver, Colorado, October 2003.
- “Cattle and Beef Market Outlook: Weathering the Perfect Storm.” Presentation for the Colorado Chefs Association at the Governor’s Symposium Celebrating Colorado Cuisine, Johnson and Wales University Denver Campus, Denver, Colorado, October 2003.
- “Grain Market Outlook.” Presentation for agricultural lenders attending the Independent Bankers of Colorado’s 15th Annual Agricultural Conference, Colorado Springs, Colorado, April 2003.
- “Grains and Livestock Outlook.” Presentation for agricultural lenders participating in the half-day program: “Agricultural Lenders: Annual Discussion.” Two individual meeting locations were Greeley and Yuma, Colorado, October 2002.

- “Grains and Livestock Outlook” presentation for extension personnel participating in the half-day program: “2002 Farm Bill.” Fort Collins, September 2002.
- “Grains and Livestock Outlook” presentation for agricultural producers participating in the half-day program: “2002 Farm Bill.” Four individual meeting locations were Sterling, Akron, Burlington, and Lamar, Colorado, August 2002.
- “Wheat and Corn Market Outlook” presentation for agricultural lenders attending the Independent Bankers of Colorado’s 14th Annual Agricultural Conference, Colorado Springs, Colorado, April 2002.
- “Cattle and Sheep Outlook” presentation for agricultural lenders participating in the day-long program: “Agricultural Lenders: Annual Discussion.” Five individual meeting locations were Brush, La Junta, Alamosa, Delta, and Berthoud, Colorado, October and November 2001.
- “Cattle and Beef Market Fundamentals.” Presentation for Texas A&M University Cooperative Extension Service Master Marketer Program. Two individual meeting locations were Vernon and Abilene, Texas, February 2001.
- “Commodity Price Outlook” presentation for agricultural lenders participating in the day-long program: “Agricultural Lenders and Extension Economists: An Annual Discussion.” Four individual meeting locations were Brush, La Junta, Alamosa, and Delta, Colorado, during October 2000.
- “Livestock and Meat-Product Market Economics.” Two day-long presentation for participants in the Broker Education Program, Chicago Mercantile Exchange, Chicago, Illinois, June 2000.
- “Beef Demand and Market Outlook.” Presentation for buyers participating in the Certified Angus Beef Program Specialists Seminar. Napa Valley, California, February 2000.
- “Beef Marketing and Demand.” Presentation for producers participating the Partners for Quality Program. Harris Ranch, Coalinga, California, February 2000.
- “Strategies and Issues for Marketing Cows and Bulls.” Presentation at the 1999 National Cattlemen’s Beef Association, National Market Cow and Bull Beef Quality Audit Strategy Workshop. Denver, Colorado, December 1999.
- “Commodity Price Outlook” presentation for agricultural lenders participating in the two-day program for HarvestOne Funding, LLC. Fort Collins Colorado, December 1999.
- “Commodity Price Outlook” presentation for agricultural lenders participating in the day-long program: “Agricultural Lenders and Extension Economists: An Annual Discussion.” Five individual meeting locations were Delta, Alamosa, La Junta, Sterling, and Brighton, Colorado, during October and November 1999.
- “Livestock and Meat-Product Market Economics.” Day-long presentation for participants in the Broker Education Program, Chicago Mercantile Exchange, Chicago, Illinois, June 1999.
- “Cattle Market Outlook.” Presentation for agricultural producers attending the of the Chicago

Mercantile Exchange Stocker Cattle Contract Education Program. Greeley, Colorado, May 1999.

- “Commodity Market and Price Outlook.” Presentation for extension personnel participating in the day-long in-service training program “Mega-Trends Shaping Agriculture.” Fort Collins, Colorado, February 1999.
- “Commodity Price Outlook,” and “Risk Management with Futures and Options.” Presentations for agricultural lenders participating in the day-long program: “Exploring with Bankers: The Mega-Trends Shaping Agriculture.” Four individual meeting locations were La Junta, Craig, Sterling, and South Fork, Colorado, during October 1998.
- “Long-Term Commodity Market and Price Outlook for Colorado.” Presentation for agricultural producers in Hudson, Colorado, August, 1998.
- “Commodity Market and Price Outlook.” Presentation for extension personnel participating in the day-long in-service training program “Mega-Trends Shaping Agriculture.” Fort Collins, Colorado, February 1998.
- Presentation before the Thumb Cattle Producers Network. Topic: “Cattle Production and Marketing Systems and Strategies for the 21st Century.” Bad Ax, Michigan, February 1997.

Other activities in the commodity market and price analysis dimension of my extension program involves participation on the Colorado Agricultural Outlook Committee. The Colorado Department of Agriculture, Markets Division solicits information on the performance of the Colorado agricultural economy and constructs forecasts of crop and livestock prices, farm income, farm expenses, and profitability through this committee. I have participated on this committee since 1999 through present.

b. Livestock and Meat Industry Structure, Performance, and Policy Activities

Activities in this area focus on providing information and educational material to area agribusiness management specialists, interacting with agricultural producer groups, and agricultural and agribusiness industry associations. My primary responsibilities and activities in this area include: communicating information contained in basic research on industry structure and performance relevant to industry concerns, following emerging industry policy demands, and addressing contemporary policy research and education needs.

Specific activities and presentations include:

- “The USDA GIPSA Packers & Stockyards Act Proposed Rule Change.” Presentation to Young Leadership Series participants, Texas and Southwest Cattle Raisers Association, Fort Worth, Texas, August 2011.
- “Concentration and Captive Supplies in the Cattle Industry, the Impact of the USDA GIPSA Packers & Stockyards Act Proposed Rule Change, and a Summary of the 2007 USDA GIPSA Livestock and Meat Marketing Study.” Presentation for National Cattlemen’s Beef Association Incoming Officers and Staff, Denver, Colorado, March 2011.
- “Impact of the USDA GIPSA Packers & Stockyards Act Proposed Rule Change on the Dairy

Producer.” Presentation for Colorado Livestock Association Dairy Council members, Eaton, Colorado, February 2011.

- “Economics and Industry Issues Regarding Concentration in Livestock Production and Marketing.” Presentation and discussion at the American Bar Association Section of Antitrust Law – Agriculture and Food Committee – and the American Bar Association Young Lawyers Division Antitrust Committee, American Bar Association Brown Bag Teleconference, November 2010.
- “An Economic Perspective on the USDA GIPSA Packers & Stockyards Act Rule Change.” Presentation for Colorado Livestock Association members, Fort Morgan, Colorado, October 2010.
- “An Economic Perspective on the USDA GIPSA Packers & Stockyards Act Rule Change.” Developed presentation material for agricultural lenders program: “Agricultural Lenders: Annual Discussion.” Material developed and delivered at individual meeting locations: Grand Junction, Akron, Brighton, and La Junta, Colorado, September – October 2010.
- “An Economic Perspective on the USDA GIPSA Packers & Stockyards Act Rule Change.” Presentation at the Press Meeting sponsored by the National Cattlemen’s Beef Association and National Pork Producers Association prior to the DOJ-USDA Competition Workshop. Fort Collins, Colorado, August 2010.
- “Results of the 2007 Livestock and Meat Marketing Study.” Presentation at the U.S. Department of Justice, Antitrust Division. Washington, D.C., August 2010.
- “Results of the 2007 Livestock and Meat Marketing Study.” Presentation at the Policy Forum, National Cattlemen’s Beef Association Summer Meeting and Convention. Denver, Colorado, July 2010.
- “Economic Perspective of Packer Ownership and Captive Supply.” Presentation to the Mississippi Farm Bureau at the Beef Summer Commodity Conference, Jackson, Mississippi, June 2010.
- “Results of the 2007 Livestock and Meat Marketing Study.” Presentation to the Competition Workshop Working Group of the National Cattlemen’s Beef Association. Denver, Colorado, April 2010.
- “Impacts of Captive Supplies on Fed Cattle Prices.” Presentation to the Competition Workshop Working Group of the Marketing Committee of the Texas Cattle Feeder’s Association. Amarillo, Texas, March 2010.
- “The Impact of Concentration in the Meatpacking Industry on Cattle Prices: What does 20 Years of Research have to Say?” Presentation to and Question and Answer Session with the Livestock Marketing Council, National Cattlemen’s Beef Association Annual Meeting and Convention. San Antonio, Texas, January 2010.
- “The Impact of Captive Supplies on Cattle Prices: What does 20 Years of Research have to Say?” Presentation to and Question and Answer Session with the Livestock Marketing Council,

National Cattlemen's Beef Association Annual Meeting and Convention. San Antonio, Texas, January 2010.

- “The Impact of Concentration in the Meatpacking Industry on Cattle Prices: What does 20 Years of Research have to Say?” Presentation to the Live Cattle Marketing Committee, National Cattlemen's Beef Association Annual Meeting and Convention. San Antonio, Texas, January 2010.
- “The Impact of Captive Supplies on Cattle Prices: What does 20 Years of Research have to Say?” Presentation to the Live Cattle Marketing Committee, National Cattlemen's Beef Association Annual Meeting and Convention. San Antonio, Texas, January 2010.
- “A Synthesis of Market Power Research on the Cattle and Beef Industry.” Presentation to the Board of the Texas Cattle Feeder's Association. Amarillo, Texas, January 2010.
- “An Overview of the 2007 USDA GIPSA / RTI Livestock and Meat Marketing Study.” Presentation to the Nebraska Cattlemen. Lincoln, Nebraska, November 2009.
- “Cash versus Grid Marketing.” Developed presentation materials with Scott Howard, Department of Animal Sciences, and Deb VanOverbeke, Oklahoma State University, for presentation at The 5-State Beef Conference (CO, KS, OK, TX & NM) in Dumas, Texas, Boise City, Oklahoma, and La Junta, Colorado, August-September 2009.
- “Mandatory-Country of Origin Labeling (M-COOL).” Developed presentation materials for Colorado beef cattle producers. Grand Junction, Colorado, August, 2008.
- Participant in the meeting organized by the Colorado Commissioner of Agriculture between members of the Colorado Livestock Association, Colorado Cattlemen's Association, Colorado members of R-CALF, Colorado members of the U.S. Independent Cattlemen's Association, members of the Colorado Department of Agriculture, and Senator Salazar's Office representative. The topic was the Competition Title of the 2007 Farm Bill, prohibition of ownership of livestock by meatpacking companies, and the results of the 2007 USDA RTI Livestock and Meat Marketing Study. Limon, Colorado, October, 2007.
- “An Overview of the 2007 USDA GIPSA / RTI Livestock and Meat Marketing Study.” Presentation to the NCBA Live Cattle Marketing Committee Meeting, National Cattlemen's Beef Association Mid-Year Meeting. Denver, Colorado, July 2007.
- “An Overview of the 2007 USDA GIPSA / RTI Livestock and Meat Marketing Study.” Presentation at the Consolidated Beef Producers Annual Meeting. Canyon, Texas, April 2007.
- “International Meat Trade and Country of Origin Labeling.” Presentation at 65th Annual Conference of Veterinarians, College of Veterinary Medicine and Biomedical Sciences, Fort Collins, Colorado, January 2003.
- “Economic Value of Improved Beef Tenderness.” Presentations at the Animal Production and Beef Genomics Forum, Beef Industry Issues Forums, National Cattlemen's Beef Association Summer Conference, Dallas, Texas, July 2003.

- “Opportunities and Challenges Facing the Cattle and Beef Industry.” Presentation and facilitation of meeting by members of the Colorado Livestock Association, Fort Morgan, Colorado, March 2003.
- “Economic Value of Improved Beef Tenderness: Shear Force EPDs and the Carcass Merit Project.” Presentation for beef breed association executive officers at the Beef Improvement Federation meeting, Omaha, Nebraska, July 2002.
- “Agricultural Imports and Exports: A Focus on Livestock and Meat.” Presentation at the 2001 Colorado Farm Bureau Meeting. Steamboat Springs, Colorado, July 23, 2001.
- “Livestock and Meat: Imports and Exports” and “Summary of USDA P&SA Concentration Study.” Presentations at the 2001 Colorado Cattlemen’s Association Meeting. Copper Mountain, Colorado, June 12, 2001.
- “Livestock Demand: Perspective and New Developments.” Presentation at the 2001 Spring Industry Outlook Conference. Copper Mountain, Colorado, April 8, 2001.
- “The Status of the U.S. Hog and Pork Industry.” Presentation for South and Central American pork buyers touring the U.S., sponsored by the U.S. Meat Export Federation. Colorado State University, Fort Collins, Colorado, September 14, 1999.
- “Accuracy of USDA Fed Cattle Price Reporting: Is Mandatory Price Reporting Needed?” Presentation for extension economists, industry participants, and government personnel at the Midwestern, Great Plains, and Western Outlook Conference, Colorado Springs, Colorado, August 1999.
- Participation in the National Cattlemen’s Beef Association Demand Study Group. One of five agricultural economists invited to provide expertise to association decision-makers on the Long-Range Planning Committee and Budget Committee. King Ranch, Texas, October 1998.
- “Cattle and Beef Price Reporting Issues – Voluntary versus Mandatory.” Presentation for the Colorado Cattlemen’s Association Marketing Committee during the Colorado Cattlemen’s Association Annual Convention, Pueblo, Colorado, June, 1998.
- Michigan Beef Alliance, Fed Cattle Pricing Committee and Retail Pricing Committee. Participated in various pricing committee meetings of this beef alliance. The alliance is a business organization composed of producers, marketers, processors, a regional retailer, and the College of Agriculture and Natural Resources at Michigan State University.
- Presentations during the 1996 Michigan Professional Cattle Feeding and Marketing Short Course. Topic: “Contracting, Concentration, Production and Fed Cattle Prices: Long-Term Trends and Recent Occurrences.” February 6-9, 1996.

c. Risk Management Activities

Activities in this area involve providing information and educational material to area agribusiness management specialists and interacting with agricultural producer groups. My primary responsibilities

and activities in this area include: use of expertise with futures and options in price risk management programs, development of innovative market risk management methods, and synthesis and delivery of education material on agricultural market and price-risk management.

Specific activities and presentations include:

- “Risk Management with Futures and Options.” Presentation to Young Leadership Series participants, Texas and Southwest Cattle Raisers Association, Fort Worth, Texas, August 2011.
- “Technical Analysis for Agribusiness Decision Makers.” Presentation to Young Leadership Series participants, Texas and Southwest Cattle Raisers Association, Fort Worth, Texas, August 2011.
- “Risk Management with Futures and Options.” Presentation to agricultural producers and extension agents, Laramie, Wyoming, March 2011.
- “Cowboy Marketing with Futures and Options.” Developed materials for agricultural lenders program: “Agricultural Lenders: Annual Discussion.” Materials delivered at individual meeting locations: Grand Junction, Akron, Brighton, and La Junta, Colorado, September – October 2010.
- “Risk Management with Futures and Options for Agricultural Producers.” Presentation at the Lower Arkansas Valley Water Conservancy District, Farm, Ranch and Water Symposium. Rocky Ford, Colorado, February, 2007.
- “Risk Management with Futures and Options.” Program for dairy and corn producers. Eaton, Colorado, September 2006.
- “Risk Management with Futures and Options.” Program for beef cattle producers. Greeley, Colorado, June 2005.
- “Risk Management with Futures and Options.” Program for agricultural producers. Alamosa, Colorado, March 2005.
- “Risk Management with Futures and Options.” Program for beef cattle producers. Greeley, Colorado, July 2004.
- “Market Price Risk Management with Futures and Options.” Presentation at 65th Annual Conference of Veterinarians, College of Veterinary Medicine and Biomedical Sciences, Fort Collins, Colorado, January 2003.
- “Dairy Futures and Options Strategies.” United Dairymen of Idaho annual meeting. Boise, Idaho, October 2003.
- “Risk Management with Futures and Options.” Program for producers, lenders, and extension agents. Delta, Colorado, September 2003.
- “Risk and Resilience in Agriculture Leaders Guide – Marketing Risk.” “Hands On Options Exercise.” Presentations for agricultural producers participating in the Risk and Resilience Program. Akron, Colorado, March 2002.

- “Risk and Resilience in Agriculture Leaders Guide – Marketing Risk.” Risk and Resilience Program for extension agents and cooperating personnel. Sterling, Colorado, December 2001.
- “Risk and Resilience in Agriculture Leaders Guide – Marketing Risk.” Risk and Resilience Program for extension agents and cooperating personnel. Grand Junction, Colorado, November 2001.
- “Hands On Options Exercise” presentation and exercise for agricultural lenders participating in the day-long program: “Agricultural Lenders: Annual Discussion.” Five individual meeting locations were Brush, La Junta, Alamosa, Delta, and Berthoud, Colorado, during October and November 2001.
- “Dairy Options Pilot Program.” Presentation for Weld County Colorado potential participants. Greeley, Colorado, September 2001.
- “Marketing and Risk Management Strategies for Northern Colorado Agricultural Producers.” Presentations for agricultural producers coordinated by the Northern Colorado Agribusiness Association and the New Frontier Bank at Greeley. Greeley, Colorado, August 2001.
- “Basis and Risk Management with Options.” Beef Management School sponsored by the Tri-River Area Delta Office. Delta, Colorado, January 2001.
- “Dairy Futures and Options Strategies.” Know Your Futures Program. Sponsored by Dairy Farmers of America. Two individual meeting locations were Greeley, Colorado, and Salt Lake City, Utah, November 2000.
- “Risk and Resilience in Agriculture Leaders Guide – Marketing Risk.” Introduction of the Risk and Resilience Program for extension agents and cooperating personnel. Greeley, Colorado, October 2000.
- “Marketing and Risk Management Strategies for Colorado Agricultural Producers.” Presentation for agricultural producers. Hugo, Colorado, April 2000.
- “Dairy Options Pilot Program.” Presentation for Weld County Colorado potential participants. Greeley, Colorado, April 2000.
- “Marketing and Risk Management Strategies for Agricultural Producers using Futures and Options.” Presentation and break-out session for members attending the Rocky Mountain Farmer’s Union 91st Annual Convention. Cheyenne, Wyoming, November 1999.
- “Risk Management Strategies for Agricultural Producers using Futures and Options.” Presentations and break-out sessions for agricultural lenders attending the Independent Bankers of Colorado’s 11th Annual Agricultural Conference. Colorado Springs, Colorado, April 1999.
- “Marketing and Risk Management Strategies for Colorado Agricultural Producers.” Presentation for agricultural producers. Fort Morgan, Colorado, March 1999.
- “Marketing and Risk Management Strategies for Northern Colorado Agricultural Producers.” Presentations for agricultural producers coordinated by the Northern Colorado Agribusiness

Association and the Farmer's Bank of Ault. Ault, Colorado, March, May, July, and October 1999.

- “Risk Management and Marketing Strategies” presentation for agricultural producers participating in the half-day program “Agricultural Outlook ‘99: A Vision for 1999 and Beyond,” sponsored by AgLand Incorporated. Greeley, Colorado, February 1999.
- Interacted with four commercial feedlot agribusinesses and their lender organizations in southeast Colorado in the development of marketing and risk management portions of business plans. Winter 1998.
- Participation in the development of a Risk Management Education Needs Assessment Survey to be administered to Colorado and Wyoming producers during the winter of 1998. Results of the survey will be used by the Colorado, Wyoming, and Montana Risk Management Extension Working Group to direct extension activities.
- “Risk Management Tools – Marketing Risk” presentation for agricultural producers participating in the half-day program “Risk Management Tools for Agriculture.” Greeley, Colorado, January 1998.

d. Extension Activities Based on *The Fed Cattle Market Simulator*

The Fed Cattle Market Simulator was conducted as a role-playing exercise in a seminar or meeting setting with various groups and organizations under various formats. The faculty team involved in this project are: S.R. Koontz, D.S. Peel, J.N. Trapp, and C.E. Ward. This program is national in scope and is used extensively with the state of Oklahoma. I have participated in this program with faculty at Oklahoma State University since 1991. I participated in activities within the state of Oklahoma when I was on faculty at Oklahoma State University and I continue to participate in the national activities.

Intensive two-day seminars have been conducted with agribusiness professionals. The seminar focuses on cross-training participants through experiential learning exercises. In this seminar, participants learn the importance of basic economics and business principles, introduce advanced topics about marketing and markets, discuss the current beef industry structure and future directions, and emphasize the importance of personal relationships and ethics in business.

- Cargill Meat Solutions, Wichita, Kansas, October 2010.
- Cargill Meat Solutions, Wichita, Kansas, October 2008.
- Cargill Meat Solutions, Wichita, Kansas, October 2007.
- Cargill Meat Solutions, Wichita, Kansas, November 2006.
- Excel Corporation, Wichita, Kansas, November 2005.
- Excel Corporation, Wichita, Kansas, January 2004.
- Excel Corporation, Wichita, Kansas, January 2003.
- Hubbard Feeds, Omaha, Nebraska, June 2002.
- Excel Corporation, Wichita, Kansas, December 2001.
- Excel Corporation, Wichita, Kansas, December 2000.
- Consolidated Nutrition, Omaha, Nebraska, March 2000.
- Excel Corporation, Wichita, Kansas, December 1999.
- Hoechst Roussel, Kansas City, Kansas, July 1999.

- Excel Corporation, Wichita, Kansas, December 1998.
- Continental Grain, Colorado Springs, Colorado, November 1997.
- Excel Corporation, Wichita, Kansas, November 1997.
- Excel Corporation, Wichita, Kansas, November 1996.
- American Meat Science Association Reciprocal Conference, Provo, Utah, June 1996.
- Agribusiness Managers of Properties of the LDS Church, Provo, Utah, June 1996.
- Excel Corporation, Wichita, Kansas, November 1995.
- Excel Corporation, Caprock Industries, and Koch Industries, Wichita, Kansas, November 1994.
- Continental Grain, Denver, Colorado, November 1994.
- Excel Corporation, Caprock Industries, and Koch Industries, Wichita, Kansas, April 1994.
- Cargill, Inc. and Excel Corporation, Minneapolis, Minnesota, September 1993.
- Excel Corporation and Caprock Industries, Wichita, Kansas, February 1993.
- Excel Corporation and Caprock Industries, Wichita, Kansas, October 1992.
- Excel Corporation and Caprock Industries, Wichita, Kansas, June 1992.

Two-to-six-hour sessions have been conducted in various extension settings. Each seminar has a basic educational focus. Topics include economic and business principles, market dynamics, mechanics of futures trading and hedging, and business relationships.

- 2004 Cattlemen's College, National Cattlemen's Association Annual Meeting, Phoenix, Arizona, January 2004.
- Livestock Marketing Information Center – Technical Advisory Committee Meeting, St. Louis, Missouri, June 2003.
- Texas A&M University Cooperative Extension Service Master Marketer Program, Abilene, Texas, February 2001.
- Texas A&M University Cooperative Extension Service Master Marketer Program, Vernon, Texas, February 2001.
- 1999 Cattlemen's College, National Cattlemen's Association Annual Meeting, Charlotte, North Carolina, January 1999. Beginning and Advanced sessions were conducted.
- 1998 Cattlemen's College, National Cattlemen's Association Annual Meeting, Denver, Colorado, January 1998.
- 1997 Cattlemen's College, National Cattlemen's Association Annual Meeting, Kansas City, Missouri, January 1997.
- Tennessee Cattlemen's Association Annual Meeting, Nashville, Tennessee, November 1996.
- Retained Ownership Conference, University of Tennessee Agricultural Extension Service and Tennessee Cattlemen's Association, Clarksville, Tennessee, February 1996.
- 1996 Cattlemen's College, National Cattlemen's Association Annual Meeting, San Antonio, Texas, January 1996.
- Master Marketer Workshop, Texas Cooperative Extension, Amarillo, Texas, January 1995.
- AgVenture High School Student Group, The Samuel Roberts Noble Foundation, Ardmore, Oklahoma, June 1995.
- Producer Marketing Workshop, Chickasha, Oklahoma, February 1995.
- 1995 Cattlemen's College, National Cattlemen's Association Annual Meeting, Nashville, Tennessee, January 1995.
- Producer Marketing Workshop, Omega, Oklahoma, December 1994.
- Producer Marketing Workshop, Fort Cobb, Oklahoma, December 1994.
- Advanced Cattle Management Seminar – Cattlemen's College, Oklahoma Cattlemen's Association Annual Meeting, Oklahoma City, Oklahoma, July 1994.
- Producer Marketing Workshop, Chickasha, Oklahoma, February 1994.

- Producer Marketing Workshop, Burn's Flat, Oklahoma, February 1994.
- 1994 Cattlemen's College, National Cattlemen's Association Annual Meeting, Reno, Nevada, January 1994.
- Producer Marketing Workshop, Ada, Oklahoma, January 1994.
- Producer Marketing Workshop, Wayne, Oklahoma, December 1993.
- Producer Marketing Workshop, Omega, Oklahoma, November 1993.
- Advanced Cattle Management Seminar – Cattlemen's College, Oklahoma Cattlemen's Association Annual Meeting, Oklahoma City, July 1993.
- Vo-Tech Young Farmers Group, Enid, Oklahoma, April 1993.
- FFA Interscholastic Contest, Oklahoma State University, Stillwater, Oklahoma, April 1993.
- Producer Marketing Workshop, Ada, Oklahoma, February 1993.
- Polish Agribusiness Workshop, Department of Agricultural Economics, Oklahoma State University, Stillwater, Oklahoma, December 1991.

Two-to-six-hour sessions have also been conducted with various agricultural economics professionals. Audiences have included university research, teaching, and extension personnel, area and country extension educators, and Vo-Tech education personnel. The sessions are intended to convey information about, and develop national and state interest, in the project.

- Michigan State University Department of Animal Science Advanced Feedlot Management Class, East Lansing, Michigan, October 2000.
- University of Kentucky Agricultural Extension Agents, Lexington, Kentucky, October 1997.
- Michigan Beef Alliance and Michigan State University Department of Agricultural Economics and Department of Animal Science Faculty, East Lansing, Michigan, September 1996.
- Southwest and Northwest District County Extension Agents, Clinton, Oklahoma, August 1993.
- Great Plains and Western States Outlook Conference, Oklahoma State University, Stillwater, Oklahoma, July 1993.
- Southeast Oklahoma Vocational Agriculture Instructors, Wetumka, Oklahoma, June 1993.
- Department of Agricultural Economics, Kansas State University, Manhattan, Kansas, March 1993.
- Oklahoma Vo-Tech Farm Business Management Teachers, Stillwater, Oklahoma, October 1992.
- College of Agricultural Sciences and Natural Resources Discussion Sessions for Effective Teaching, Oklahoma State University, Stillwater, Oklahoma, October 1992.
- Oklahoma Vocational Agriculture Instructors, Oklahoma State University, Stillwater, Oklahoma, June 1992.
- Masters of Agribusiness Group, Texas A&M University, Bryan, Texas, April 1992.
- Innovative Instruction Workshop, Southern Agricultural Economics Association Meetings, Lexington, Kentucky, February 1992.
- Department of Economics Seminar Series, Oklahoma State University, Stillwater, Oklahoma, October 1991.
- American Agricultural Economics Association Meetings, Manhattan, Kansas, August 1991.

Two-to-six-hour sessions have been conducted in various extension settings within the State of Colorado. Each seminar has a basic educational focus. Topics include economic and business principles, market dynamics, mechanics of futures trading and hedging, and business relationships.

- Marketing Workshop for High School Agriculture Students, Pueblo, Colorado, May 1999.
- Marketing Workshop for Producers and High School Agriculture Students, Crowley, Colorado, November 1998.

e. Colorado State University / Integrated Resource Management (IRM) Program Activities

Activities in this area involve providing economic expertise to area agribusiness management specialists, extension agents, and university faculty involved with state-based IRM efforts. I participate in activities of this program on an ad hoc basis.

My primary activities in this program include: providing institutional and economic knowledge with respect to the meat and food processing industries, livestock production industries, marketing practices, and development of industry alliances.

Specific activities involve working under the two main activities detailed in the Fund for Rural America grant project: "Community-Based Livestock Integrated Resource Management." This project works with agricultural community groups in Sterling, Colorado, and Montrose/Delta, Colorado. Applied research and outreach programs are part of this project.

- I have applied my expertise in the food processing industry to help the Montrose/Delta group explore alternatives for processing and marketing beef cattle. Summer 1998 – Summer 2000.
- I have applied my expertise in marketing methods and institutions to help the Sterling group explore alternative methods of production and marketing alternatives for beef cattle producers. Summer 1998 – Summer 2000.

Specific organized presentations coordinated through this project include:

- "Managing Economic Risks: Marketing." Portion of half-day Second Annual Nick Petry Workshop program in cooperation with the National Western Stock Show and participating with D.L. Hoag, J. Whittier, R. Roth, R. Sharp, J. Tranel, and D. Kaan. The workshop was entitled, "Understanding and Managing Your Ranch in an Uncertain Time." Denver, Colorado, January 2001.
- "Beef Cattle Marketing." Evening-long program presented with D.L. Hoag, D. Kaan, and J. Walker. Sterling, Colorado, June 1999.

Attachment 15

Teaching Program Activities

a. Courses developed and taught

Colorado State University

Agricultural and Resource Economics 535: Applied Econometrics.

M.S. and beginning Ph.D. level course: I taught this course during Fall 2003-2006 semesters, Spring 2008-2009 semester, and Fall 2009-2011 semesters for a total of nine times. Median enrollment is 14 students. The course objective was to expose students to the basics of econometric methods. Emphasis was placed on estimation, hypothesis testing, modeling building, model specification, and use of econometric model results. Teaching method involved lectures on conceptual material, use of problem sets to expose students to a breadth of topics and computer software packages, and a term paper to encourage detailed thinking on research problem development, model specification and interpretation. Emphasis is also placed on communicating the research process that uses data and evidence through falsification to develop science-based knowledge. Formal student evaluations for Fall 2011 semester rated overall instruction 4.00 and the overall course 4.10 (on a 5.0 scale). Average ratings for instruction and the course are 4.51 and 4.49 (on a 5.0 scale), over the course history.

Agricultural and Resource Economics 412: Agricultural Commodities Marketing.

Senior-level undergraduate course: I taught this course during the Spring 1998 and Fall 1998-2011 semesters for a total of 15 times. Median enrollment is 35 students. The course objective is to expose students to the basics of commodity futures and options markets. Emphasis was placed on the mechanics of futures trading, fundamental and technical aspects of commodity price variation, marketing strategies, market regulation, and performance of commodity futures markets. Teaching method involved lectures on conceptual material, use of problem sets to communicate concept and technique details, simulated futures trading through a computer game, and price risk management through a marketing simulation game. Formal student evaluations for Fall 2011 rated overall instruction 4.28 and the overall course 4.56 (on a 5.00 scale). Average ratings for instruction and the course are 4.53 and 4.56 (on a 5.0 scale), over the course history.

Agricultural and Resource Economics 635: Econometric Theory I.

Ph.D. level course: I taught this course during Spring 2008 and 2009. Enrollment was 10 and 15 students. The course objective was to expose students to econometric theory. The integration with theoretical statistics was emphasized. Topics included derivation and properties of estimators, alternative hypothesis testing methods, and asymptotic theory. Teaching methods involved lecture methods, reading and discussing published articles in both economic fields and econometric theory and methods, and writing GAUSS programs to integrate theory and practice. Average ratings for instruction and the course are 4.1 and 3.9 (on a 5.0 scale).

Agricultural and Resource Economics 510: Agricultural Product Marketing.

M.S. and beginning Ph.D. level course: I taught this course during the Spring 1998, Fall 1999-2001, and Spring 2005-2008 semesters for a total of eight times. Median enrollment is seven students. This is a course in applied agricultural commodity market analysis. The main objective of the course was to initiate students in the practice of reading and conducting applied agricultural marketing research. The process involves understanding and integrating economic theory, analytical methods, and problem-

solving methodology. Topics included price determination methods, price discovery processes, commodity marketing institutions, and industrial organization and competition for agricultural products in U.S. domestic and international markets. Teaching method involves lectures on conceptual material, use of problem sets to expose students to a breadth of topics and analytical tools, discussion of readings, and a term paper to encourage detailed thinking on a researchable problem. Formal student evaluations for Spring 2008 rated overall instruction 5.0 and the overall course 5.0 (on a 5.0 scale). Average ratings for instruction and the course are 4.4 and 4.5 (on a 5.0 scale), over the course history.

Michigan State University

Agricultural Economics 835: Introductory Econometrics.

M.S. and beginning Ph.D. level course: I taught this course during Summer 1996 and 1997 semesters. Formal enrollments were 9 and 15 students with 11 and 17 attending lectures. The course objective was to expose students to the basics of econometric methods. Emphasis was placed on estimation, hypothesis testing, modelling building, model specification, and use of econometric model results. Teaching method involved lectures on conceptual material, use of problem sets to expose students to a breadth of topics and computer software packages, and a term paper to encourage detailed thinking on research problem development, model specification and interpretation. Formal student evaluations for Summer 1996 and 1997 semesters rated overall instruction 4.8 and 4.7, and the overall course 4.7 and 4.7 (on a 5.0 scale).

Food Systems Management 443: Food Industry and Cooperative Marketing.

Senior-level undergraduate course: I taught this course once during the Spring 1997 semester. Enrollment was 17 students. The course objective was to cover topics of industrialization, food and agribusiness industrial organization, cooperatives and alternative marketing institutions, and contract marketing. Teaching method involved lectures on conceptual material, use of problem sets to communicate concept and technique details, guest speakers, a term paper where students research a market or industry of their interest, and an experiential role playing exercise where students interacted as businesses in a commodity market. Formal student evaluations for Spring 1997 rated overall instruction 4.1 and the overall course 4.3 (on a 5.0 scale).

Oklahoma State University

Agricultural Economics 4333: Commodity Futures Markets.

Senior-level undergraduate course: I taught this course each spring semester from 1990 through 1995, for a total of six times. Median enrollment was 35 students. The course objective was to expose students to the basics of commodity futures and options markets. Emphasis was placed on the mechanics of futures trading, fundamental and technical aspects of commodity price variation, marketing strategies, market regulation, and performance of commodity futures markets. Teaching method involved lectures on conceptual material, use of problem sets to communicate concept and technique details, guest speakers, simulated futures trading through a computer game, and price risk management through a marketing simulation game. Formal student evaluations for Spring 1995 rated overall instruction 3.83 and the overall course 3.75 (on a 4.00 scale). Average ratings for instruction and the course are 3.50 and 3.54 (on a 4.0 scale), over the six-semester history.

Agricultural Economics 3203: Agricultural Price Analysis.

Junior-level undergraduate course: I taught this course each fall semester from 1989 through 1995, for a total of seven times. Median enrollment was 40 students. The course objective was to introduce the student to economic theory, mathematical and statistical methods, and data sources for the analysis of agricultural price movements with an emphasis on understanding the factors creating price variation.

Teaching method involved lectures on conceptual material, presentation of market information relevant to current outlook for multiple commodities, and use of problem sets for emphasis of concepts and methods. Formal student evaluations for Fall 1995 rated overall instruction 3.64 and the overall course 3.38 (on a 4.00 scale). Average ratings for instruction and the course are 3.06 and 3.11, over the seven-semester history.

Agricultural Economics 3990: Special Problems in Agricultural Economics – The Fed Cattle Market Simulator.

Junior and senior-level course: I team taught this course each spring semester from 1990 through 1995, for a total of six times, five with a formal course evaluation. Typical enrollment was 40 students and the course was team taught with D.S. Peel, J.N. Trapp, and C.E. Ward. Students role play in a computerized experimental market to simulate the interaction between cattle feeding and meatpacking operations. The course requires students to integrate economic and business theory concepts of marginal costs, scale economies, and inventory management, with market analysis abilities and interpersonal communication skills. Formal student evaluations for Spring 1995 rated overall instruction 3.34 and the overall course 3.48 (on a 4.00 scale). Average ratings for instruction and the course are 3.32 and 3.54, over the five-semester history.

b. Other course-related teaching activities

Colorado State University

Periodic guest lecture in *Agriculture 637: Understanding Policy and Emerging Issues* on marketing policy topics and in *Agriculture 639: Products to Profit* on commodity futures, options, and risk management.

Periodic guest lectures in *Agriculture 500/300: Issues in Agriculture*.

Periodic guest lectures in *Animal and Equine Sciences 478: Beef Systems*.

Michigan State University

Periodic guest-lectures in *Agricultural Economics 947: Analysis of Food Systems Organization* and *Agricultural Economics 841: Agricultural Market Organization and Performance*.

Oklahoma State University

Periodic guest-lectured in *Agricultural Economics 6203: Econometric Methods* and the spring-semester section of *Agricultural Economics 3203: Agricultural Price Analysis*.

c. Graduate Examination Committees

Colorado State University

Member, Econometrics Ph.D. Comprehensive Examination Committee, Department of Economics: 1/2009 and 8/2008.

Member, Ph.D. Preliminary Examination Committee: 3/2010, 1/2009, 8/2008, 1/2008, 8/2007,

1/2007, 8/2006, 1/2006, 1/2004, 8/2003, 1/2003, 8/2002, 1/2002, 8/2001, 1/2001, 8/2000, 1/2000, and 8/1999.

Member, Marketing and Agribusiness Ph.D. Comprehensive Examination Committee: 8/2010, 1/2010, 8/2005, 1/2000, and 8/1998.

Member, Production and Finance Ph.D. Comprehensive Examination Committee: 1/1999.

Michigan State University

Chair, Agricultural Economics Marketing Comprehensive Examination Committee, 2/97 – 9/97.

Member, Agricultural Economics General Comprehensive Examination Committee, 8/96 – 1/97.

d. Graduate Student Committee Activities

Colorado State University

Ferry Ardiyanto, Committee Member, Ph.D., Economics, in progress.

Jamie Johnstone, Committee Member, Ph.D., Economics, in progress.

Bret Anderson, Committee Member, Ph.D., Economics, in progress.

Luke Brummel, Committee Member, M.S., in progress.

William Gascoigne, Committee Member, M.S., 2010.

Delphina Prosper Mushi, Committee Member, Ph.D., Economics, 2009.

Shenglin Qian, Committee Member, M.A., Economics, 2009.

Carolyn Davidson, Committee Member, M.S., 2009.

Amy Orlicky, Committee Member, M.A., Economics, 2009.

Trung Q. Ngo, Committee Member, Ph.D., Economics, 2009.

John Deering, Committee Member, M.Ag., 2006.

James A. Fryer, Committee Chair, M.S., 2004.

Jay R. Parsons, Committee Member, Ph.D., 2003.

William J. Platter, Committee Member, Ph.D., Animal Science, 2003.

Lora I. Wright, Committee Member, M.S., Animal Science, 2003.

Megan L. Bruch, Committee Chair, M.S., 2002.

Deborah L. Roeber, Committee Member, Ph.D., Animal Science, 2002.

Rodolfo Steiner, Committee Member, M.S., Animal Science, 2002.

Luz Evelia Padilla Bernal, Committee Member, Ph.D., 2001.

Derek J. Vote, Committee Member, M.S., Animal Science, 2001.

Deborah L. Roeber, Committee Member, M.S., Animal Science, 2000.

Patrick D. Mies, Committee Member, M.S., Animal Science, 2000.

Jodine L. Walker, Committee Member, M.S., 1999.

Michigan State University

Bishwa Bhakta Adhikari, former Committee Chair, Ph.D., 2000.

Matthew P. Schaefer, former Committee Chair, M.S., 1999.

Oklahoma State University

Kara M. Catherwood, Committee Member, M.S., 1995.

Joaquín Arias, Committee Member, Ph.D., 1995.

Kevin J. Bacon, Committee Member, Ph.D., 1995.
Laura L. Cockerham, Committee Member, M.S., 1995.
Eric L. Sweatt, Committee Member, M.S., 1995.
Lonnie Hamm, Committee Member, M.S., 1995.
N'Zue Felix Fofana, Committee Member, Ph.D., 1995.
Kendall L. McDaniel, Committee Chair, M.S., 1995.
James E. Jones, Committee Chair, M.S., 1994.
Katherine E. Ahern, Committee Member, M.S., 1993.
Steven E. Meyer, Committee Member, M.S., 1993.
Tae-Hoon Kang, Committee Member, Ph.D., 1993.
Boo-Young Song, Committee Member, Ph.D., 1993.
Keeff D. Felty, Committee Member, M.S., 1991.

Other Universities

Robert Hogan, Ph.D. Committee Member, Oklahoma State University, 2003.
James R. Unterschultz, External Examiner for Ph.D. Thesis and Final Examination, University of Alberta, Edmonton, 1996.

e. Undergraduate Academic Advising

Colorado State University

Academic advisor for 23 undergraduate students 2010/11
Academic advisor for 23 undergraduate students 2009/10
Academic advisor for 33 undergraduate students 2008/09
Academic advisor for 32 undergraduate students 2007/08
Academic advisor for 14 undergraduate students 2006/07
Academic advisor for 14 undergraduate students 2005/06
Academic advisor for 4 undergraduate students 2004/05
Academic advisor for 10 undergraduate students 2003/04
Academic advisor for 12 undergraduate students 2002/03
Academic advisor for 13 undergraduate students 2001/02
Academic advisor for 18 undergraduate students 2000/01
Academic advisor for 19 undergraduate students 1999/2000
Academic advisor for 18 undergraduate students 1998/99

Oklahoma State University

Academic advisor for 18 undergraduate students 1995/96
Academic advisor for 22 undergraduate students 1994/95
Academic advisor for 20 undergraduate students 1993/94
Academic advisor for 17 undergraduate students 1992/93
Academic advisor for 11 undergraduate students 1991/92
Academic advisor for 6 undergraduate students 1990/91

Attachment 16

Research Program Activities – Experiment Station Projects

Michigan Agricultural Experiment Station. Principal Investigator, *MAES Hatch Project Number M1CL01876*. “Organization, Coordination, and Performance of U.S. Livestock and Meat Industries.” Duration: 1/1/96 – 12/31/97.

The general objective is to evaluate the evolving organization of the U.S. livestock and meat industry, identify linkages between the changing organization, the types and effectiveness of coordination, and the level of performance in the markets. Specific objectives and approach include: 1) Measure the competitiveness of industry member conduct including short-term pricing, intermediate-term price and quantity, and long-run entry and exit decisions made by members of this sector, and measure the impacts on market performance. 2) Study of the price discovery process in regional livestock, wholesale meat, and related futures markets. Determine whether changes in grades and standards will improve price discovery and market performance. 3) Determine the effects of contracting and other direct trade practices on price formation and market performance. 4) Evaluate information sharing, profit incentives, and risk management components of different contracting arrangements and livestock alliances.

Oklahoma Agricultural Experiment Station. Principal Investigator, *OAES Project Number Hatch-2147*. “Evaluating Market Organization and Performance in the U.S. Cattle and Beef Industry.” Duration: 4/10/91 – 12/31/96.

Project Objectives: To evaluate the evolving organization of the U.S. cattle and beef industry and identify linkages between the changing organization and the level of performance in the markets. Specific objectives include: 1) Evaluate the competitiveness of industry member conduct including short-term pricing, intermediate-term price and quantity, and long-run entry and exit decisions made by members in this sector, and measure the impacts on market performance. 2) Compare the timing and extent of interactions between cattle and beef cash and futures markets in the price discovery process. 3) Determine performance of livestock futures with respect to contract delivery specifications, the effects of futures trading on the variability of cash prices, and the general efficiency of the market in incorporating information on future supply and demand. 4) Analyze the effects of contracting and other direct trade practices, where information may be held asymmetrically, on price formation and market performance.

Attachment 17

Most Important Works (Papers, Articles, and Publications)

See <http://dare.agsci.colostate.edu/skoontz/importantworks>