

Education:

Ph.D. in Agricultural Economics • Kansas State University
M.S. in Agricultural Economics • Texas A&M University
B.S. in Agricultural Economics, Minor in Animal Science • University of Missouri – Columbia

Professional Experience:

AgServe, LLC

Managing Member – 2002 to Present

Responsible for organizational vision and mission.

CEO – 2002 to 2017, 2018 to Present

Establish strategy and guide business operations to achieve objectives for a growth-oriented firm. Represent the organization to clients and engagement partners building relationships that enhance strategic opportunities.

Execute and manage all contracts and agreements on behalf of organization.

Executive Economist – January 2004 to June 2010, September 2012 to May 2017, July 2018 to Present

Provide economic, agricultural, and policy consulting services to diverse clientele. Enhance client performance and potential with evaluations of economic conditions and opportunities given operating constraints. Facilitate strategic planning with actionable intelligence and application of theory and business principles. Assist clients to identify and manage goal-oriented projects. Leverage professional network to source teams and resources effectively and efficiently. Published on several topics including measurement of efficiency changes from technology adoption.

Developed agriculture outlook forum with nationally recognized speakers. Co-authored farm management chapter in advanced technical handbook on agricultural economics.

Rabobank RaboResearch Food & Agribusiness – Rabo AgriFinance

Vice President, Senior Analyst, Grains & Oilseeds – May 2017 to July 2018

Led research and strategic sector analytic engagements on grains and oilseeds with focus on North America for an international firm financing food and agribusiness. Served as subject matter expert in agriculture for media including national and international coverage. Provided insights for clients, Rabobank, and syndicate members in rural-retail and wholesale settings. Identified and developed opportunities with industry partners.

United Soybean Board – SmithBucklin

Chief Economist – January 2013 to September 2016

Provided strategic oversight of economic programming and direct provision of data and analysis to promote evidence-based decision making. Advised industry stakeholders. Managed projects and subcontractors. Coordinated market insights for domestic and global drivers. Responsible for data curation on soybeans and component products, animal agriculture, energy/fuel markets, human food, global trade markets and competitive products. Developed economic forecasts for use by the USB through the creation and use of multiple econometric modeling techniques. Presented internal and external audiences targeted information at varying levels of technical complexity through multiple communication media to meet diverse needs. Provided analysis of strategic considerations and program areas across USB for Directors to consider the organization's priorities developing the Long Range Strategic Plan and subsequent implementation process and investment portfolio.

Domestic Opportunities Staff Lead – October 2013 to September 2016

Responsible for implementation of a strategic, results-oriented, environment for the United Soybean Board (USB) to accomplish the soybean checkoff's goals. Analyzed budgets, allocations, and portfolio investment impacts for program evaluations. Collaborated with USB staff and programs to leverage USB's investment in strategic promotion, research, and consumer information efforts on behalf of U.S. soybean growers. Enhanced performance measurement and feedback for board priorities with strengthened metrics and linkages between projects, program action plans, and the USB's Long Range Strategic Plan (LRSP) with enumeration of achievable milestones. Provided insights developing and presenting materials for the USB and Directors on the opportunities and challenges for the organization. Delivered technical materials in concise and effective communications platforms. Infused broad input from internal and external experts throughout the food, industrial, and feed chains. Facilitated support for U.S. meat and poultry industries including production and exports to strengthen aggregate demand for U.S. soybeans.

All-American Lambs – www.greatlambs.com

Owner/Manager – May 1996 to Present

Own and provide management for a high-value sheep genetics operation. Created a strategic visioning plan with mission statement for operation. Responsible for leading multi-site farming operation through significant restructuring based on collaborative vision. Developed and implemented a marketing program that significantly enhanced market share: Increasing the sales volumes of breeding stock, show lambs, and frozen semen. Produced multiple division champions and class-winning sheep at state fairs and regional shows throughout the U.S. Genetics from All-American Lambs produced winners for customers at state and national levels. Led business restructuring from partnership to sole proprietorship including valuation of assets and equitable capital distributions. Provide evaluation services for farms, ranches, and events such as intercollegiate, 4-H, and FFA contests. Notable events include serving as the judge for the 2012 Iowa State Fair FFA Sheep Shows.

Doane Advisory Services

Senior Economist – June 2010 to September 2012

Led the special projects and consulting efforts within Doane Advisory Services with consecutive year-over-year revenue growth from expanded project portfolio. Provided customized analyses and managerial insights for clientele seeking advanced business intelligence. Successfully developed and negotiated projects that furthered the business scope for Doane Advisory Services. Demonstrated positive impact with clients contracting for higher-value projects that built further on their initial economic reports and consultations. Managed functional teams to meet client needs. Contributed to daily commentary on multiple commodity markets. Served as contributor to the weekly agribusiness analysis subscription product marketed by Doane. Utilized considerable international network of agricultural experts to provide information resource knowledgebase to expand insights for clients.

Kansas State University

Agriculture Policy Specialist, Department of Agricultural Economics – October 2006 to June 2007

Provided analysis of public policy alternatives facing Kansas agriculture while entering the critical development stages of the 2008 Farm Bill. Specific projects focused on bioenergy, alternative safety net structures, and farm-level implications of proposals. Provided analysis of farm-level data to production agriculture, industry, regulatory and legislative sectors to promote decision making based on sound science and evidence-based information.

Administrator, Kansas Farm Management Association (KFMA) Program – January 2004 to October 2006

Provided administrative and programmatic leadership of the KFMA. Guided the strategic visioning process to enhance this dynamic program while cooperatively developing and implementing business procedures and policies. Collaborated with all KFMA farmer-led boards to successfully manage budgets and oversee fiscal management activities. Prepared and presented forecasts of structural changes in Kansas agriculture to stakeholder audiences to position the KFMA Program to meet the future needs of farms and ranches. Led the KFMA through several necessary changes in operating protocols to strengthen the ability of the program to provide outstanding service to current and future members. Served as liaison between Kansas State University/K-State Research & Extension and the six Farm Management Association Boards. Supervised as many as 23 KFMA Economists located throughout the state. Led search and screening process to identify candidates for open positions. Coordinated program-wide professional development activities. Successfully led the development and implementation of the faculty evaluation system for the KFMA Economists, formalizing recorded feedback and professional improvement activities planning. Developed procedures for obtaining local Farm Management Board insight and input for this complex organization requiring formal participation by the Boards, KSU, and the KFMA Economists. Conducted an applied research/extension farm management education program. Coordinated the collection and analyses of one of the richest sources of farm-level data. Provided summary data sets along with analyses of critical trend information and farm-financial conditions to promote understanding of production agriculture in Kansas. Provided impact assessments of federal, state, and local policy alternatives utilizing farm-level data.

Illinois Agricultural Association® (IAA) – Illinois Farm Bureau® (IFB)

Economic and Natural Resources Analyst – January 1999 to January 2004

Directed economic research for the largest state agricultural organization in Illinois. Provided analysis of governmental policies and regulations; proposed legislation; external research projects; and factors affecting the profitability of agriculture. Served as the scientific and research liaison for the IFB. Directed analysis of federal farm policy. Developed and implemented the IFB Farm Policy Task Force and initiated the 2002 Farm Bill Education Action Plan. Provided guidance and analysis on issues such as the Food Quality Protection Act, biotechnology, and international trade. Enhanced IFB presence with government officials and external organizations providing producer perspectives and impact analysis of legislative and regulatory issues. Coordinated with national and state government officials, agribusiness, and industry organizations to foster policy, infrastructure, and procedural changes to promote increased profitability in agriculture. Implemented strategic programs addressing limited resources in public research. Coordinated programs providing economic implications of technology changes and global food policies on marketing options. Represented producer perspectives to diverse stakeholders and the general public regarding the potential challenges and opportunities of biotechnology. Managed initial operations of the Illinois Livestock Development Group; a three-year, \$645,000 project to enhance and attract a profitable animal agriculture industry for Illinois. Utilized expertise in public policy development, managing contract research, and sourcing external expertise to build coordinated strategies with major commodity groups.

Iowa State University

Miller Farm Management Fellow and Teaching Assistant – Fall 1998

Developed lesson plans for laboratory portion of Econ 330: Farm Business Management. Provided instruction and guidance for students in: principles of decision making for farm businesses, information organization and analysis, use of farm planning tools and concepts, alternative means of acquiring control of resources employed in farming, and managing risk in decision making.

University Outreach and Extension - Missouri

Farm Management Specialist – February 1997 to August 1998

Developed, implemented, and structured evaluation protocols for award-winning Extension Farm Management program providing research-based information to the citizens of Missouri. Provided group and individual instruction designed to enhance farm business management practices to enhance profitability and productivity. Enabled producers to implement strategies and tools to understand and manage risks in agricultural production. Developed production and risk management modules with USDA's Farm Service Agency and Natural Resources Conservation Service for those with expiring Conservation Reserve Program contracts. Authored farm management articles. Lectured in graduate level education courses on experiments to increase knowledge of environmental processes.

Texas A&M University – Center for Science, Technology, Policy, and Ethics

Agricultural Liaison – 1996

Developed marketing plans increasing participation in the Presidential Conference on Rhetoric "Systems Thinking and Collaborative Learning in Natural Resources Decision Making" among stakeholders in governmental policies regulating natural resources. Coordinated outreach efforts with state and federal governmental agencies, special interest groups, and agricultural leaders to build strategic partnerships in public policy decision making.

Honors & Activities:

Council on Food, Agricultural & Resource Economics (C-FARE)

Member – Blue Ribbon Expert Panel on Global Competitiveness and Profitability of Agriculture

Agricultural & Applied Economics Association

AAEA Trust Committee Member (2017-2018)

Chair (2017-2018); Executive Committee Member (2004-2007) – Extension Section

Chair Membership Committee (2015-2016), Member (2013-2016)

Section Board Member – Agribusiness Economics and Management (2012-2015)

Executive Committee Member – Food and Agricultural Marketing Policy Section (2003-2005)

Reviewer – AAEA Annual Meeting Selected Papers
International Food and Agribusiness Management Review – Journal Reviewer
Western Agricultural Economics Association – Reviewer – Annual Meeting Selected Papers
Southern Agricultural Economics Association – Reviewer – Annual Meeting Selected Papers
University of Illinois, College of Agricultural, Consumer and Environmental Sciences
Office of Research – External Advisory Committee Member (2002-2003)
C-FAR *Value Project* Steering Committee Member
Iowa State University and University of Iowa Miller Farm Management Fellow
University of Missouri
University of Missouri Extension Association Outstanding Rookie
Community Development Academy Graduate
State FFA Salesmanship Contest Judge
Dairy Cattle Judging Team
Livestock Judging Team
Texas A&M University: Regents Graduate Merit Fellowship; Ty Timm Agri-Business Management Fellowship
Kansas State University Department of Agricultural Economics
FFA Contest Committee Chair (2004-2007)
Instructor, Graduate Student Mathematics Review (2008-2009)
Waters Hall Administrative Safety Committee (2005-2007)
Kansas Farm Bureau – Chair, State Sheep and Goat Advisory Committee
Riley County, Kansas Farm Bureau – Board Member; Chair, Policy Committee
4-H Project Leader; Assistant Club Leader; Club Parent Advisory Committee
Missouri State Fair Livestock Advisory Committee (1997-1998)
4-H Livestock Superintendent (1994-1995)
Iowa State Fair FFA Sheep Show Judge (2012)
Purdue University – Completion Grain Quality Handling Distance Course

Papers & Publications:

Funk, S.M. and S.B. Liddell. "U.S.-China Trade Threats Make South American Soybeans More Expensive." Peer-reviewed web article for Rabobank RaboResearch. June 2018. (Accessed June 12, 2018 online at Research.Rabobank.com).

Sherwell, P., S. Rannekleiv, D. Magaña, R. Fumasi, S. Funk, C. McCracken, and S. Liddell. "If China Strikes Back – Potential Implications for U.S. Food & Agribusiness." Peer-reviewed web article for Rabobank RaboResearch. March 2018. (Accessed June 1, 2018 online at Research.Rabobank.com).

Funk, S.M. "Opportunity in Soybean Adversity." Peer-reviewed web article for Rabobank RaboResearch. December 2017. (Accessed December 23, 2017 online at Research.Rabobank.com).

Funk, S.M. "Wheat and Canola Battle for Dominance – Canada's Long-Term Grain & Oilseed Baseline Outlook." Rabobank RaboResearch peer-reviewed Industry Note. December 2017. (Accessed December 23, 2017 online at Research.Rabobank.com).

Liddell, S., S. Funk, and S. Nicholson. "Change is the New Constant: U.S. Long-Term Grain & Oilseed Baseline Outlook." Rabobank RaboResearch peer-reviewed Industry Note. August 2017. (Accessed December 23, 2017 online at Research.Rabobank.com).

Duffy, P.A. and S.M. Funk. Forthcoming. "Farm Management: Recent Applications." In G. Cramer, et al., eds. *The Routledge Handbook of Agricultural Economics*. New York NY: Taylor & Francis.

Funk, S.M. "Did You Know? A glimpse at U.S. soy volumes." Peer-reviewed summary of U.S. soybean market analysis. United Soybean Board. USDA-AMS Reviewed and Approved. (July 2016)

Funk, S.M. "Biodiesel: Industry, Investments, Impacts, and USB's Involvement. A summary of the growth and status of Biodiesel." Peer-reviewed within United Soybean Board. (July 2014)

Funk, S.M. and J.S. Bergtold. "Cost Efficiency Changes and Adoption of Biotechnology Enhanced Soybeans in Kansas." *Journal of the American Society of Farm Managers and Rural Appraisers*, 77(1, 2014): 98-107.

- Langemeier, M.R. and S.M. Funk. "Impact of Proposed Farm Sales Limits for Receiving Direct Government Payments on Kansas Farms." White Paper – Kansas State University Department of Agricultural Economics. March 2009.
- Funk, S.M., J.E. Zook, and A.M. Featherstone. "Chicago Board of Trade Ethanol Contract Efficiency." *Journal of Agricultural and Applied Economics*, 40 (August 2008):729.
- Lubben, B.D., S.M. Funk, and T.J. Dumler. "The 2007 Farm Bill: Drivers of the Debate." White Paper – Kansas State University Department of Agricultural Economics and University of Nebraska. February 2007.
- Funk, S.M. "2007 Farm Bill: Energy Components. Restructuring Agriculture with Biofuels." White Paper – Kansas State University Department of Agricultural Economics and University of Nebraska. February 2007.
- Funk, S.M. and T.J. Dumler. "The 2007 Farm Bill Drivers and Implications for Producers." White Paper – Kansas State University Department of Agricultural Economics. October 2006.
- Funk, S.M. "Looking at the Cost and Revenue Drivers Leading into the 2007 Farm Bill: A Kansas Perspective." Background paper for a presentation at the Kansas State University, Department of Agricultural Economics Risk & Profit Conference. August 2006.
- Funk, S.M. and M.R. Langemeier. "Energy Prices and Their Impact on Kansas Irrigated Crop Farms." White Paper – Kansas State University Department of Agricultural Economics. June 2006.
- Langemeier, M.R., S.M. Funk, and G. Weeden. "Impact of Energy Price Increases on Kansas Non-Irrigated Crop Farms." White Paper – Kansas State University Department of Agricultural Economics. August 2006.
- Funk, S.M. and M.R. Langemeier. "The Annual *Profitlink* Summary – Analysis and Management Information." Kansas Farm Management Association. Department of Agricultural Economics, Kansas State University, Manhattan, KS: May 2006.
- Funk, S.M. and M.R. Langemeier. "The County *Profitlink* Summary – Analysis and Management Information." Kansas Farm Management Association. Department of Agricultural Economics, Kansas State University, Manhattan, KS: May 2006.
- Funk, S.M. and M.R. Langemeier. "The Enterprise *Profitcenter* Summary – Analysis and Management Information." Kansas Farm Management Association. Department of Agricultural Economics, Kansas State University, Manhattan, KS: May 2006.
- Funk, S.M. and M. R. Langemeier. "The Executive Summary – Kansas Farm Management Association." Kansas Farm Management Association. Department of Agricultural Economics, Kansas State University, Manhattan, KS: April 2006.
- Dhuyvetter, K.C., S.M. Funk, T.L. Kastens, and M.R. Langemeier. "An Assessment of the State of the Agricultural Economy due to Increased Energy Prices." Kansas State University Agricultural Experiment Station and Cooperative Extension Service. December 2005.
- Lubben, B.D. and S.M. Funk. "Farm Program Payment Limitation Considerations: Kansas Points." White Paper – Kansas State University Department of Agricultural Economics. November 2005.
- Funk, S.M. and H.L. Kaiser. "Weights and Measures for the Farm Business." Farm Management Guide MF-391. Kansas State University Agricultural Experiment Station and Cooperative Extension Service. October 2005.
- Dhuyvetter, K.C., S.M. Funk, T.L. Kastens, and M.R. Langemeier. "An Assessment of the State of the Agricultural Economy due to Increased Energy Prices Associated with Hurricanes Katrina and Rita." Kansas State University Agricultural Experiment Station and Cooperative Extension Service. September 2005.
- Funk, S.M. and M.R. Langemeier. "The Annual *Profitlink* Summary – Analysis and Management Information." Kansas Farm Management Association. Department of Agricultural Economics, Kansas State University, Manhattan, KS: May 2005.
- Funk, S.M. and M.R. Langemeier. "The County *Profitlink* Summary – Analysis and Management Information." Kansas Farm Management Association. Department of Agricultural Economics, Kansas State University, Manhattan, KS: May 2005.
- Funk, S.M. and M.R. Langemeier. "The Enterprise *Profitcenter* Summary – Analysis and Management Information." Kansas Farm Management Association. Department of Agricultural Economics, Kansas State University, Manhattan, KS: May 2005.

- Funk, S.M. and M.R. Langemeier. "The Executive Summary – Kansas Farm Management Association." Kansas Farm Management Association. Department of Agricultural Economics, Kansas State University, Manhattan, KS: April 2005.
- Funk, S.M. and M.R. Langemeier. "The Annual *Profitlink* Summary – Analysis and Management Information." Kansas Farm Management Association. Department of Agricultural Economics, Kansas State University, Manhattan, KS: May 2004.
- Funk, S.M. and M.R. Langemeier. "The County *Profitlink* Summary – Analysis and Management Information." Kansas Farm Management Association. Department of Agricultural Economics, Kansas State University, Manhattan, KS: May 2004.
- Funk, S.M. and M.R. Langemeier. "The Enterprise *Profitcenter* Summary – Analysis and Management Information." Kansas Farm Management Association. Department of Agricultural Economics, Kansas State University, Manhattan, KS: May 2004.
- Funk, S.M. and M.R. Langemeier. "The Executive Summary – Kansas Farm Management Association." Kansas Farm Management Association. Department of Agricultural Economics, Kansas State University, Manhattan, KS: April 2004.
- Funk, S.M., E.E. Davis, and J.M. McGrann. "An Analysis of the TEX VAC-45 Program." Department of Agricultural Economics, Texas A&M University, College Station, TX. July 1996.

Presentations:

- "Food & Consumer Trends – The Long-Range Impact on Grains & Oilseeds Sectors." Invited Presentation to the National Oilseed Processors Association Industry Forum. February 22, 2018.
- "A Time to Evolve: Grains and Oilseeds Operational Considerations." Invited Presentation to the Iowa Soybean Association Board of Directors Meeting. February 27, 2018.
- "Crushing It or Being Crushed: Rapid Change in the Grain & Oilseed World." Invited Presentation to the St. Louis Agribusiness Club. January 9, 2018.
- "Crop Issues, Current Situation, and Forward Tools." Invited Presentation to the Rabobank F&A Investor Conference. July 2017.
- "Agriculture Market Opportunity: Innovation & Technology." Invited Presentation for The Yield Lab's Agtech/Fintech Summit. June 16, 2017.
- "Challenges Facing the Agribusiness Academy." WERA-72 2017 Annual Conference. (Moderator)
- "Oilseeds Outlook: Vegetable Meals and Oils." AgServe Agriculture Outlook Summit. March 9, 2017.
- "Grain & Soybean Export Outlook." Invited Presentation for the Iowa Farm Bureau's 2016 Economic Summit. Content Reviewed and Approved by United Soybean Board.
- "Soybean Economics." A video presentation on behalf of the United Soybean Board. USDA-AMS Reviewed and Approved. (2016) Available at: <http://agserve.com/in-the-public-eye.html>. (Accessed on October 1, 2016.)
- "Soybean Meal and Soy Protein Economics." A video presentation on behalf of the United Soybean Board. USDA-AMS Reviewed and Approved. (2016) Available at: <http://agserve.com/in-the-public-eye.html>. (Accessed on October 1, 2016.)
- "Soybean Oil Economics." A video presentation on behalf of the United Soybean Board. USDA-AMS Reviewed and Approved. (2016) Available at: <http://agserve.com/in-the-public-eye.html>. (Accessed on October 1, 2016.)
- "Production, Precision Farming, Risk and Insurance: Applications and Training." AAEA 2016 Pre-Conference. Big Data in Applied Economics: Knowledge and Applications. (Moderator/Sponsor Representative)
- "Keys to Responding Successfully to Funding Opportunities for Economics." AEM and Senior Sections Joint Symposium 2015 Agricultural & Applied Economics Association Annual Meeting. (Organizer/Presenter)
- "Human Resources Insights from Leading Agribusiness." AEM and Student Sections Joint Symposium 2014 Agricultural & Applied Economics Association Annual Meeting. (Co-Organizer)
- "Unraveling Uncertainty in Agricultural Markets with Data." Invited webinar presentation sponsored by the Council on Food, Agricultural, and Resource Economics (C-FARE) and cosponsored by the American Statistical Association and the Council of Professional Associations on Federal Statistics. November 2013.

- “Managing Assigned Risk in Food: Mitigation and Indemnification.” Applied Risk Analysis and Food Safety and Nutrition Sections Joint Symposium 2012 Agricultural & Applied Economics Association Annual Meeting. (Organizer)
- “Meeting Fuel Mandates with Red Hot Markets.” Extension and Senior Sections Joint Symposium 2011 Agricultural & Applied Economics Association Annual Meeting. (Organizer/Moderator/Presenter)
- “Next Steps for Success - Accelerating North Carolina’s Leadership in Agricultural Biotechnology: Issues & Choices.” Closing Keynote for the North Carolina Biotechnology Center’s 2011 AgBiotech Symposium.
- “Water Policy and Meeting Farmers’ Needs.” Invited presentation to the On-Farm Integrated Water Management Conference. March 2011.
- “Is Conservation Tillage Conserving Dollars in Your Pocket? A Deeper Look at No-Till on the Plains”: Kansas State University, Department of Agricultural Economics Risk & Profit Conference. August 2009.
- “Congressional Economists Bring Attention to the Inside Workings.” Extension Section Policy Symposium 2007 American Agricultural Economics Association Annual Meeting. (Co-Organizer)
- “An Examination of Farm Income and Factors for Plains Agriculture”: Invited Presentation to the USDA Agricultural Outlook Forum. March 2007.
- “2007 Farm Bill Forums: Issues and Options”: Kansas State University and University of Nebraska Forum Series. February 2007.
- “Telling the Story of Agriculture”: ARMS Enumerator Meeting Kansas. February 2007. (Invited Presentation)
- “From Here to the 2007 Farm Bill and Beyond”: Invited Presentation to the First Management Analysis and Strategic Thinking (MAST) Seminar Series. January 2007.
- “Looking at the Cost and Revenue Drivers Leading into the 2007 Farm Bill: A Kansas Perspective”: Kansas State University, Department of Agricultural Economics Risk & Profit Conference. August 2006.
- “Research and Extension Responses to Farm and Rural Business Transition/Succession Planning Needs”: Extension Section Organized Symposium 2006 American Agricultural Economics Association Annual Meeting. (Moderator)
- “Farm Financial Conditions: Northeast Kansas”: Invited Presentation to the Midwest Ag Service, LLC Producer Meeting. March 2006.
- “The 2007 Farm Bill and Its Implications for Producers and Midland Marketing Coop, Inc.”: Invited Presentation Midland Marketing Coop, Inc Board of Directors Planning Session. December 5, 2005.
- “An Assessment of the State of the Agricultural Economy Due to Increased Energy Prices Associated with Hurricanes Katrina and Rita”: Testimony to the U.S. House of Representatives, Committee on Agriculture, Subcommittee on General Farm Commodities and Risk Management. September 29, 2005.
- “The Value of Farm-Level Data in Management Decision Making”: Extension Section Organized Symposium 2005 American Agricultural Economics Association Annual Meeting. (Organizer/Moderator)
- “The Relevance and Importance of ARMS Data to Producers: An Extension Response with a Farmer Organization Perspective”: ARMS Enumerator Meeting Kansas. February 2005. (Invited Presentation)
- “Kansas Farm Management Association Program Data Working for You”: Invited Presentation 2004 Kansas Wheat Seminar Group. (Presenter)
- “Evaluating Current Programs to Assess and Prevent Livestock Market Losses from Catastrophic Events”: Food and Agricultural Marketing Policy Section Organized Symposium 2004 American Agricultural Economics Association Annual Meeting. (Organizer/Moderator)
- “Redesigning Mandatory Country of Origin Labeling to “COOL” Heated Issues”: Food and Agricultural Marketing Policy Section Organized Symposium 2004 American Agricultural Economics Association Annual Meeting. (Moderator)
- “Key Issues in Agricultural Trade”: Extension Section Policy Symposium 2004 American Agricultural Economics Association Annual Meeting. (Co-Organizer)
- “Comparing Kansas Ag to Other States”: Kansas State University, Department of Agricultural Economics Risk & Profit Conference. August 2004. (Presenter)
- “Utilizing Tax Reforms, Incentives and Credits”: 2004 Virginia Agriculture Summit. (Presenter)

- “Kansas Ag Incomes: Looking back at 2003”: 2004 Kansas Society of Farm Managers and Rural Appraisers. (Presenter)
- “ARMS Data Utilization: The wish list of a general farm organization”: 2003 Farm Foundation, USDA-ERS Data to Serve 21st Century Agriculture: Expanding the Agricultural and Resource Management Survey. (Presenter)
- “Navigating Issues in Free Trade Agreements”: Extension Section Policy Symposium 2003 American Agricultural Economics Association Annual Meeting. (Organizer/Moderator)
- “Risk Management Components of Federal Farm Bills”: Organized Symposium 2003 American Agricultural Economics Association Annual Meeting. (Organizer/Moderator)
- “Rural Development Components of the 2002 Farm Bill”: Extension Section Policy Symposium 2002 American Agriculture Economics Association Annual Meeting. (Organizer/Presenter)
- “Policy Implications of Technological Advances”: Organized Symposium 2002 American Agricultural Economics Association Annual Meeting. (Presenter)
- “Producer Perspectives on Biotechnology-Enhanced Grain Production”: 2001 American Seed Trade Association Joint Research Committee on Soybeans and Corn & Sorghum. (Presenter)
- “Producer Perspectives on Biotechnology-Enhanced Grain Production”: 2001 Indiana Crop Improvement Association. (Presenter)
- “Policy Alternatives for the 2002 Farm Bill”: American Farm Bureau Federation Farm Policy Task Force, 2001. (Presenter)