

GENERAL SESSION I
2007 Farm Bill:
An Opportunity to Interface Tomorrow and Yesterday

Dr. Carl Zulauf, Professor, The Ohio State University

Carl Zulauf is the Francis B. McCormick Professor of Agricultural Marketing and Policy at The Ohio State University. He has teaching responsibilities for introductory economics, managerial economics, and futures and options markets. His research is focused on agricultural policy, and agricultural futures and options markets.

Professor Zulauf was raised on a general farm 60 miles north of Columbus, Ohio, and still has a business interest in the farm, primarily as a landowner. He received his B.S. and M.S. degrees from Ohio State University in agricultural economics and his Ph.D. from the Food Research Institute, Stanford University.

During 1985, Dr. Zulauf was on leave with Senator John Glenn's Washington D.C. office, assisting with food and agricultural legislation. During the summer of 1993, he was program director for Ohio State's study abroad program in the Czech Republic. During the spring of 2001, he served as program director for Ohio State's study abroad program in China and Taiwan.

Abstract/Summary

The next farm bill, be it the 2007, 2008, or later farm bill; will be crafted by the intersection of historical trends, current economic condition of U.S. agriculture, and considerations external to the farm sector. Each of these three areas will be discussed, but the emphasis will be on the current economic condition of U.S. agriculture. This talk concludes with a discussion of likely policy scenarios and associated policy options.

**GENERAL SESSION II: EVENING ADDRESS
A Congressional View of the Upcoming Farm Bill**

Congressman Jerry Moran, Kansas First District

A native Kansan, Congressman Jerry Moran continues a proud lineage of Kansas pioneers, reformers and dreamers. Raised in Plainville, Kansas, Moran was taught from an early age the value of a hard day's work, to look after one's neighbors and to serve his community. It is these same values that guide Moran today as he serves his fifth term, representing the people of Kansas in the United States House of Representatives.

In the House, Moran is a leading advocate for protecting and preserving the way of life in Kansas. With rural populations on the decline throughout the nation, issues unique to rural communities are becoming less understood. Moran, who lives in Hays, Kansas, is one of the few remaining champions in Congress for rural America. As a senior member of the House Agriculture Committee and Chairman of the Subcommittee on General Farm Commodities and Risk Management, Moran works with colleagues to construct legislation allowing Kansas farms and ranches to remain viable.

Moran has been recognized for his agriculture efforts by many organizations. In 2004, he received the top legislative award from three of the nation's largest agriculture groups: the American Farm Bureau, the National Farmer's Union, and the National Association of Wheat Growers. Since first coming to Congress in 1997, Moran has made it a priority to stay connected to the people he represents. Despite the distance between Washington, D.C. and Kansas, Moran returns home each weekend.

Abstract/Summary

With the farm bill set to expire in 2007, Congress is in the midst of deciding whether to extend the current farm bill or craft new policy. Throughout 2006 the House Committee on Agriculture has held hearings across the United States. Producer comments from these hearings, as well as emerging trade issues, conservation issues, and political considerations will all play into how Congress shapes the next farm bill.

**GENERAL SESSION III
Grain Outlook**

Mike Woolverton, Kansas State University

Michael W. Woolverton received his Ph.D. from the University of Missouri. After serving on the faculties of The Ohio State University and Arizona State University, he became the Continental Grain Professor of Agribusiness at the American Graduate School of International Management, where he now has emeritus status. He is currently Professor and Extension specialist at Kansas State University with responsibilities that include grain marketing and international trade policy. Dr. Woolverton has written five textbooks and was the founder and long-time Managing Editor of *Agribusiness: An International Journal*. He was a member of the founding board of directors of the International Agribusiness Management Association, now called the International Food and Agribusiness Management Association. Woolverton was named an Association Fellow in 2003.

Abstract/Summary

The 2006 U.S. wheat harvest was smaller than normal, but quality of the hard wheat was much higher than last year. A low world carryover and dry conditions in the Southern Hemisphere continue to put upward pressure on price. Western Corn Belt corn was hurt by lack of moisture and high temperatures during pollination. In contrast, some states in the Eastern Corn Belt could see record yields this year. With strong export sales and increasing amounts of corn going into ethanol production, usage will exceed production, drawing down carryover stocks. The 2006 U.S. soybean crop is expected to be only slightly smaller than last year, leaving us with record large carryover stocks.

**GENERAL SESSION III
Livestock Outlook**

Jim Mintert, Kansas State University

Dr. James Mintert is a Professor and Extension State Leader, in the Department of Agricultural Economics at Kansas State University. Mintert holds B.S. and M.S. degrees in agricultural economics from Purdue University and a Ph.D. from the University of Missouri-Columbia. Since joining the KSU faculty in 1986, Dr. Mintert has received numerous awards including Outstanding Extension Program Awards from both the American Agricultural Economics Association and the Western Agricultural Economics Association, and the American Agricultural Economics Association's Premier Forecaster Award for his livestock production and price forecasts. Dr. Mintert is also the author of over 100 publications focusing on the economics of the livestock industry. Recently, Professor Mintert has focused his attention on developing and maintaining the livestock and meat marketing component of AgManager.info, one of the nation's premier internet sites for livestock outlook and price analysis information.

Abstract/Summary

Dry weather and poor pasture conditions have combined to boost cow slaughter well above 2005's. What impact will drought conditions and the increase in cow slaughter have on herd expansion and future beef supplies? Shipments of U.S. beef to Japan finally resumed in August, 2006 and the U.S. is again importing feeder and slaughter cattle from Canada. How will the shifting international trade scene impact prices for fed and feeder cattle in 2007? U.S. consumer demand for beef strengthened during the late 1990's and early part of this century, but has shown signs of weakening lately. Will beef demand rebound or are we on the verge of another long-term decline in demand? U.S. ethanol production is increasing at breakneck speed. Is what's good for corn producers also good for livestock producers?

1. The Case For and Against Farm Programs

Troy Dumler

<tdumler@oznet.ksu.edu>

As an Extension Agricultural Economist in southwest Kansas, Troy Dumler conducts applied research and educational programs that encompass many crop and livestock topics. His recent research interests include the economic evaluation of dryland and irrigated cropping systems, and the economic impact of U.S. farm program payments on Kansas farms.

2. Wheat Variety Selection

Andrew Barkley

<abarkley@agecon.ksu.edu>

Andrew Barkley teaches two courses: (1) an entry-level course, Principles of Agricultural Economics and Agribusiness, and (2) a senior-level course in International Agricultural Trade. Dr. Barkley's research interests are in international trade, organic agriculture, and related public policy issues. He received a B.A. from Whitman College in Walla Walla, Washington, and a M.A. and Ph.D. from the University of Chicago. He has taught courses in economics at the University of Chicago, Kansas State University, Quaid-I-Azam University in Islamabad, Pakistan, the University of Arizona, and the University of Cambridge in Cambridge, England.

3. Renewable Fuels Situation

Mike Woolverton

<mikewool@agecon.ksu.edu>

Mike Woolverton received his Ph.D. from the University of Missouri-Columbia in 1978. He specializes in grain marketing, international trade policy, and extension executive education. His research includes structure and performance of the grain and oilseed marketing system, overseas market development and commodity promotion, risk management in marketing and purchasing grain and oilseed commodities, agribusiness marketing management, and strategic leadership. He teaches a distance education course in International Agriculture and the Global Economy.

4. Factors Impacting Farm Growth

Michael Langemeier

<mlange@agecon.ksu.edu>

Michael Langemeier's extension and research interests include benchmarking of technical and economic performance, strategic positioning, and economies of size. He teaches courses in production economics and economic theory, and presents applied research results at seminars and meetings to farmers, ranchers, agribusiness professionals, and economists.

5. Economics, Management, and Human Relationships

Rodney Jones

<jonesrd@agecon.ksu.edu>

Rodney Jones conducts research and educational programs in the areas of livestock production economics and farm management. Examples include continuous economic evaluation of various cattle feeding and grazing strategies, as well as swine and sheep production alternatives. He studies the relative profitability and economic efficiency of alternative production systems and management strategies, and evaluates factors that contribute the overall economic risk facing farmers and ranchers. Dr. Jones assists rural business managers in the development of strategic business and transition plans.

6. Farm Efficiency

Orlen Grunewald

<ogrunewa@agecon.ksu.edu>

Orlen Grunewald teaches undergraduate courses in agribusiness management, agribusiness marketing and computer applications focusing on building business spreadsheets. He has authored a textbook on food and agribusiness management for beginning students. His research activities focus on investigating the impacts of identity-preserved crops and livestock on supply chain management and agribusiness structures.

7. The Energy Situation in Ag

Terry Kastens

<tkastens@agecon.ksu.edu>

Terry Kastens uses and evaluates analytical techniques such as econometrics and flexible functional form modeling to research the efficiency of futures markets, the economics of precision agriculture, and hay price forecasting. He also analyzes crop budgeting and profitability, farm and machinery investment alternatives, and production and price risk management.

8. The Law of Unintended Consequences

Bill Golden

<bbgolden2@earthlink.net >

Bill Golden is a Research Economist working with Kansas State University focusing primarily on issues facing irrigated agriculture in western Kansas. Bill has over 30 years experience in production agriculture and irrigation management gained while farming in south Texas. He graduated from Kansas State University in 2005, with a PhD in Agriculture Economics.

9. Optimal Nitrogen Fertilizer Rates Given Current Fertilizer and Crop Prices

Kevin Dhuyvetter

<kdhuyvet@agecon.ksu.edu >

Kevin Dhuyvetter assists farmers throughout Kansas with risk and return assessment of alternative methods for crops and livestock and their impact on the environment. He also works extensively with land-related issues such as buying and leasing land. Current research and extension efforts are examining relationships between energy prices and crop inputs, estimating crop yield and fertility relationships, economics of no-tillage, and the economics of various dairy production systems.

10. Risk and Crop Insurance Issues

Andrew Saffert

<asaffert@agecon.ksu.edu >

Andrew Saffert is a Graduate Student at Kansas State University pursuing his Master's degree in Agricultural Economics. Andrew grew up in Northwest Wisconsin and received a B.S. from the University of Wisconsin-River Falls in 2005 in Agribusiness. His current research efforts focus on the expansion of AGR-Lite to Kansas.

Art Barnaby

<abarnaby@agecon.ksu.edu >

Art Barnaby provides educational programs on crop insurance, government commodity programs, and risk throughout Kansas. His work emphasizes the development of alternative public policies for crop disaster protection. For example, he developed the Crop Revenue Coverage, which is a nationally-available insurance contract for farmers. CRC currently provides more than \$10 billion of coverage for America's farmers. Other research explores the impact of government commodity programs.

11. Reflections on Ag Production in South America

Michael Boland

<mboland@agecon.ksu.edu >

Michael Boland provides information to agribusinesses and cooperatives for use in analyzing alternative managerial decisions. This information is made available through a variety of outlets including case studies, applied publications, and scholarly journals. Before joining the faculty, Dr. Boland gained diverse experience in agribusiness working for a local farm supply cooperative, a regional cooperative, and a state cooperative council.

12. Growing People: Taking Your Workforce to the Next Level

Sarah Fogleman

<sfoglema@oznet.ksu.edu >

Sarah Fogleman serves as the Southeast Kansas Area Economist and provides educational programs on a variety of farm management related topics. Sarah is nationally known for her expertise in human resources management on farms and ranches. Her annual Human Resources in Agriculture Conference attracts participants from across the nation.

13. Economic Impacts of the Conservation Reserve Enhancement Program

John Leatherman

<jleather@agecon.ksu.edu >

John Leatherman delivers outreach education programs and conducts applied research related to local economic development policy and practice; public finance and public service provision; and environmental/water quality and local/regional planning. His research interests include state and local public finance; state, regional and local economic development policy; the use of analytical tools (e.g., economic and fiscal impact analysis) to improve local decision-making; and the creation of advanced regional economic models for policy analysis.

Bill Golden

<bbgolden2@earthlink.net >

Bill Golden is a Research Economist working with Kansas State University focusing primarily on issues facing irrigated agriculture in western Kansas. Bill has over 30 years experience in production agriculture and irrigation management gained while farming in south Texas. He graduated from Kansas State University in 2005, with a PhD in Agriculture Economics.

14. Cost and Revenue Drivers in the 2007 Farm Bill

Sam Funk

<funk@agecon.ksu.edu >

Sam Funk joined the faculty of K-State as the Administrator of the Kansas Farm Management Association in 2004. His extension interests include enhancing the management capabilities of farm operators through the utilization of farm financial data in the decision making process. In addition to farm management and resource utilization, Mr. Funk's research interests include evaluation of farm-level impacts resulting from federal, state, and local policy alternatives. His work will also examine structural changes facing agriculture and the potential impacts on farms and supply chains.

15. Risk and Profit of Organic Grains

Hikaru Hanawa-Peterson

<hhp@agecon.ksu.edu >

Hikaru Hanawa-Peterson's research focuses on understanding marketing and risk management decisions in food and agriculture. Previous studies examined marketing issues related to small-scale specialty crops, large-scale commercial crops, the dairy industry, and the organic industry. Her interests include consumer issues, such as food safety and labeling, and sustainable agriculture. Dr. Peterson teaches courses in risk management and agricultural marketing.

16. Business Entity Buffet: Evaluating the Right Entity for Your Operation

Mark Wood

<frmmgt@st-tel.net >

Mark Wood is an Extension Agricultural Economist with the Farm Management Association in Northwest Kansas. He has been assisting Association member families with record keeping, analysis, management and generational transfer issues in Northwest Kansas for 20 years. He graduated from North Dakota State University with a Master's degree in Agriculture Economics in 1986 and Kansas State University with a Bachelor's degree in Agriculture Economics in 1982. Mark grew up on a farm near Wakefield, Kansas.

17. Off-farm Investment Behavior on Kansas Farms

Bryan Schurle

<bschurle@agecon.ksu.edu >

Bryan Schurle joined the faculty in 1977 after finishing his Ph.D. from The Ohio State University. Primary areas of interest are Risk Management and Production Economics. Teaching assignments include Agricultural Economics Orientation, Principles of Agricultural Economics, and Agribusiness and Computer Applications in Agricultural Economics as well as math programming. Research interests include risk analysis applied to many areas. Crop insurance and related risk analysis has been a major thrust, in particular the relationship between size of operation and risk. A new project related to the changing structure of hog production operations has been developed as well.

18. Hedge Funds and Their Impact on Kansas Farms

Joe Arata

<jarata@agecon.ksu.edu >

Joe Arata researches the financial structures of processing and retail firms; the roles of a firm's capital constraints and access to capital in determining the value added to commodities; and the application of fourth generation activity based costing to agribusiness firms. Prior to joining the faculty at K-State, Dr. Arata was vice president at Merrill Lynch Capital Markets where he managed the risk level and the finance structure for commodity inventories.

19. NutrientNet: An On-line Tool for Nutrient Trading

Jenny Guiling

<jguiling@wri.org>

Jenny Guiling is a Research Analyst at the World Resources Institute (WRI) in Washington, D.C. She is the technical expert for NutrientNet, an online nutrient trading application developed by WRI. Her work focuses on the development of water quality trading programs throughout the US and more specifically, determining how agricultural BMPs can effect water quality. She graduated from Texas A&M University with a Bachelor's Degree in Environmental Studies in 2004.

Jonathan St. John

<jstjohn@wri.org>

Jonathan St. John is a Research Associate at the World Resources Institute (WRI) in Washington, D.C. He is the lead software developer for NutrientNet, an on-line nutrient trading application, and works on several other web applications at WRI. He graduated from Brandeis University with a Master's Degree in Sustainable International Development in 2004, and currently focuses on using web-based technologies to help address environmental issues.