

## Education

- Ph.D. **University of Maryland at College Park**, Agricultural and Natural Resource Economics 1998  
B.S. **University of Oregon**, Economics 1989

## Academic Appointments

- Associate Professor**, University of Wisconsin—Madison, Agricultural and Applied Economics, and Director, University of Wisconsin Center for Cooperatives (2006-present)  
(<http://www.uwcc.wisc.edu>)
- Associate Professor**, Iowa State University, Department of Economics 2005-2006
- Visiting Researcher**, National Institute of Agricultural Research, Toulouse, France 2004-2005
- Assistant Professor**, Iowa State University, Department of Economics 1998-2004
- Research Economist**, University of California, Berkeley, Department of Agricultural and Natural Resource Economics 1996-1998

## Research Interests

Contracting and organizations, agricultural firms and markets, cooperatives, industrial organization

## Affiliations

Association of Agricultural and Applied Economics, American Economics Association

## Published Research

"Incentive Pay for CEOs in Cooperative Firms," with Philippe Marcoul, *American Journal of Agricultural Economics*, 2009

"Agricultural Contracts: Research and Data Needs," with Carolyn Dimitri and Ethan Ligon, *American Journal of Agricultural Economics*, 2009

"The Cooperative Firm as Monitored Credit: The Case of West Liberty Foods," with Philippe Marcoul, in *Cooperative Conversions, Restructurings, and Failures: Lessons Learned from Canadian and U.S. Agriculture*, editors Murray Fulton and Brent Hueth, 2009

*Cooperative Conversions, Restructurings, and Failures: Lessons Learned from Canadian and U.S. Agriculture*, edited with Murray Fulton, <http://www.kis.usask.ca/CoopBook.html>, 2009

"Standards and Incentives in the Regulation of Environmental Risk," with Tigran Melkonyan, *Journal of Regulatory Economics*, 2008

"Grader Bias in Cattle Markets? Evidence from Iowa," with Philippe Marcoul and John Lawrence, *American Journal of Agricultural Economics*, 2007

"Marketing Specialty Hogs: A Comparative Analysis of Two Firms from Iowa," with Maro Ibarburu and James Kliebenstein, *Review of Agricultural Economics*, 2007

"Information Sharing and Oligopoly in Agricultural Markets: The Role of the Cooperative Bargaining Association," with Philippe Marcoul, *American Journal of Agricultural Economics*, 2006

"Information Transmission in Cattle Markets: A Case Study of the Chariton Valley Beef Alliance," with John Lawrence, *J. of Agribusiness*, 2006

"Asset Ownership and Incentives in Agricultural Production," with Tigran Melkonyan, in *Exploring Frontiers in Applied Economics: Essays in Honor of Stanley R. Johnson*, eds., Jean-Paul Chavas and Matt Holt, BEPress, <http://www.bepress.com/sjohnson/>, 2006

"Quality Measurement and Contract Design: Evidence from the North American Sugar Beet Industry," with Tigran Melkonyan, *Canadian Journal of Agricultural Economics*, 2004.

"Multi-Tasking, Identity Preservation, and Contract Design in Agriculture," with Tigran Melkonyan, *American Journal of Agricultural Economics*, Papers and Proceedings, 2004

"An Essay on Cooperative Bargaining in U.S. Agricultural Markets," with Philippe Marcoul, *Journal of Agricultural & Food Industrial Organization*, 2003

"Voting over Efficient Decision Rules in Budget-Balanced Organizations," with Tigran Melkonyan, *Journal of Economic Behavior and Organization*, 2003

"Estimation of an Efficient Tomato Contract," with Ethan Ligon, *European Review of Agricultural Economics*, 2002

"Agricultural Markets as Relative Performance Evaluation," with Ethan Ligon, *American Journal of Agricultural Economics*, 2002.

"Contracts and Risk in Agriculture: Conceptual and Empirical Foundations," with David Hennessy, *A Comprehensive Assessment of the Role of Risk in Agriculture*, eds. Richard Just and Rulon Pope, Kluwer Academic Publishers, 2002.

"Policing Mechanisms in Agricultural Contracts," with Ethan Ligon, Steve Wolf and Steven Wu, *Rural Sociology*, 2001.

"Managing a Multiple-Use Resource: The Case of Feral Pigs in California Range- land," with Joshua Zivin and David Zilberman, *Journal of Environmental Economics and Management*, 2000

"The Goals of U.S. Agricultural Policy: A Mechanism Design Approach", *American Journal of Agricultural Economics*, 1999.

"Producer Price Risk and Quality Measurement," with Ethan Ligon, *American Journal of Agricultural Economics*, 1999

"Incentive Instruments in Fruit and Vegetable Contracts: Input Control, Monitoring, Quality Measurement, and Price Risk," with Ethan Ligon, Steven Wu, and Steven Wolf, *Review of Agricultural Economics*, 1999

"Analysis of an Emerging Market: Can Methyl Iodide Substitute for Methyl Bromide in California Agriculture," with Bruce McWilliams, David Sunding, and David Zilberman, *Review of Agricultural Economics*, 1999

"Agricultural Supply Response Under Contract," with Ethan Ligon, *American Journal of Agricultural Economics*, Papers and Proceedings, 1999

"NAFTA: Implications for Selected Crops and Livestock of a Free Trade Agreement between the U.S. and Mexico," with Gerry O'Mara and Richard Just, *Investigacion Agraria Economia*, 1995

"The Impact of Food Aid on Food Subsidies in Recipient Countries," with Wendy Hoffman, Bruce Gardner, and Richard Just, *American Journal of Agricultural Economics*, 1994

## Working Papers

“On the Efficacy of Contractual Incentives for Processing Tomatoes,” with Ethan Ligon, in preparation

“Interactions Between Explicit and Implicit Contracts: Evidence from California Agriculture,” with Ethan Ligon and Tigran Melkonyan, in preparation

“Common Agency and Contract Choice: Evidence from Land-Lease Contracts in U.S. Agriculture,” with Keita Fukunaga

“The Cooperative Firm as Monitored Credit,” with Philippe Marcoul

## External Grants

U.S. Department of Agriculture, Cooperative Programs; U.S. Department of Agriculture, National Research Initiative; Agricultural Marketing Resource Center, Center for Agriculture and Rural Development; Food Systems Research Group, University of Wisconsin—Madison

## Teaching

**Iowa State University.** Farm Management, Business Decision Tools (MS), Contracts and Agricultural Markets (Ph.D.)

**University of Wisconsin—Madison.** Cooperatives, Contracts and Agricultural Markets (Ph.D.), Economics of the Food Industry (Ph.D.)

**Hanoi Agricultural University, Vietnam.** Corporate Finance, January 2010 (3 weeks)

**Sacred Heart Catholic University, Cremona Italy.** Contracting and Cooperative in Agriculture, May 2011 (Ph.D., 2 weeks)

## Consultancies

Garst Seed Company; U.S. Department of Energy; International Atomic Energy Agency; Inter-American Development Bank

## Honors

Joseph L. Fisher Dissertation Fellowship, Resource for the Future, 1996

Outstanding Graduate Instructor, Taylor Hibbard Club, 2011

## Professional Service

**Associate Editor.** American Journal of Agricultural Economics, Journal of Agribusiness, Journal of Food Industrial Organization, Journal of Rural Cooperative

**Reviewer.** American Journal of Agricultural Economics, Journal of Law, Economics, and Organization, Rand Journal of Economics, Comparative Economics, European Review of Agricultural Economics, Current Agriculture Food and Resource Issues, Journal of Environmental Economics and Management, Australian Journal of Agricultural Economics, Ecological Economics, Journal of Agricultural and Resource Economics, Land Economics, Journal of Agricultural and Food Industrial Organization, Canadian Journal of Agricultural Economics, Agricultural and Resource Economics Review, Review of Agricultural Economics, International Journal of Technology Management

**Grant Review Panels.** National Science Foundation; U.S. Department of Agriculture, National Institute of Food and Agriculture, Agriculture and Food Research Initiative; U.S. Department of Agriculture, Economic Research Service

**Offices Held.** President, Vice President, Treasurer, NCERA-210; Teller, Association of Agricultural and Applied Economics

**University and Departmental Committees.** Personnel, Computer, Graduate Program, Wisconsin Bioenergy Institute (hiring)

## Presentations

**2011.** Annual Meeting of the Association of Agricultural and Applied Economics; NCERA-210, Regional Research Group on Agricultural Cooperatives

**2010.** Department of Applied Economics and Management, Cornell University; International Congress on the Solidarity Economy, Bogota, Colombia; NCERA-210, Regional Research Group on Agricultural Cooperatives

**2009.** Annual Meeting of the National Society of Accountants for Cooperatives; Rural Cooperation in the 21st Century: Lessons from the Past, Pathways to the Future, Tel Aviv, Israel; Annual Meeting of the American Economics Association, Annual Meeting of the National Cooperative Business Association; NCERA-210, Regional Research Group on Agricultural Cooperatives

**2008.** Annual Meeting of the American Agricultural Economics Association; Department of Agricultural and Natural Resource Economics, North Carolina State University; Annual Meeting of the Association of Cooperative Educators; NCERA-210, Regional Research Group on Agricultural Cooperatives

**2007.** Department of Agricultural and Natural Resource Economics, University of Nevada, Reno; Annual Meeting of the American Agricultural Economics Association; Annual Meeting of the Wisconsin Federation of Cooperatives; Annual Meeting of the Ohio Cooperative Council; Annual Meeting of the Canadian Association for Studies in Cooperation; NCERA-210, Regional Research Group on Agricultural Cooperatives

**2005.** MTT Agrifood Research Finland, Helsinki, Finland; Helsinki Center for Economic Research

**2003.** Department of Agricultural and Resource Economics, North Carolina State University; Department of Agricultural, Environmental, and Development Economics, Ohio State University; Royal Agricultural University, Copenhagen, Denmark; Annual Meeting of the American Agricultural Economics Association

**2002.** Workshop on Contracts in Agriculture, Annapolis, MD

**2001.** Annual Meeting of the American Agricultural Economics Association; Royal Agricultural University, Copenhagen

**2000.** Workshop on Contracts in Agriculture, Royal Agricultural University, Copenhagen, Denmark; Annual Meeting of the American Agricultural Economics Association, Tampa, Florida; Annual meeting of the American Agricultural Economics Association; Workshop on Contracting in Agricultural Markets, Economic Research Service; Workshop on Industrial Organization in the Food Industry, Toulouse, France

**1999.** Winter Meeting of the American Association of Agricultural Economics; University of Saskatchewan

**1998.** Annual Meeting of the Food Distribution and Research Society; Winter Meeting of the American Agricultural Economics Association

**1997.** Annual Meeting of the American Agricultural Economics Association

**1996.** Annual Meeting of the American Agricultural Economics Association

*Last updated: July 15, 2011*