

CURRICULUM VITAE

(As of February 15, 2009)

BRUCE L. JONES

I. FORMAL EDUCATION

B.S., Accountancy, University of Illinois-Urbana, 1976 (Honors)

M.S., Agricultural Economics, University of Illinois-Urbana, 1978

Thesis: Factors Affecting the Borrowing Potential of
Farmers in East-Central Illinois

Ph.D., Agricultural Economics, University of Illinois-Urbana, 1984

Dissertation: Capitalization Methods of Production Credit
Associations and Their Impacts on Borrower's Costs

II. POSITIONS HELD

1998-
present University of Wisconsin-Madison
Professor and Extension Specialist in the Department of Agricultural and Applied
Economics with extension (75%), research (15%), and instruction (10%)
responsibilities.

1995-
2000 University of Wisconsin-Madison
Director, Center for Dairy Profitability, with administration (25%), extension
(49%), research (16%) and instruction (10%) responsibilities

1990-
1998 University of Wisconsin-Madison
Associate Professor and Extension Specialist in the Department of Agricultural
Economics with extension (75%), research (15%) and instruction (10%)
responsibilities

1984-
1990 University of Wisconsin-Madison
Assistant Professor and Extension Specialist in the Department of Agricultural
Economics with extension (75%), research (15%) and instruction (10%)
responsibilities

- 1982-1984 University of Illinois-Urbana
Graduate Research Assistant in the Department of Agricultural Economics responsible for analyzing the capitalization activities of production credit associations.
- 1982-1984 Agricultural Education and Consulting, Champaign, IL
Office Manager and Consultant with responsibilities for preparing educational materials and composing magazine columns.
- 1981-1982 University of Illinois-Urbana
Research Associate in the Department of Agricultural Economics responsible for coordinating the development of a computerized farm record system for the Illinois Farm Business Farm Management Association.
- 1980-1981 University of Illinois-Urbana
Research Associate in the Department of Agricultural Economics responsible for analyzing farm record systems.
- 1978-1980 Blackhawk Production Credit Association, Freeport, IL
Loan officer and branch office manager responsible for making and supervising loans to farmers and agri-businesses.
- 1977 Farm Credit Administration, Washington, D.C.
Summer intern responsible for assessing the availability and usefulness of the data the FCA received from district farm credit banks.
- 1976-1977 University of Illinois-Urbana
Graduate Research Assistant in the Department of Agricultural Economics responsible for determining what factors affect the credit availability of farmers.

III. HONORS AND AWARDS

Wisconsin Farm Bureau Federation's Award for Distinguished Service to Wisconsin Agriculture, December 2004

AgSource Cooperative Services' "Friend of the Cooperative Award", 2001

College of Agricultural and Life Sciences' Pound Extension Award, 1994

Agricultural Stabilization and Conservation Services - USDA; Certificate of Appreciation for Assistance on 1993 Disaster and Feed Assistance Programs, 1993

University of Wisconsin - Extension Award for Excellence, 1991

Wisconsin County Agent Association "Second Mile Award" for exceptional service, 1991

Epsilon Sigma Phi (National Honorary Extension Fraternity), 1990

College of Agricultural and Life Sciences Advisor Award of Merit, 1990

Agricultural Stabilization and Conservation Services - USDA; Certificate of Appreciation for Assistance on 1988 Drought Program, 1990

Illinois Bankers' Association Agricultural Finance Scholarship, 1981

Hunter Fellowship, University of Illinois, College of Agriculture Award for Academic Excellence, 1981-1982

Gamma Sigma Delta (Agricultural Honor Society), University of Illinois, 1977

George Huff Award, University of Illinois, 1976

(Award to those earning varsity letter and maintaining a grade point average of 4.0 or better on a 5.0 scale.)

IV. PUBLICATIONS

A. Journal Articles

Deller, Steven C., Gould, Brian W. and Jones, Bruce. (2003) . "Agriculture and Rural Economic Growth," Journal of Agricultural and Applied Economics 35,3, (December 2003), pp. 517-527.

Chavas, Jean-Paul and Jones, Bruce. (1993) . "An Analysis of Land Pricing Under Risk," Review of Agricultural Economics, (July 1993), pp. 351-366.

Poe, Gregory and Jones, Bruce. (1992). "Profitability, Technical Efficiencies and Economies of Size: Results from a Study of Wisconsin Dairy," Journal of American Society of Farm Managers and Rural Appraisers 56, (May 1992), pp. 73-91.

Jones, Bruce L. (1988). "Cash Price Equivalents for Seller Financed Land Purchases," Journal of American Society of Farm Managers and Rural Appraisers 52 (April 1988), p. 19-23.

Jones, Bruce L. (1986). "A Model of Cooperative Finance: Comment," American Journal of Agricultural Economics 68, p. 170-172.

Jones, Bruce L. and Barry, Peter J. (1986). "Impacts of Production Credit Association

Capitalization Policies on Borrowers' Costs," Agricultural Finance Review 46, p. 15-26.

Jones, B. L., Sonka, S. T., and Mazzocco, M. A. (1982). "Agricultural Record Systems and the Information Needs of Farmers and Lenders," Agricultural Finance Review 42, p. 40-45.

Jones, B. L., Sonka, S. T., Dixon, B. L., and Frey, T. L. (1981). "Liquidity Management: A Key Element in Determining Operating Credit Availability," Farm Credit Administration Research Journal 4, p. 26-30.

Sonka, S. T., Dixon, B. L., and Jones, B. L. (1980). "Impact of Farm Financial Structure on the Credit Reserve of the Farm Business," American Journal of Agricultural Economics 62, p. 565-570.

Jones, B. L., and Sonka, S. T. (1978). "Characteristics of Agricultural Lenders in East-Central Illinois," Illinois Agricultural Economics, July 1978, p. 8-11.

B. Books/Chapters in Books

Luening, R. A. and Jones, B. L. (1989). "Characteristics of U.S. Farm Managers," 1989 Yearbook of Agriculture: Farm Management, United States Department of Agriculture, pp. 12-14.

C. Other Peer Reviewed Papers

Jones, Bruce L. (1987). "Services at Cost Through Patronage Refunds: An Alternative Approach," American Journal of Agricultural Economics 69, p. 1091. (Abstract of 12 page paper selected for the American Agricultural Economics Association 1987 summer meeting).

Jones, B. L. (1986). "Farmer Transition Programs: A Positive Response to Farmers' Financial Problems," Economic Issues 96, Department of Agricultural Economics, College of Agricultural and Life Sciences, University of Wisconsin-Madison, 4 pp.

Mindock, Kevin; Groves, Frank; Jones, Bruce; and Klemme, Richard (1987). "Management of Accounts Receivable," College of Agricultural and Life Sciences Research Reports (R3402) University of Wisconsin-Madison, 16 pp.

D. Proceedings

- Jones, Bruce L. (2007). "What Can I Afford To Pay For Land?" 2007 Arlington Dairy Days Proceedings, UW-Madison Department of Dairy Science, December 2007, (<http://www.wisc.edu/dysci/events/ADD%20event%20proceedings/Bruce%20Jones.ppt>)
- Jones, Bruce L. (2001). "Cow Longevity and Optimal Culling Decisions in Dairy Operations" 2001 Arlington Dairy Days Proceedings, UW-Madison Department of Dairy Science, December 2001, 13 pp. (www.wisc.edu/dysci/uwex/brochures/arlingtondday01.pdf)
- Jones, Bruce L. (2001). "Economic Consequences of Extending the Calving Intervals of Multiparous Dairy Cows" 2001 Arlington Dairy Days Proceedings, UW-Madison Department of Dairy Science, December 2001, 16 pp. (www.wisc.edu/dysci/uwex/brochures/arlingtondday01.pdf)
- Jones, Bruce L. (1999). "Growth in Dairy Farms: The Consequences of Taking Big Steps or Small Ones When Expanding," Positioning for the Future: Expanding Dairy Profitability Through Strategic Growth (Proceedings for the 1999 Four State Dairy Extension Conference), MidWest Plan Service, Ames, IA., March 1999, 7 pp.
- Jones, Bruce L. (1998). "Capital Management: An Overview of What a Manager Needs to do When Managing Capital Resources," Proceedings for the 1998 Midwest Dairy Management Conference, Minneapolis, MN, August 1998, 14 pp.
- Jones, Bruce L. (1998). "How Do I Decide What Is Right For Me," Proceedings for the 1998 Four State Dairy Extension Conference, Madison, WI & New Ulm, MN, April 1998, 11 pp.
- Jones, Bruce L. (1996). "Business Arrangements for Dairy Operations: The Pros and Cons of Various Alternatives," Proceedings for the 1996 Professional Dairy Management Seminar, June 1996, 15 pp.
- Jones, Bruce L. and Heffernan, William D. (1987). "Educational and Social Programs as Responses to Farm Financial Stress," Agricultural Finance Review 47 (Special Issue), p. 148-155.
- Jones, Bruce L. and Barry, Peter J. (1985). "The Effects of PCA Capitalization Policies on Farmers' Borrowing Costs," Financial Markets for Agriculture: Macro, Institutional, and Policy Issues, Proceedings of a Seminar Sponsored by North Central Regional Project NC-161, October 31-November 1, 1984, St. Louis, Missouri, pp. 53-76.

E. Staff Papers, Newsletters and Departmental Mimeos

Jones, Bruce (2008) "The Milk:Feed Ratio As An Indicator Of Dairy Earnings.", *Dairy Team News*, Cooperative Extension, University of Wisconsin-Extension, June 2008 (<http://dairyteam.uwex.edu/index.cfm?entry=DFADB041-D319-7688-161C274D9FA0CF1C&mode=entry>).

Jones, Bruce (2008) "Does It Pay To Feed High Priced Corn To Dairy Cows?", *Dairy Team News*, Cooperative Extension, University of Wisconsin-Extension, June 2008 (<http://dairyteam.uwex.edu/index.cfm?entry=E6FD5E3B-AE39-2DA6-5C74E678DB75A760&mode=entry>). (501 views)

Jones, Bruce (2008) "Direct and Counter-Cyclical Payments", *2008 Farm Bill: Wisconsin Focus*, Dept. of Agricultural & Applied Economics, College of Agricultural & Life Sciences, University of Wisconsin-Madison; Cooperative Extension, University of Wisconsin-Extension, June 2008 (http://future.aae.wisc.edu/publications/farm_bill/Title_I_Crops.pdf).

Jones, Bruce (2008) "Payment Limitations", *2008 Farm Bill: Wisconsin Focus*, Dept. of Agricultural & Applied Economics, College of Agricultural & Life Sciences, University of Wisconsin-Madison; Cooperative Extension, University of Wisconsin-Extension, June 2008 (http://future.aae.wisc.edu/publications/farm_bill/TitleI_Payment_Limitations.pdf).

Jones, Bruce (2008) "Conservation", *2008 Farm Bill: Wisconsin Focus*, Dept. of Agricultural & Applied Economics, College of Agricultural & Life Sciences, University of Wisconsin-Madison; Cooperative Extension, University of Wisconsin-Extension, June 2008 (http://future.aae.wisc.edu/publications/farm_bill/Title_II.pdf).

Jesse, Ed, Bruce Jones, and Paul Mitchell (2008) "Farm Bill Update", Edward V. Jesse. ed. Status of Wisconsin Agriculture, 2008. Madison: Dept. of Agricultural & Applied Economics, College of Agricultural & Life Sciences, University of Wisconsin-Madison; Cooperative Extension, University of Wisconsin-Extension, January 2008.

Jones, Bruce (2008) "Farm Inputs and Services", Edward V. Jesse. ed. Status of Wisconsin Agriculture, 2008. Madison: Dept. of Agricultural & Applied Economics, College of Agricultural & Life Sciences, University of Wisconsin-Madison; Cooperative Extension, University of Wisconsin-Extension, January 2008.

- Jones, Bruce (2007) "Farm Inputs, Credit, and Land Rents", Edward V. Jesse. ed. Status of Wisconsin Agriculture, 2007. Madison: Dept. of Agricultural & Applied Economics, College of Agricultural & Life Sciences, University of Wisconsin-Madison; Cooperative Extension, University of Wisconsin-Extension, January 2007.
- Jones, Bruce (2006) "Farm Production Resources", Edward V. Jesse. ed. Status of Wisconsin Agriculture, 2006. Madison: Dept. of Agricultural & Applied Economics, College of Agricultural & Life Sciences, University of Wisconsin-Madison; Cooperative Extension, University of Wisconsin-Extension, January 2006.
- Jesse, Ed and Jones, Bruce L. (2005) "Status of the Wisconsin Farm Economy", Edward V. Jesse. ed. Status of Wisconsin Agriculture, 2006. Madison: Dept. of Agricultural & Applied Economics, College of Agricultural & Life Sciences, University of Wisconsin-Madison; Cooperative Extension, University of Wisconsin-Extension, January 2005.
- Jones, Bruce (2005) "Farm Production Resources", Edward V. Jesse. ed. Status of Wisconsin Agriculture, 2005. Madison: Dept. of Agricultural & Applied Economics, College of Agricultural & Life Sciences, University of Wisconsin-Madison; Cooperative Extension, University of Wisconsin-Extension, January 2005.
- Jones, Bruce L. (2004). "Farm Inputs, Credit, and Land, " Status of Wisconsin Agriculture, 2004, University of Wisconsin Dept. of Ag & App Econ., February 2004, 5 pp.
- Jesse, E. V. and Jones, Bruce L. (2004). "Financial Situation in the Wisconsin Farm Economy," Status of Wisconsin Agriculture, 2004, University of Wisconsin Dept. of Ag & App Econ., February 2004, 4 pp.
- Jesse, Ed and Jones, Bruce (2003). "Cost of producing Milk: A Comparison by State." Marketing and Policy Briefing Paper No. 84, UW-Madison Dept of Agricultural and Applied Economics, November 2003, 9 pp.
- Jones, Bruce L. (2003). "Farm Inputs, Credit, and Land ," Status of Wisconsin Agriculture, 2003, University of Wisconsin Department of Agriculture and Applied Economics, February 2003, 5 pp.
- Jones, Bruce L. and Jesse, E. V. (2003). "Financial Situation in the Wisconsin Farm Economy ," Status of Wisconsin Agriculture, 2003, University of Wisconsin Department of Agriculture and Applied Economics, February 2003, 6 pp.
- Jones, Bruce L. (2002). "The Potential for Growth in Wisconsin Milk Production, "

UW-Madison Dept of Agricultural and Applied Economics Staff Paper No. 449,
May 2002, 12p.

- Jones, Bruce L. (2002). "A Review of Wisconsin's Farmland Use-Value Assessment Program," Status of Wisconsin Agriculture, 2002, University of Wisconsin Department of Agriculture and Applied Economics, February 2002, 6 pp.
- Jones, Bruce L. (2002). "Farm Inputs, Credit, and Land ," Status of Wisconsin Agriculture, 2002, University of Wisconsin Department of Agriculture and Applied Economics, February 2002, 4 pp.
- Jones, Bruce L. and Jesse, E. V. (2002). "Financial Situation in the Wisconsin Farm Economy ," Status of Wisconsin Agriculture, 2002, University of Wisconsin Department of Agriculture and Applied Economics, February 2002, 4 pp.
- Deller, Steven and Jones, Bruce L. (2001). "The Wisconsin Agricultural Economy: A Broader Perspective," Status of Wisconsin Agriculture, 2001, University of Wisconsin Department of Agriculture and Applied Economics, January 2001, 6 pp.
- Jones, Bruce L. (2001). "Outlook for Farm Production Inputs," Status of Wisconsin Agriculture, 2001, University of Wisconsin Department of Agriculture and Applied Economics, January 2001, 5 pp.
- Jones, Bruce L. (2001). "Financial Situation in the Wisconsin Farm Economy," Status of Wisconsin Agriculture, 2001, University of Wisconsin Department of Agriculture and Applied Economics, January 2001, 7 pp.
- Jones, Bruce L. (2000). "Economic Consequences of Extending the Calving Intervals of Dairy Cows Treated with Recombinant Bovine Somatotropin," University of Wisconsin Center for Dairy Profitability Web Site (www.wisc.edu/dairy-profit/), April 2000. 15 pp.
- Jones, Bruce L. (2000). "Leasing as an Option for Acquiring Assets," University of Wisconsin Center for Dairy Profitability Web Site (www.wisc.edu/dairy-profit/), April 2000. 7 pp.
- Jones, Bruce L. (2000). "Wisconsin Enterprise Budgets for Parlor/Free-Stall Dairy Systems," University of Wisconsin Center for Dairy Profitability Web Site (www.wisc.edu/dairy-profit/). May 2000. 59 pp.
- Jones, Bruce L. (1997). "Farm Credit Outlook," Status of Wisconsin Agriculture, 1997, University of Wisconsin Department of Agriculture and Applied Economics, February 1997, 7 pp.

- Jones, Bruce L. (1996). "Farm Credit Outlook," Status of Wisconsin Agriculture, 1996, University of Wisconsin Department of Agriculture and Applied Economics, February 1996, 3 pp.
- Jones, Bruce L. (1996). "Farm Credit Outlook," Status of Wisconsin Agriculture, 1996, University of Wisconsin Department of Agriculture and Applied Economics, February 1996, 3 pp.
- Saupe, William , Jones, Bruce L., et al. (1995). Status of Wisconsin Farming, 1995, University of Wisconsin Department of Agricultural Economics, February 1995, 3 pp. (Jones responsible for section on credit.)
- Saupe, William , Jones, Bruce L., et al. (1994). Status of Wisconsin Farming, 1994, University of Wisconsin Department of Agricultural Economics, February 1994, 4 pp. (Jones responsible for section on credit.)
- Saupe, William , Jones, Bruce L., et al. (1993). Status of Wisconsin Farming, 1993, University of Wisconsin Department of Agricultural Economics, February 1993, 5 pp. (Jones responsible for sections on farm inputs and credit.)
- Jones, Bruce L. (1992). "The Warehousekeepers and Grain Dealers Security Act and Its Implication for Wisconsin Grain Producers," Managing the Farm, November 1992, 4 pp.
- Jones, Bruce L., et al. (1992). "Preview of the 1993 Outlook," Managing the Farm, September 1992.
- Jesse, E. V., Jones, Bruce L., et al. (1992). Status of Wisconsin Farming, 1992, University of Wisconsin Department of Agricultural Economics, January 1992, 5 pp. (Jones responsible for sections on farm inputs and credit.)
- Jones, Bruce L. (1991). "Potential for Financial Stress in Wisconsin Dairy Farms in 1991," Managing the Farm, Vol. XXIV, No. 1, 1991, 7 pp.
- Jesse, E. V., Jones, Bruce L., et al. (1991). Status of Wisconsin Farming, 1991, University of Wisconsin Department of Agricultural Economics, January 1991, 8 pp. (Jones responsible for sections on dairy farm stress, farm inputs and credit.)
- Romstad, Thomas, Jones, Bruce, and Saupe, William. (1990). "Measuring the Financial Positions of Dairy Farms," Managing the Farm, Vol. XXIII, No. 4, 1990, 5 pp.
- Jones, Bruce L. (1990). "HOGMARK: A Template for Determining the Optimal Market Weight for Market Hogs," Managing the Farm, Vol. XXIII, No. 8, 1990, 5 pp.

- Zepeda, Lydia, Jones, Bruce, et al. (1990). "A Preview of the 1990 Outlook," Managing the Farm, Vol. XXIII, No. 9, 1990, 5 pp. (Jones authored sections on farm income, credit inputs, and land values.)
- Jones, Bruce. (1990). "Profitability and Cash Flows for Dairy Enterprises," Managing the Farm, Vol. XXIII, No. 10, 1990, 5 pp.
- Jesse, E. V., Jones, Bruce L., et al. (1990), Status of Wisconsin Farming, 1990, University of Wisconsin Department of Agricultural Economics, January 1990, 5 pp. (Jones responsible for sections on farm inputs and credit.)
- Jesse, E. V., Jones, Bruce L., et al. (1989), Status of Wisconsin Farming, 1989, University of Wisconsin Department of Agricultural Economics, January 1989, 7 pp. (Jones responsible for sections on farm inputs and credit and the section on the 1985 Farm Bill and the drought which was co-authored with G. Campbell.)
- Jones, Bruce L. (1988). "MAXALLO3.WKS: A Computerized Worksheet for Allocating Crop Losses Between the A.S.C.S. Disaster Assistance and Feed Assistance Programs," University of Wisconsin Agricultural Economics Staff Paper (296), 16 pp.
- Jones, Bruce L. and Ostrowski, Gerald R. (1988). "The Financial Characteristics of Selected Wisconsin Farms in 1985 and 1986," University of Wisconsin Agricultural Economics Staff Paper (295), 27 pp. (Based on Ostrowski thesis, Jones wrote 90%).
- Jones, Bruce L. (1988). "Disaster Payments on 1988 Crop Losses," University of Wisconsin Agricultural Economics Staff Paper (294), 8 pp.
- Jones, Bruce L. (1988). "Decision Aids for Heifer Replacement Decisions," University of Wisconsin Agricultural Economics Staff Paper (293), 13 pp.
- Jones, B. L., Jesse, E. V., et al. (1988). Status of Wisconsin Farming, 1988, University of Wisconsin Department of Agricultural Economics, February 1988. (Jones responsible for sections on farm inputs and credit.) 1 page.
- Jones, Bruce L. (1987). "Attracting Equity Capital for Agriculture," University of Wisconsin Agricultural Economics Staff Paper, (272), 13 pp.
- Jones, Bruce L. (1987). "An Analysis of the Land Liquidation Program of the Farm Credit Service of St. Paul," University of Wisconsin Agricultural Economics Department Staff Paper (267), 12 pp.
- Jones, B. L., Jesse, E. V., et al. (1987). Status of Wisconsin Farming, 1987, University

of Wisconsin Department of Agricultural Economics, February 1987. (Jones authored section on credit outlook and wrote piece describing the financial condition of the Farm Credit System.) 5 pp.

Jones, B. L., et al. (1986). "Outlook," Managing the Farm, Vol. XIX, No. 6, 1986.

Jones, B. L. (1986). "Recent Trends in Commercial Bank Non-Real Estate Farm Lending," University of Wisconsin Agricultural Economics Department Staff Paper, (253), 10 pp.

Jones, B. L. (1986). "A Review of the Farm Credit Systems 1984-85 Financial Reports," University of Wisconsin Agricultural Economics Department Staff Paper, (254), 11 pp.

Jones, B. L. (1986). "The Incidence of Financial Stress in U.S. Farms," University of Wisconsin Agricultural Economics Department Staff Paper, (255), 8 pp.

Jones, B. L. (1986). "Capital Acquisition and Redemption Strategies For Cooperatives: The Search for an Equitable Strategy," UCC Occasional Paper (7), University of Wisconsin, Center for Cooperatives, 40 pp.

Jones, B. L., Jesse E. V., et al. (1986). Financial Status of Wisconsin Farming, 1986, University of Wisconsin Department of Agricultural Economics, February 1986. (Jones authored section on federal and state credit options and wrote the section on transition programs for exiting farmers. Jones wrote 5 pp.)

Jones, B. L. and P. J. Barry. (1984). "The Effects of PCA Capitalization Policies on Farmers' Borrowing Costs," University of Wisconsin Agricultural Economics Department Staff Paper, (229), 21 pp. (Jones wrote approximately 90% of this paper).

Jones, B. L. and P. J. Barry. (1984). "The PCA Financial Operations Model," University of Illinois Agricultural Economic Department Staff Paper, (84 E301), 24 pp. (Jones wrote 90% of this paper).

Jones, B. L. (1984). "Financial Trends and Developments," Managing the Farm, Vol. XVII, No. 7, 1984.

Jones, B. L. (1984) "Are Leverage and High Interest Rates the Real Causes of Agriculture's Financial Woes?" Managing the Farm; Vol. XVII, No. 6, 1984.

F. Popular Press Articles

- Jones, Bruce L. (2009). "Does it pay to buy vs. rent?" Dairy Herd Management, January 2009, 1 pg.
- Jones, Bruce L. (2008). "Don't blindly cut back on feed cost." Dairy Herd Management, September 2008, 1 pg.
- Jones, Bruce L. (2008). "Forage Economics With High Grain Prices." Forage Focus, Midwest Forage Association, May 2008, 2 pg.
- Jones, Bruce L. (2008). "Avoid "century-farm syndrome"." Dairy Herd Management, May 2008, 1 pg.
- Jones, Bruce L. (2008). "Invest your profits wisely." Dairy Herd Management, January 2008, 1 pg.
- Jones, Bruce L. (2007). "Competition remains strong for farmland." Hoard's Dairyman, October 25, 2007, 1 pg.
- Jones, Bruce L. (2007). "Consider financing options carefully." Dairy Herd Management, September 2007, 1 pg.
- Jones, Bruce L. (2007). "Understanding risk vs. return." Dairy Herd Management, May 2007, 1 pg.
- Jones, Bruce L. (2007). "Look beyond net farm income." Dairy Herd Management, January 2007, 1 pg.
- Jones, Bruce L. (2006). "Accounting software is not enough." Dairy Herd Management, June 2006, 1 pg.
- Jones, Bruce L. (2006). "Gauge the impact of higher interest rates." Dairy Herd Management, January 2006, 1 pg.
- Jones, Bruce L. (2005). "Are farmland values booming?" Dairy Herd Management, June 2005, 1 pg.
- Jones, Bruce L. (2005). "Guest Column: Savings of tax deferral won't grant lasting relief." Wisconsin State Journal, February 2005.
- Jones, Bruce L. (2004). "Don't forget to manage your liquidity," Dairy Herd Management, January 2005, 1 pg.
- Jones, Bruce L. (2004). "It's time to change how we evaluate financial performance," Dairy Herd Management, June 2004, 1 pg.
- Jones, Bruce L. (2003). "How to put options to work" Dairy Herd Management, June

2003, 1 pp.

Jones, Bruce L. (2003). "Don't cut cost at the expense of profitability" Dairy Herd Management, January 2003, 1 pp.

Jones, Bruce L. (2002). "Use Cash Reserves Wisely" Dairy Herd Management, February 2002, 1 pp.

Jones, Bruce L. (2001). "Guest Column: Give homeowners the same income-based tax treatment as farmers ." Wisconsin State Journal, August 2001.

Jones, Bruce L. (2001). "Learn Lessons From Past" Dairy Herd Management, August 2001, 1 pp.

Jones, Bruce L. (2001). "Sell or Rent?" Dairy Herd Management, February 2001, 2 pp.

Jones, Bruce L. (2000). "Managing For Shorter Calving Intervals." Horizons, September/October 2000, 3 pp.

Jones, Bruce L. (2000). "Begin Thinking Marginally." Dairy Herd Management, August 2000, 2 pp.

Jones, Bruce L. (2000). "Guest Column: No Question Farmers Are Treated Unfairly ." Wisconsin State Journal, January 10, 2000.

Jones, Bruce L. (1999). "The Economics of Farming: Land Rich, Cash Poor." Common Ground (Vol II, No. 3), Fall 1999, 2 pp.

Jones, Bruce L. (1999). "Some Thoughts About Dairy Modernization and Expansion in Wisconsin." Midwest Dairy Business, September/ October 1999, 2 pp.

Jones, Bruce L. (1999). "'How Children Can Join The Business.'" Dairy Herd Management, February 1999, 1 pp.

Jones, Bruce L. (1998). "What's The Cost Of Extended Calving Intervals?" Dairy Herd Management, September 1998, 1 pp.

Jones, Bruce L. (1998). "Should I Grow? By How Much?" Dairy Herd Management, April 1998, 1 pp.

Jones, Bruce L. (1997). "Family Living Expenses: What's the Right Amount ?" Dairy Herd Management, September 1997, 1 pp.

Jones, Bruce L. (1997). "Tools for Profit: Consider a 'Blended' Loan," Dairy Herd Management, April 1997, 1 pp.

Jones, Bruce L. et. al. (1997) "Dairy Profit Navigator," Wisconsin Agriculturist; January

1997, 12 pp. (Jones authored 25 percent of this booklet)

Jones, Bruce L., et al , (1992). "Staying Competitive in The Dairy Business," Dairy Illustrated (September 1992) , 3 pp. (Jones authored 50 percent of the material used in this article)

Jones, Bruce L. (1988). "Cows, Stocks, and Bonds," Dairy Herd Management, (May 1988), pp. 28-35.

Jones, Bruce L. (1985). "Exploring a Trend: Low Farm Income Hurting PCA's Loan Quality," Agri-Finance (27), p. 34.

G. Other Written Works

Jones, Bruce and Barnett Ken (2008) "Wisconsin Dairy Enterprise Planning Budget for 2008", *Dairy Team News*, Cooperative Extension, University of Wisconsin-Extension, June 2008
(<http://dairyteam.uwex.edu/index.cfm?entry=E6FD5E3B-AE39-2DA6-5C74E678DB75A760&mode=entry>).

Jones, Bruce L. (2005). Dairy Cow Investment Analyzer, An Excel spreadsheet used to determine the profitability of dairy cow investment options and the cost of financial leasing options for dairy cows. September 2005

Jones, Bruce L. (2005). BUILDINGRENTALVALUEV2.XLS, An Excel spreadsheet for estimating the rental value of dairy barns and other farm buildings. May 2005.

Jones, Bruce L. (2005). LandBidEvaluator, An Excel spreadsheet to be used to estimate a bid price for farm land developed for Western Wisconsin Lenders Conference. January 2005.

Jones, Bruce L. (2004). Heifer Population Rates, An Excel spreadsheet for computing number of heifers needed to maintain herd size. August 2004

Jones, Bruce L. (2002). CropProgram2002V2 An EXCEL spreadsheet to be used to estimate crop program benefits of the 2002 Farm Bill Crop Program -- Revised October 2002.
<http://www.aae.wisc.edu/jones/Presentations/Spreadsheets/CropProgram2002V2.13.xls>

Jones, Bruce L. (2002). "The Changing Dairy Industry: A Comparison of Recent Trends In Wisconsin Milk Production To Those In the US and Selected Dairy States." (A paper detailing changes in cow numbers, milk per cow, and total milk production in Wisconsin, the US, and selected dairy states. One of the findings of this paper is that Wisconsin milk production is projected to grow at roughly the same rate as is

projected for most other dairy states.) June 2002. 13 pp
 (<http://www.aae.wisc.edu/jones/Presentations/Wisc&TotalDairyTrends.pdf>)

- Jones, Bruce L. (2000). LEASEVBUY.XLS A computerized spreadsheet used to compare the costs of a financial lease with a credit financed purchase arrangement.
- Jones, Bruce L. and Williams, David (1999) "Selecting and Using Management Consultants," (A pamphlet for producers and others who are interested in using the services of consultants), Center For Dairy Profitability, April 1999, 1 pp.
- Jones, Bruce L. (1997) "Growth in Dairy Farms," A paper used for a dairy ETN with county agents , November 1997, 4 pp.
- Jones, Bruce L. (1997) "Financial Status of Wisconsin Dairy Farms: 1996," A paper prepared as a part of a presentation delivered at the Northeast Wisconsin Farm Management Update in Appleton, WI. , November 1997, 4 pp.
- Jones, Bruce L. (1997) "The Wisconsin Farm Real Estate Market: The Prospects For More Gains in Farm Real Estate Values," a paper prepared for county extension agents highlighting recent developments in real estate values, July 1997, 4 pp.
- Jones, Bruce L. (1997) " Tax Credits for Wisconsin Farms," a paper prepared for persons at the Wisconsin Department of Commerce wanting an analysis of tax credit options, March 1997, 3 pp.
- Jones, Bruce L. (1996) PARLSIZE: A computerized spreadsheet used to estimate the costs of various sized milking parlors.
- Jones, Bruce L. (1996) EXPANMDL: A computerized spreadsheet for analyzing the costs, returns, and financial operations of various dairy farm systems.
- Jones, Bruce L. (1996) "The Effects of Milk Prices and Corn Prices on the Profitability of Feeding Corn to Dairy Cows," A note distributed to Wisconsin county agents, May 1996, 4 pp.
- Jones, Bruce L. (1995) "An Overview of Credit Conditions in Wisconsin Agriculture," Testimony presented to the Joint Subcommittee on Agriculture Finance and Reinvestment of the Wisconsin Legislature, March 1995, 7 pp.
- Jones, Bruce L. (1993). "Direct Marketing Corn, Soybeans, and Other Livestock Feeds," An information paper presenting some things that need to occur when producers buy and sell crops direct with other farmers. This paper was written in response to the demands of county agents.
- Jones, Bruce L. (1993). "Financial Characteristics of Selected Wisconsin Dairy Farms," An information paper presenting some results of an analysis of a group of

Wisconsin dairy farms. This paper was written for Farm Credit Services and then distributed to county agents and other agricultural professionals.

- Jones, Bruce L. (1993). "Farm Property Tax Issues," An information paper presenting some facts about the property tax situation of Wisconsin farms. This paper was authored at the request of the Wisconsin Pork Producers. This paper was distributed to legislators and farm groups like the Wisconsin Farm Bureau.
- Jones, Bruce L. (1993). "Food Stamp Programs For Farm Families," A position paper detailing a plan for modifying the food stamp requirements for farm families. This paper was authored at the request of Wisconsin Farmers Foundation, Inc., Milwaukee Wisc..
- Jones, Bruce L. (1993). ASCS9301.EXE A computerized spreadsheet for analyzing the 1993 A.S.C.S. Disaster and Livestock Feed Assistance Programs. This spreadsheet was distributed to county extension agents and ASCS personnel in Wisconsin, Iowa, Minnesota, and Michigan who helped producers evaluate their options for collecting disaster benefits.
- Jones, Bruce L. (1993). GOVPROG93.WKS A computerized spreadsheet for analyzing the 1993 A.S.C.S. Feed Grain Program. The spreadsheet was distributed to county extension agents who helped farmers become knowledgeable of their options under the federal farm program.
- Jones, Bruce L. (1992). GOVPROG92.WKS A computerized spreadsheet for analyzing the 1992 A.S.C.S. Feed Grain Program. The spreadsheet was distributed to county extension agents who helped farmers become knowledgeable of their options under the federal farm program.
- Jones, Bruce L. (1991). GOVPROG91.WKS A computerized spreadsheet for analyzing the 1991 A.S.C.S. Feed Grain Program. The spreadsheet was distributed to county extension agents who helped farmers become knowledgeable of their options under the federal farm program.
- Jones, Bruce L. (1991). REFIN.WKS A computerized spreadsheet for determining the costs and benefits of refinancing real estate mortgages and other loans.
- Jones, Bruce L. (1991). RESTRUCT.WKS. A computerized spreadsheet for assessing the options for restructuring non-performing farm loans.
- Jones, Bruce L. (1991). ASSESS.WKS. A computerized spreadsheet for analyzing the Dairy Assessment Program which was implemented in the spring of 1991.
- Jones, Bruce L. (1990). SWINE.WKS. A computerized swine enterprise budget for estimating the cost and returns from swine production activities.
- Jones, Bruce L. (1990). DAIRY.WKS A computerized dairy enterprise budget for estimating the cost and returns from dairy production activities.

- Jones, Bruce L. (1990). HOGMARK.WKS A computerized spreadsheet for estimating the optimal marketing weight for market hogs.
- Jones, Bruce L. (1990). WBA129.WKS A computerized spreadsheet prepared for the Wisconsin Bankers Association which is used to prepare financial statements and compute selected measures of a farm business' financial performance.
- Jones, Bruce L. (1989). GOVPROG.90 A computerized spreadsheet for analyzing the financial consequences of participating in the 1990 A.S.C.S. Feed Grain Program.
- Jones, Bruce L. (1988). FEDDOWN2.WKS A computerized spreadsheet used to estimate when farmers' A.S.C.S. emergency feed benefits will be at a maximum. This spreadsheet was distributed to county agents on December 10, 1988.
- Jones, Bruce L. (1988). MAXALLO3.WKS A computerized spreadsheet that optimally allocates farmers' crop losses between the A.S.C.S.'s disaster assistance and emergency feed assistance programs. This spreadsheet was adopted by the Wisconsin A.S.C.S. on November 10, 1988.
- Jones, Bruce L. (1988). PRPART2.WKS, PRNPART2.WKS, AND NONPRO2.WKS Three computerized spreadsheets used to estimate farmers' disaster payments under the A.S.C.S. disaster assistance program. These spreadsheets were made available to county agents on September 8, 1988.
- Jones, Bruce L. (1988). The Dryline UWEX-CES special newsletter on drought management strategies. The following articles were authored by Jones for this newsletter:
- a) "C.R.O.P. Loans for Drought Victims," Vol. 1, 1, June 29, 1988
 - b) "Feed Purchase Decisions for Drought Victims," Vol. 1, 3, July 15, 1988
 - c) "Drought Assistance Program," Vol. 1, 9, August 26, 1988.
- Jones, Bruce L. (1986). DAIRY TERMINATION PROGRAM A computer program, written in BASIC computer language, used to determine what bid a dairy farmer should submit under the federal government's 1986 dairy termination program. This computer software and a 10 page paper explaining the program was distributed to county extension agents in February 1986.
- Finding Your Competitive Advantage in Agriculture: A Teacher's Guide, Feb. 1988, A collection of written materials, case studies, and computer programs developed by a special Federal Extensive Service Task Force. (Jones' contributions were three case studies [36 pp.] and a computer program that is used to generate case study examples.)

V. SEMINARS, LECTURES, WORKSHOPS AND OTHER PRESENTATIONS

NATIONAL AND REGIONAL

- "Why Inflation Affects Dairy and Custom Heifer Operations Differently," Presentation given at the annual national conference of the Dairy Calf and Heifer Association, Mayo Civic Center, Rochester, Minn., April 2008,
- "Financial Analysis of Heifer Replacement Options," Presentation given at the annual national conference of the Professional Dairy Heifer Growers Association as a part of a case study analysis coordinated by Monsanto Inc., Seattle, WA., March 2001.
- "Key Trends and Issues in Dairy," Presentation given at national dealers' conference of CST Industries, Schaumburg, IL., January 2001.
- "Growth in Dairy Farms: The Consequences of Taking Big Steps or Small Ones When Expanding ," Presented at the 1999 Four State Dairy Extension Conference; March 1999; Madison, WI. & St. Paul, MN.
- "Capital Management: An Overview of What a Manager Needs to do When Managing Capital Resources ," Presented at the 1998 Midwest Dairy Management Conference; August 1998; Minneapolis, MN.
- "How Do I Decide What Is Right For Me? ," Presented at the 1998 Four State Dairy Extension Conference; April 1998; Madison, WI & New Ulm, MN.
- "Assessing the Financial Performance of Dairy Farms," Presented at a conference for A.O. Smith sales representatives, January 1998, Rosemont, IL.
- "Dairy Programming in the Upper Midwest," Presented at a session of the annual meeting of the American Society of Agricultural Engineers ; August 1997; Minneapolis, MN.
- "Financing Options and Guidelines," Presented at the Four State Dairy Extension Conference; November 1996; St.Paul, Minnesota and Dubuque, Iowa.
- "Economic Performance of Wisconsin Dairy Farms," Presented at multiple sites in California as a part of a seminar conducted by the Wisconsin Department of Agriculture, Trade and Consumer Protection; November 1996.
- "Future Trends in Agricultural Banking," Presented at the Mid-west Banking Institute; July 1996; Minneapolis, Minnesota.
- "Business Arrangements for Dairy Operations," Presented at the Four State Professional Dairy Management Seminar; June 1996; Dubuque, Iowa

- "The Future of Agricultural Banking," Presented at the Mid-west Banking Institute; July 1995; Morris, Minnesota.
- "Economics of Dairy Production," Presented at the annual meeting of the American Society of Farm Managers and Rural Appraisers; June 1992; Madison, Wisconsin.
- "Factors Affecting the Competitiveness of Dairy Farms," Presented at Equipment Manufacturers Institute national seminar; June 1992; Naperville, Illinois.
- "Interregional Competition: Concepts and Issues," Presented at the Competitive Advantages Through Alternative Enterprises Workshop for Extension Specialists; December 14-16, 1987; St. Louis, Missouri.
- "Using Selected Stocks to Manage the Financial Risks of U.S. Farms," Presented at NCR-113 regional meeting, October, 1987, Minneapolis, Minnesota.
- "Policy Strategies for Agricultural and Rural Development: Moving Beyond the Concepts of the Last Three Decades," A paper co-authored with R. Shaffer presented at the American Agricultural Economics Association Extension Workshop, August 1987, East Lansing, Michigan.
- "Services at Cost Through Patronage Refunds: An Alternative Approach," Presented at American Agricultural Economics Association Summer Meetings, August 1987, East Lansing, Michigan.
- "Financial Condition of Selected Wisconsin Farmers," Seminar for District Board of St. Paul Farm Credit Bank, July 16, 1987, Madison, Wisconsin.
- "Achieving an Equitable Financial Environment for Cooperative Members," Seminar for Agricultural Cooperative Service-USDA, September 4, 1986, Washington, D.C.
- "Profile of Dairy Farm Survivors," Presentation at National Dairy Fieldmen Conference, May 6, 1986, Madison, Wisconsin.
- "Coordinated Financial Statements for the Farmers Home Administration," National training workshop conducted by Federal Extension Service for state FmHA officials. August 1984, St. Louis, Missouri. (Jones was one of eight extension specialists responsible for developing workshop material and training FmHA personnel on the use of Coordinated Financial Statements for Agriculture.)
- "The Debt Crisis in Agriculture," Presentation for the Economic and Market Research Committee of the American Feed Manufacturers Association, October 1984, Madison, Wisconsin.
- "Concepts of Financial Management," Presented to farm input suppliers at a regional conference sponsored by Union Carbide, December 1980, Columbus, Ohio.

STATE

- “Outlook For The Wisconsin Agricultural Economy, 2007.” A Power Point slide presentation detailing various economic trends and conditions in the Wisconsin's farm sector presented to the CHS and Land O'Lakes Managers' Association, Sturgeon Bay, WI, June 21, 2007.
- “Wisconsin’s Agricultural Economy: Key Indicators, 2007.” A collection of Power Point slides showing various economic trends and conditions in the Wisconsin's farm sector presented at the Wisconsin Bankers Association Ag Section annual conference, Wisconsin Dells, WI, April 17, 2007.
- “Update on the Dairy Economy: Implications For Management and Lending Decisions.” A collection of Power Point slides showing various trends and conditions in the dairy sector presented at the 52nd annual Upper Midwest Agricultural Credit Conference, Wisconsin Dells, WI, July 13, 2006.
- “Financial Report Card for Wisconsin Agriculture – 2005.” A collection of Power Point slides showing various financial trends and conditions in Wisconsin agriculture presented at the annual agricultural conference of the Community Bankers of Wisconsin, Mosinee, WI, October 26, 2005.
- “Wisconsin’s Farm Real Estate Market Is Hot: So What’s The Problem?” A presentation detailing trends in farm land values and other real estate in Wisconsin and other states and regions of the US presented at the Eastern-Wisconsin Agricultural Management Seminar, Kimberly, Wisconsin, September 9, 2005.
- “How Much Is Too Much? – Successful Strategies for Dealing with Purchase Decisions Relating to Major Inputs that have Skyrocketed in Cost in Recent Years – Dairy Cattle.” A presentation detailing: (1) the rates of returns on investment associated with various dairy cow purchase prices and (2) the rental rates on dairy cattle that yield specified returns on investment for lessors (owners) depending in part on the purchase price of dairy Presented at the Eastern Wisconsin Agricultural Management Seminar, Kimberly, Wisconsin, September 9, 2005.
- “Wisconsin Farm Land Values: Past Trends, Current Conditions, and Future Directions.” Presentation prepared for a presentation at the Western Wisconsin Ag Lenders Conference, Menomonie, Wisconsin, January 6, 2005
- “Economic Considerations Relative to the Length of Dairy Cow Dry Periods.” A Power Point presentation detailing an economic analysis performed to determine how returns and costs vary depending on the length of dry period in dairy cows. This analysis is based on data obtained by Grummer in a production trial where the dry periods of dairy cattle were set at 0, 28, and 56 days. The results of this economic analysis suggest the higher net returns

can be obtained when a 28 dry period is used. 2003 Arlington Dairy Days, UW-Madison Department of Dairy Science, December 2003.

<http://www.aae.wisc.edu/jones/Presentations/Powerpoints/ArlingtonPresentationColor.htm>

“Rising Midwestern Land Values - Is Land a Good Investment?” A Power Point presentation detailing trends in Wisconsin, Iowa, and Illinois farm real estate values along with other factors that affect farm real estate values. This presentation was given at the 17th annual Tri-State Agricultural Lenders' Conference, held November 4, 2003, on the University of Wisconsin- Platteville campus.

<http://www.aae.wisc.edu/jones/Presentations/Powerpoints/PlattevilleLandValueTrendsV3.htm>

“Spending Priorities For Dairy Operations.” A collection of Power Point slides detailing financial goals for dairy farms and some estimates of the rates of return dairy producers could gain from investments such as dairy cows, milking parlors, and free-stall barns. This information was presented at meetings held in Mineral Point and Lancaster, Wisconsin in January of 2003.

<http://www.aae.wisc.edu/jones/Presentations/Powerpoints/DairySpending&Modernization2003V2.htm>

“Factors Influencing Northeast Wisconsin Farm Land Values.” A collection of Power Point slides showing trends in Wisconsin farm land values and factors influencing these farm land values presented at Farm Management Update For Agriculture Lenders and Farm Management Professionals, September 6, 2002, Appleton, WI

<http://www.aae.wisc.edu/jones/Presentations/Powerpoints/AppletonLandValueTrendsV3.htm>

“Recent Trends in Wisconsin Farm Land Values.” A collection of Power Point slides showing historic trends in Wisconsin farm land values presented at WFC Credit Conference (July 2002) and Badgerland Farm Credit Services planning session (August 2002)

<http://www.aae.wisc.edu/jones/Presentations/Powerpoints/FCSLand.htm>

"The Prospects For Growth in Milk Production in Wisconsin and Other US Dairy States. "A Power Point presentation showing historic and future trends in milk production presented at WFC Dairy Fieldmen's Conference in LaCrosse, Wisconsin; June 20, 2002.

<http://www.aae.wisc.edu/jones/Presentations/Powerpoints/WFCMilkTrends.htm>

"Wisconsin's Use-Value Assessment Program For Farm Land: How Does It Work And What Is It Likely To Do.," Presentation given to the Dane County Agri-Business Council, Madison, WI., February 2001.

"Status of the Wisconsin Farm Economy," Presentation given at CBW Agricultural Bankers Forum, Stevens Point, WI., November 2000.

- "Financial Report Card for Wisconsin Agriculture," Presentation given at CBW Agricultural Bankers Forum, Stevens Point, WI., January 2000
- "Impact of the Economy on Wisconsin Farmers," Presented at a series of workshops, entitled Farming ... The Next Generation, (sponsored by Cooperative Extension, the Wisconsin Department of Agriculture, Trade, and Consumer Protection, et al.), February and March 1999, Madison, Hixton, and Fond du Lac, WI.
- " Dairy Modernization and Investment," Presented at a session of the 1998 Northeast Wisconsin Bankers' Update; September 1998, Appleton, WI.
- "Use Value Assessment for Wisconsin Farm Land," Presented at a session of the annual meeting of the Wisconsin Farm Bureau, December 1997, Middleton, WI.
- "Financial Characteristics of Wisconsin Dairy Farms," Presented at a session of the annual meeting of the Wisconsin Federation of Cooperatives, November 1997, Green Bay, WI.
- "Land Use in Development," Keynote address at the annual banquet of the Wisconsin Farm-City Council, October 1997, Elkhorn , WI.
- "New Efforts in Management Education for Agriculture," Presented at the Wisconsin CES All-Faculty Conference, November 1996, Madison, WI.
- "Financing Issues for Animal Agriculture," Presented at Entering the Twenty-First Century: Wisconsin's Animal Agriculture, a conference organized by the Consortium of Animal Agriculture Resource Development, February 1997, Wisconsin Dells, WI.
- "Managing Dairy Farms in the Future," Presented at the annual meeting of the Wisconsin Forage Council, January 1997, Wisconsin Dells, WI.
- "What Will Dairy Look Like in the Future?" Presented at the annual meeting of the Professional Dairy Producers of Wisconsin; March 1996, Stevens Point, WI.
- "Financing Alternatives for Farm Transfers," Presented at the Passing the Torch Conference; December 1995, Eau Claire, WI.
- "Inventorying Wisconsin's Agricultural Resources," Presented at the 1995 Governor's Conference on Agriculture; February 24, 1995; Wisconsin Dells, Wisconsin.
- "Opportunities for Students in Agriculture," Testimony presented to the Wisconsin Assembly Agricultural Committee on the UW-Madison campus; February 23, 1995, Madison, Wisconsin.
- "Outlook for Wisconsin Agriculture," Presented at Wisconsin Agri-Business Council Conference; January 5, 1995; Madison, Wisconsin.

- "Management Issues for the 21st Century," Presented at the Extension Research and Technology Conference; December 1994; Madison, Wisconsin.
- "Developing a Business Plan," Presented at the Dairy 2020 Farm Entry/Exit Conference; November 1994; Eau Claire, Wisconsin.
- "Farm Financial Management," In-service for county extension agents; August 30 & 31, 1994; Madison, Wisconsin.
- "Credit Outlook for Wisconsin," Presented at the Wisconsin Federation of Cooperative's Credit Conference; June 1994; Stevens Point, Wisconsin.
- "Financial Outlook for Wisconsin Agriculture," Presented at the Wisconsin Banker Association's Annual Agricultural Conference; March 1994; Oshkosh, Wisconsin.
- "Farm Financial Management," In-service for county extension agents; March 8 & 9, 1994; Stevens Point, Wisconsin.
- "Investment Options for Farm Families," Presented at Northeast Wisconsin Lenders Conference; September 10, 1992; Appleton, Wisconsin.
- "Farm Financial Standards," Presented at Wisconsin Bankers Association Agricultural Lenders Conference; March 9, 1992; Stevens Point, Wisconsin.
- "Managing Credit Resources" Presented at Choices for the 1990s--Farms and Families, a statewide in-service for UWEX county agents, September 13, 1991, Madison, Wisconsin. (Jones coordinated this workshop.)
- "Managing for Profits in Dairy," Presented at Dairying into the 21st Century, a conference sponsored by Universal Dairy Equipment, Inc., September 3, 1991, Wisconsin Dells, Wisconsin.
- "Financial Status of Wisconsin Farms," Presented at the Wisconsin Bankers Association Agricultural Bankers Conference, March 19, 1991, La Crosse, Wisconsin.
- "Economic Consequences of Participation in the 1991 Feed Grain Program," Presented at Wisconsin Corn and Soybean Growers Conference, February 13, 1991, Madison, Wisconsin.
- "Optimal Marketing Weights for Hogs," Presented at Badger Pork Days, June 27 (Holmen, WI), 28 (Arlington, WI), and 29 (Lancaster, WI), 1990.
- "Evaluating Financial Statements," Presented at Wisconsin Bankers Association Agricultural Bankers Conference, March 25, 1990, Stevens Point, Wisconsin.

- "Costs and Benefits of a Mandatory Insurance Program for Dairy Farms," Testimony to Wisconsin Senate Agriculture Committee, March 13, 1990, Madison, Wisconsin.
- "Dairy Plant Security: Options for Managing Dairy Farmers' Risks," Presentation made during seminar for Wisconsin legislators and staff members, February 7, 1990, Madison, Wisconsin.
- "Financial Ratios: Their Meaning and Use," Presented at Wisconsin Farmers Home Administration Conference, November 28, 1989, Stevens Point, Wisconsin.
- "Targeting Credit Programs to Farmers," Presented at seminar for Wisconsin legislators and staff members, February 1989, Madison, Wisconsin.
- "Financing Agricultural Enterprises," Presented at Rural Options '89, a conference sponsored by Blackhawk Technical College, February 10, 1989, Beloit, Wisconsin.
- "Options for Adjusting to Drought Related Financial Stress," Presented as a part of the Drought Assistance Training In-Service for Wisconsin Cooperative Extension Agents, November 9, 1988, Madison, Wisconsin.
- "Capital Budgeting as a Financial Management Tool," A one day professional development regional in-service for Wisconsin cooperative extension agents, September 26, 1988, Stevens Point, Wisconsin, September 28, 1988, Madison, Wisconsin.
- "Analyzing Farm Financial Statements," Presentation at the Wisconsin Bankers Association Agricultural Bankers Conference, April 11, 1988, Stevens Point, Wisconsin.
- "Evaluating and Interpreting Financial Statements." Keynote presentation for special training workshop for agricultural bankers sponsored by Wisconsin Bankers Association Agricultural Section, November 10, 1987, Stevens Point, Wisconsin.
- "Agricultural Finance Issues," Presentation made during a seminar held for Wisconsin legislators and staff members, January 7, 1988, Madison, Wisconsin.
- "Farm Records for Agricultural Professionals," September, 1987. Four two evening workshops where agricultural professionals were trained on how to help farmers keep farm records. Jones was lead instructor for these four workshops that were focused on farm records and financial statements.
- "Equity Financing for Agriculture," Presented to the Wisconsin Society of Farm Managers and Rural Appraisers, October 1987, Stevens Point, Wisconsin.
- "Agricultural Profitability: A Critical Assessment," Presentation co-author with Gerald Campbell and Richard Klemme presented to the Ag/Agri-Bus. Extension faculty at the Extension All Faculty Conference, September 23, 1987, Madison, Wisconsin.

"Farm Credit Issues," Presentation made during a seminar held for Wisconsin legislators and staff members, April 9, 1987, Madison, Wisconsin.

"Farm Financial Management: Past, Present, and Future," Presentation made to Wisconsin Ag/Agri-Bus agents during a professional development in-service, February 26, 1987, Madison, Wisconsin.

"Strategies on Survival," Training workshop for Wisconsin county agents, November, 1985, Madison, Wisconsin. (Presentation concerned with alternative financing for farm businesses.)

"Impacts of Leverage on Farm Businesses," Presented to Wisconsin Society of Farm Managers and Rural Appraisers," May 1, 1985, Madison, Wisconsin.

"Financial Planning for Agricultural Lenders," October and November, 1985, Stevens Point and Madison, Wisconsin. (A two-part workshop attended by roughly 70 Wisconsin agricultural lenders that was organized and coordinated by Jones.)

"Strategies on Survival," Training workshop for Wisconsin county agents, March, 1985, Madison, Wisconsin. (Jones coordinated the development of the farm financial management sessions of the workshop and was responsible for two presentations on financial statement analysis.)

"The Industry of Agriculture: Will Building Sales Return?" Presentation at the 13th Annual Wisconsin Farm Builders Conference, January, 1985, Appleton, Wisconsin.

VI. INSTRUCTIONAL EVALUATIONS

<u>Course</u>	<u>Title</u>	<u>Year</u>	<u>Students</u>	<u>Student Recommendation</u> (5.00 being highest rating)	
				Course	Instructor
AG EC 419	Ag Finance	F/91	31	4.63	4.89
AG EC 419	Ag Finance	F/92	19	4.47	4.80
AG EC 421	Ag Markets	S/93	40	4.10	4.70
AG EC 419	Ag Finance	F/93	11	4.90	5.00
AG EC 421	Ag Markets	S/94	48	4.30	4.70
AG EC 419	Ag Finance	F/94	13	4.50	4.50
AG EC 419	Ag Finance	F/95	12	4.25	4.67
AG EC 419	Ag Finance	F/2000	13	4.58	4.75
AG EC 320	Farm Systems Management	S/2001	19	4.83	4.94
AG EC 419	Ag Finance	F/2001	23	4.80	4.89
AG EC 320	Farm Systems Management	S/2002	21	4.87	4.87
AG EC 419	Ag Finance	F/2002	22	4.55	4.91
AG EC 320	Farm Systems Management	S/2003	36	4.74	4.71
AG EC 419	Ag Finance	F/2003	21	4.50	4.71
AG EC 419	Ag Finance	F/2004	14	4.67	4.58
AG EC 419	Ag Finance	F/2005	21	4.59	4.86
AG EC 419	Ag Finance	F/2006	16	4.50	4.75
FIN 700 (School of Business)	Corp Fin.-MBA	F/2006	42	3.85 (3.45-S of B Avg)	4.10 (3.87-S of B Avg)
FIN 320 (School of Business)	Investments	S/2007	45	4.11 (3.48-S of B Avg)	4.51 (3.81-S of B Avg)
AG EC 419	Ag Finance	F/2007	10	4.10	4.40
FIN 700 (School of Business)	Corp Fin.-MBA	F/2007	43	3.80 (3.46-S of B Avg)	4.23 (3.92-S of B Avg)
FIN 700 (School of Business)	Corp Fin.-Exec MBA	S/2008	33	4.45 (3.81-S of B Avg)	4.68 (4.06-S of B Avg)

VII. SERVICE

A. Professional Service

1. Referee

Journal or Publication

American Journal of Agricultural Economics
 North Central Journal of Agricultural Economics
 Agricultural Finance Review
 Economic Issues
 Land Economics
 Review of Agricultural Economics

2. Committees & Task Forces

American Agricultural Economic Association Extension Committee
 Member 1985-1987
 Member Ideas Fair Sub-committee 1985-1987
 Chair Ideas Fair Sub-committee 1987
 Comparative Advantage and Competitiveness Task Force
 ES-USDA Special Needs Project, Member 1986-1987
 North Central Regional Research Committee, Member 1986-1991
 (This committee is responsible for studying agricultural finance issues)
 North Central Farm Management Committee, Member 1990-1997
 Chair 1994-1995
 Chair Triennial Conference Planning Committee

B. University Service

1. Non-Departmental Committees & Organizations

UW-Madison Athletic Board	2000- 2008
Chair Board & Big Ten Faculty Athletics Rep.	2003-2005
Chair - Personnel Committee	2001- 2003
Gamma Sigma Delta – Wisconsin Chapter	
President	1998-1999
Historian	1997-1998
CALS Dairy Project Planning Committee – Chair	1999
Cooperative Extension, ANRE Dairy Team – Co-leader	1998-2000
Upper Midwest Dairy Project Planning Committee -- Co-chair	1997-1998
CALS Agricultural Research Station Committee Member	1994-1999
UW-Madison Committee on Undergraduate Education Member	1991-1992

CALS Scholastic Policies and Actions Committee Member	1990-1995
UWEX ad hoc Dairy Crisis Committee Chair (This committee developed and implemented special extension programs in responses to dairy farms financial problems.)	1990-1991
CALS Coordinative Internship Committee Member	1988
CALS Curriculum Revitalization Project Business Options Task Force Member	1988
Wisconsin Rural Leadership Program--Member of Program Sub-committee	1987
Strategies on Survival Program Planning Committee (CES) Member and Chair of Sub-committee that organized a portion of the workshop agenda	1985

2. Departmental Committees

Personnel Committee	1987-1988, 1998 - 2000
Undergraduate Committee	1984-1986, 1988-1995
Extension Committee	1987-1988, 1995-
Thesis Awards Committee	1984-1985
Coordinator of APD Farm Management/ Production Economics Report to C.S.R.S. Review Committee	1988
Computer Committee	1991-1993

C. Public Service

1. Committees , Advisory Positions, etc.

Member, Special Work Group on Producer Security,
Wisconsin DATCP , 2007- 2008

Wisconsin Farmland Advisory Council, 1995- present

Director (Ex-officio), AgSource Cooperative, 1998- 2001

Expert witness testifying at the request of Wisconsin Farm Bureau Federation, et al.
at the trial challenging the constitutionality of Wisconsin's Use Value
Assessment Program for farm land. May - July 1998

Director, Cooperative Services Inc., Poynette, WI. 1995-1997

Agricultural Advisory Committee for Congressman Scott Klug, Member 1991-

Director Madison Farm Credit Service, ACA, 1990-1995

Ex-officio member Ad-hoc Dairy Plant Security Task Force, July-December, 1989

Advisor for Wisconsin Bankers Association Agricultural Section, 1985-1990

Ad-Hoc Agricultural Crisis Coordinating Group -- Member, 1986

(This committee was comprised of roughly 15 persons from government agencies, financial institutions, and educational institutions who were responding to the financial problems of farms in the state.)

Moderator of Session at Governor's Conference on Agriculture, 1986

Technical Advisor for Governor's Commission on Wisconsin Agriculture,
February-June, 1985

GENERAL INFORMATION

Home Address: 6206 Lomax Lane
Madison, WI 53711
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Family: Wife - Julia (Married 31 Years)
Children - B. Andrew; Emily B.; Eric P.

Birthplace: Bloomington, Illinois