

## WENDONG ZHANG

### Assistant Professor of Economics and Extension Economist, Iowa State University

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Department of Economics  
Iowa State University  
478C Heady Hall  
Ames IA 50011

Phone: (515) 294-2536

Email: [wzhang@iastate.edu](mailto:wzhang@iastate.edu)

Fax: (515) 294-0221

Website: <http://www2.econ.iastate.edu/faculty/zhang/>

Selected Works/Digital Repository at Iowa State University:

[http://works.bepress.com/wendong\\_zhang/](http://works.bepress.com/wendong_zhang/)

#### EDUCATION

The Ohio State University

Columbus, OH

**Ph.D. in Agricultural, Environmental and Development Economics**

**July 2015**

- Dissertation: "Three Essays on the Land Use, Land Management and Land Values in Agro-ecosystems",

[LINK](#)

- Advisor: Dr. Elena G. Irwin

- Best Doctoral Dissertation Award, Department of Agricultural, Environmental and Development Economics, the Ohio State University

- Presidential Fellowship, the Ohio State University

**M.A. in Economics**

**June 2012**

Fudan University

Shanghai, China

**B.S. in Environmental Science (*magna cum laude*)**

**July 2009**

Minor: International Economics and Trade

The University of Hong Kong

Hong Kong SAR, China

Exchange Student in Environmental Studies

September 2007 to January 2008

#### FIELDS OF INTEREST

Land Economics, Land Use Modeling, Spatial Analysis, Nonmarket Valuation, Integrated Ecological-Economic Modeling, Agricultural and Environmental Policy, Applied Microeconometrics

#### PROFESSIONAL EXPERIENCE

**Assistant Professor**, Department of Economics; Iowa State University Extension and Outreach; Center for Agricultural and Rural Development, Iowa State University

August 2015 – Present

**Academic Vice President**, the Iowa Chapter of American Society of Farm Managers and Rural Appraisers

February 2016 - Present

**Graduate Research Assistant**, Department of Agricultural, Environmental and Development Economics, the Ohio State University

July 2010 – July 2015

**Visiting Researcher**, USDA National Agricultural Statistical Service Data Lab

July – August 2013

**Summer Research Intern**, USDA Economic Research Service

July – August 2012

#### AWARDS AND HONORS

2016: Vice President, the Alumni Association, Fudan University, Department of Environmental Science and Engineering

Epsilon Sigma Phi, the Iowa Alpha Mu Chapter

Best Doctoral Dissertation Award, Department of Agricultural, Environmental and Development Economics,

- the Ohio State University
- 2015: Finalist, Graduate Associate Teaching Award, the Ohio State University
- 2014: Presidential Fellowship, the Ohio State University, 2014-2015  
Bernie Erven Outstanding Graduate Teacher Award, Department of Agricultural, Environmental and Development Economics, the Ohio State University  
Selected Participant of the Prepare Future Faculty Program, the Ohio State University, 2014-2015  
Center on Urban and Regional Analysis Travel Award, the Ohio State University
- 2013: Winner, North America Regional Science Council Graduate-Student-Led Paper Competition, the 60<sup>th</sup> Annual North American Meetings of the Regional Science Association International  
Winner, Best Paper Competition, Midwest Graduate Student Conference on Regional and Applied Economics
- 2012: Winner, North America Regional Science Council Graduate-Student-Led Paper Competition, the 59<sup>th</sup> Annual North American Meetings of the Regional Science Association International  
Winner, Best Doctoral Research Manuscript Award, Department of Agricultural, Environmental and Development Economics, the Ohio State University  
Winner, Graduate Student Paper Competition, 5<sup>th</sup> Annual Midwest Graduate Student Summit on Regional, Population, Health & Environmental Economics  
The Honor Society of Agriculture, Gamma Sigma Delta
- 2009: Doctoral Fellowship, Ohio Agricultural Research and Development Center (OARDC)
- 2007: Fung Scholar, Victor and William Fung Foundation  
National Scholarship, 1<sup>st</sup> Prize, Ministry of Education of China, 2007
- 2006: Tung's Oriental Scholarship, Fudan University

## PUBLICATIONS

### Refereed Journal Articles (\* denote students advised)

5. **Zhang, W.**, and M. Duffy. *Forthcoming*. "Land Quality Perceptions in Expert Opinion Surveys: Evidence from Iowa", *Journal of the American Society of Farm Managers and Rural Appraisers (JASFMRA)*, accepted conditional on minor revisions, [LINK](#)
4. **Zhang, W.**, R. Wilson, E. Burnett, E. G. Irwin, and J. F. Martin. *Forthcoming*. "What Motivates Farmers to Apply Phosphorus at the 'Right' Time? Survey Evidence from the Western Lake Erie Basin", *Journal of Great Lakes Research*, [LINK](#)
3. **Zhang, W.**, and Z. Beek\*. 2016. "Trends and Determinants of U.S. Farmland Values: Evidence from Iowa Land Value Survey since 1950", *Farm Policy Journal*, 13(2) (*Invited*), [LINK](#)
2. **Zhang, W.**, D. H. Wrenn, and E. G. Irwin, 2016. "Spatial Heterogeneity, Accessibility and Zoning: An Empirical Investigation of Leapfrog Development", *Journal of Economic Geography*, *in press*, [LINK](#)
  - Winner, North America Regional Science Council Graduate-Student-Led Paper Competition, the 59<sup>th</sup> Annual North American Meetings of the Regional Science Association International, Ottawa, ON, Canada, 2012
1. **Zhang, W.** and C. J. Nickerson. 2015. "The Housing Market Bust and Farmland Values: Identifying the Changing Influence of Proximity to Urban Centers." *Land Economics*, 91(4): 605-626. **Lead Article**. [LINK](#)
  - Winner, North America Regional Science Council Graduate-Student-Led Paper Competition, the 60<sup>th</sup> Annual North American Meetings of the Regional Science Association International, Atlanta, GA, 2013

### Book Chapters

1. Nickerson, C. J. and **W. Zhang**. 2014. "Modeling the Determinants of Farmland Values in the U.S." in *The Oxford Handbook of Land Economics*, ed. Josh M. Duke and Junjie Wu. Oxford University Press, pp. 111-138. [LINK](#)

## Reports

3. Kling, C. L., R. W. Arritt, G. Calhoun, D. A. Keiser, J. M. Antle, J. Arnold, M. Carriquiry, I. Chaubey, P. Christensen, B. Ganapathysubramanian, P. Gassman, W. Gutowski, T. W. Hertel, G. Hoogenboom, E. G. Irwin, M. Khanna, P. Mérel, D. Phaneuf, A. Plantinga, P. Preckel, S. Polasky, S. Rabotyagov, I. Rudik, S. Secchi, A. Smith, A. Vanloocke, C. Wolter, **W. Zhang**, and J. Zhao. 2016. *Research needs and challenges in the FEW system: Coupling economic models with agronomic, hydrologic, and bioenergy models for sustainable food, energy, and water systems*. Ames, IA: Iowa State University Center for Agricultural and Rural Development (CARD) Working Paper 16-WP 563. A white paper prepared for the National Science Foundation's Food, Energy, and Water Workshop held at Iowa State University, October 11–12, 2015. [LINK](#)
2. Burnett, E.A., R. S. Wilson, B. E. Roe, G. Howard, E. G. Irwin, **W. Zhang**, and J. Martin. 2015. *Farmers, phosphorus and water quality: Part II. A descriptive report of beliefs, attitudes and best management practices in the Maumee Watershed of the western Lake Erie Basin*. Columbus, OH: The Ohio State University, School of Environment & Natural Resources. [LINK](#)
1. Sohngen, B., **W. Zhang**, J. Bruskotter, and B. Sheldon. 2015. *Results from a 2014 Survey of Lake Erie Anglers*. Columbus, OH: The Ohio State University, Department of Agricultural, Environmental and Development Economics and School of Environment & Natural Resources. [LINK](#)

## PAPERS IN REVIEW (\* denote students advised)

1. **Zhang, W.**, and B. Sohngen, “Heterogeneous Preferences for Water Quality Attributes: A Discrete Choice Experiment of Lake Erie Recreational Anglers”, *American Journal of Agricultural Economics*, in review, [LINK](#)

## WORKING PAPERS

3. Barons, A., **W. Zhang**, and E. G. Irwin, “Estimating the Capitalization Effects of Harmful Algal Bloom Incidence, Intensity and Duration: A Repeated Sales Model of Lake Erie Lakefront Property Values”, [LINK](#)
2. **Zhang, W.**, and E. G. Irwin, “The Expanding Ethanol Market and Farmland Values: Identifying the Changing Influence of proximity to Agricultural Market Channels”
1. **Zhang, W.**, and E. G. Irwin, “Linking Farmers’ Nutrient Management Decisions with Downstream Environmental Quality: A Structural Modeling Approach”

## WORK IN PROGRESS

5. **Zhang, W.**, N. Chen, M. Gildow, N. Aloysius, J. Martin, and E. G. Irwin, “A Coupled Spatial Economic-Hydrological Model of Cropland Transitions and Environmental Impacts”
4. **Zhang, W.**, R. Wilson, and E. G. Irwin, “Does Environmental Stewardship Lead to Farmers’ Adoption of Best Management Practices: A Propensity Score Matching Approach”
3. **Zhang, W.**, and D. Wishart, “Economic Valuation of Water Quality Attributes in the Mad River, Ohio: A Contingent Valuation Approach”
2. **Zhang, W.**, and T. Kuethe, “Expectations and Expert Opinion Surveys: Empirical Tests Using a Panel of Iowa Land Value Survey Responses”
1. Li, D., X. Tian, **W. Zhang**, H. Qiu, and X. Bi, “The Effects of Urbanization on Rural Land Rental Market Participation: Household Panel Evidence from China”

## GRANTS AND CONTRACTS

### **Funded**

5. **Zhang, W.** and A. Plastina, (PI), **\$19,974**, “Who Will Own Iowa’s Farmland? A Comparative Study of Farmland Ownership, Tenure and Succession in Iowa”, the Leopold Center for Sustainable Agriculture, 2017-2019.

4. **Zhang, W.** and A. Plastina, **(PI), \$79,416**, “Land Tenure and Nutrient Management Practices: Identifying Economic Barriers and Incentives for Landowners and Tenants to Meet Growing Soil and Water Conservation Needs”, Iowa Nutrient Research Center, 2017-2019.
3. Tian, X., **W. Zhang**, and B. Sohngen, **(co-PI), \$44,700**, “A Study on Farmers’ Straw Management and Economic Incentives – A Case Study of Corn Production in Northeastern China”, China National Natural Science Foundation, Youth Scientist Program, 2017-2019.
2. Irwin, E. G., M. E. Fraker, S. Y. Gebremariam, J. F. Martin, and **W. Zhang**, **(Only graduate student co-PI, co-PIs alphabetically ordered), \$198,955**, “Linking Agricultural Production and Great Lakes Ecosystem Services: Modeling and Valuing the Impacts of Harmful Algal Blooms in Lake Erie”, NOAA/Ohio Sea Grant, 2014-2016.
  - Led the grant writing and an interdisciplinary team of ecological engineers, biologists and economists
1. **Zhang, W.**, **(PI), \$4,994**, “From Farmers’ Management Decisions to Watershed Environmental Quality: A Spatially Explicit Behavioral Model of Agricultural Best Management Practice Choices”, Ohio Agricultural Research and Development Center (OARDC) SEEDS Graduate Research Enhancement Grant, Ph.D. Program. 2013-2014.

### **In Review**

1. Gleason, M., J. Clements, D. Cooley, A. Fox, C. Fraise, W. Mahaffee, L.W. Morton, A. Nair, P. Natalina, T. Peters, C. Thomas, and **W. Zhang**, **(senior personnel alphabetically ordered), \$7.2 million**, “Bridging Gaps: Innovative Weather Resources for Resilient Crop Production in Changing Environments”, USDA National Institute of Food and Agriculture Specialty Crop Research Initiative (SCRI) Coordinated Agricultural Projects (CAPs), 2017/1-2021/12.

### **Unfunded**

6. Plastina, A., **W. Zhang**, and M. Al-Kaisi, **(co-PI), \$77,955**, “Quantifying Long-Term Economic Benefits of Soil Health Improvement in Iowa”, the Leopold Center for Sustainable Agriculture, 2017-2018.
5. Kling, C. L., J. G. Arbuckle, J. Arnold, R. Arritt, E. Heaton, G. Calhoun, P. Gassman, A. D. Keiser, D. A. Keiser, G. Lade, I. Rudik, A. VanLoocke, and **W. Zhang**, **(senior personnel alphabetically ordered), \$2.9 million**, “Building a Resilient Food, Energy, and Water Nexus in the World’s Most Productive Agroecosystem: An Integrated Assessment Model to Support Sustainability in the U.S. Cornbelt”, NSF INFEWS (Innovation at the Nexus of Food, Energy and Water Systems), 2017/1-2020/12.
4. Irwin, E. G., C. Hoy, J. Fiksel, J. F. Martin, R. Wilson, M. Amos, B. Bakshi, A. R. Bernado, J. Bielicki, N. D. Howard, C. Hoy, D. Jackson-Smith, A. Marty, A. Randall, B. Roe, A. Shah, and **W. Zhang**, **(senior personnel alphabetically ordered), \$3 million**, “Integrated Modeling of Regional Food, Energy, and Water Systems at the Nexus of Behavior, Economics and Ecology”, NSF INFEWS (Innovation at the Nexus of Food, Energy and Water Systems), 2016/10-2020/10.
3. Hasan, S. M., and **W. Zhang**, **(co-PI), \$59,775 (\$29,929 to ISU)**, “The Greenness of Pakistani Cities: Urban Growth and Household Carbon Dioxide Emissions”, International Growth Centre, London School of Economics and Political Science, UK, 2016-2017.
2. **Zhang, W.**, **(PI), \$10,000**, “Behavioral Nudges and Nutrient Management Decisions: Are They ‘One-Size-Fits-All’”, Center for Behavioral and Experimental Agri-Environmental Research, Mini-grant for Junior Faculty, 2016-2017.
1. **Zhang, W.** **(PI), H. Qiu, and X. Tian, \$32,277**, “Tenure and Transition of Agricultural Land: Micro-level Comparison between China and the U.S.”, Lincoln Institute of Land Policy, China Program, 2016-2017.

## INVENTIONS and PATENTS

1. Gebremariam, S. Y., E. G. Irwin, **W. Zhang**, S. A. Ludsin, N. Chen, and J. F. Martin, *SWAT Watershed Model Codes*. The Ohio State University, Tech ID #T2014-056.

## NATIONAL CONFERENCE PRESENTATIONS and INVITED SEMINARS

- 2016: Agri Investor Forum 2016, Chicago, IL (*invited*)  
National Agricultural Credit Committee / NC-1177 Annual Meeting: Agricultural and Rural Finance Markets in Transition, Denver, CO  
Iowa State University Sustainable Agriculture Graduate Program Colloquium, Ames, IA (*Invited*)  
North Central Farm Management Conference / National Farm Management Conference, Sioux Falls, SD  
the Midwest, Great Plains and Western Outlook Conference, Des Moines, IA  
the Prairie Lakes Conference, Okoboji, IA (*invited*)  
Annual Meeting of the Applied and Agricultural Economic Association, Boston, MA  
Nanjing Agricultural University, College of Finance (*Invited*)  
China Agricultural University, Department of Land Management (*Invited*)  
Association of Environmental and Resource Economists 5<sup>th</sup> Annual Conference, Breckenridge, CO  
the National Farm Business Management Conference, Sioux Falls, SD  
Strategies for Building Health Soils, Iowa State University Extension and Outreach (*Poster*)
- 2015: USDA NRCS Soil Renaissance - Economics of Soil Health Workshop, Farm Foundation and U.S. Department of Agriculture – Economics Research Service, Washington, DC (*Poster*)  
Joint Annual Meeting of the Applied and Agricultural Economic Association & Western Agricultural Economic Association, San Francisco, CA  
The 2015 Workshop on Water Quality Economics, the Joint Annual Meeting & Workshop of the Northeast Agricultural and Resource Economics Association and the Canadian Agricultural Economics Society, Newport, RI  
Association of Environmental and Resource Economists 4<sup>th</sup> Annual Conference, San Diego, CA  
59<sup>th</sup> National Australian Agricultural & Resource Economics Society Annual Conference, Rotorua, New Zealand (*presented by B. Sohngen*)
- 2014: A Community on Ecosystem Services: Linking Science, Practice and Decision Making (*presented on behalf of E.G. Irwin*)  
Iowa State University, Department of Economics (*Invited*)  
Heartland Environmental and Resource Economics Workshop, Champaign, IL (*poster*)  
Pathways 2014 Conference: Integrating Human Dimensions into Fish and Wildlife, Estes Park, CO  
Association of Environmental and Resource Economics sessions at the 2014 Annual Meeting of the Southern Economic Association, Atlanta, GA  
Annual Meeting of the Applied and Agricultural Economic Association, Minneapolis, MN
- 2013: Urban Economic Association sessions at the 60<sup>th</sup> Annual North American Meetings of the Regional Science Association International, Atlanta, GA  
Heartland Environmental and Resource Economics Workshop at Champaign, IL  
Annual Meeting of the Applied and Agricultural Economic Association, Washington, D.C.  
6<sup>th</sup> Midwest Graduate Student Conference on Regional and Applied Economics, Columbus, OH  
Midwest Economic Association Annual Meeting, Columbus, OH  
13<sup>th</sup> Annual American Ecological Engineering Society Meeting, East Lansing, MI (*presented by S. Gebremariam*)  
56<sup>th</sup> Annual Conference on Great Lakes Research, West Lafayette, IN (*presented by S. Gebremariam*)
- 2012: Urban Economic Association sessions at the 59<sup>th</sup> Annual North American Meetings of the Regional Science Association International, Ottawa, Canada

4<sup>th</sup> International EcoSummit, Columbus, OH (*Poster*)  
5<sup>th</sup> Annual Midwest Graduate Student Summit on Regional, Population, Health & Environmental Economics,  
West Lafayette, IN  
Annual Meeting of the Applied and Agricultural Economic Association, Seattle, WA

## **EXTENSION AND OUTREACH ACTIVITY**

### **Web-Portals**

***Iowa Farmland Value Portal at [www.card.iastate.edu/farmland/](http://www.card.iastate.edu/farmland/)***  
*Your One-Stop Web-Portal for Everything You Need to Know about Iowa's Farmland Value*

### **Twitter # ISUlandvalue**

#### Sections

Overview: [LINK](#)  
2015 Results: [LINK](#)  
Charts over Time: [LINK](#)  
Interactive County Maps: [LINK](#)  
Data Downloads: [LINK](#)  
Resources: [LINK](#)  
FAQ: [LINK](#)  
History: [LINK](#)  
Media Coverage: [LINK](#)  
Survey Archive: [LINK](#)

#### Land Value Data - Decision Tools in Downloads (number of downloads in parenthesis)

ISU Iowa Land Value Survey 1950-2015 [LINK](#)  
USDA NASS Land Values (Census of Ag. and Survey) 1850-2015 [LINK](#)  
REALTORS Land Institute Land Value Survey 2003-2015 [LINK](#)  
Federal Reserve Bank of Chicago Ag Conditions Survey 1965-2015 [LINK](#)  
Iowa Pastureland and Timberland Values 1997-2015 [LINK](#)  
Iowa Farmland Value Index and Annual Percentage Change 1950-2015 [LINK](#)

### **Conferences**

***89<sup>th</sup> Annual Soil Management and Land Valuation Conference, May 18<sup>th</sup>, 2016, [LINK](#)***

Topics: Hunting Leases and Recreational Land Values, Cash Rents, Spring Rain and Weather Tools,  
Soil Fertility Management, Cover Crops and Conservation Drainage, Global Economic Outlook

### **Articles**

19. Zhang, W. 2017, " Interpretation of Iowa Land Value Survey Results", *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, January 2017, [LINK](#)
18. Zhang, W. 2016, " Of Maize and Markets: China's New Corn Policy", *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, December 2016, [LINK](#)
17. **Zhang, W.**, 2016, "Iowa Land Value Survey Overview 2016" Iowa State University, December 2016, [LINK](#)
16. **Zhang, W.**, 2016, "Iowa Land Value Survey News Release 2016" Iowa State University, December 2016, [LINK](#)
15. **Zhang, W.**, 2016, "Iowa Land Value Survey Brochure 2016" Iowa State University, December 2016, [LINK](#)
14. **Zhang, W.**, 2016, "Agricultural Land Management and Downstream Water Quality: Insights from Lake Erie", *Proceedings of 2016 Integrated Crop Management Conference*, Iowa State University Extension and Outreach, November 2016, [LINK](#)

13. **Zhang, W.**, 2016, “Iowa Farmland Market Update: Are We Seeing a Replay of the 1980’s”, *Proceedings of 2016 Integrated Crop Management Conference*, Iowa State University Extension and Outreach, November 2016, [LINK](#)
12. Wu, Q. and **W. Zhang**, 2015, “Of Maize and Markets: China’s New Corn Policy”, *Agricultural Policy Review*, Center for Agricultural and Rural Development, Fall 2016, [LINK](#). ([Chinese Translations](#) by China-America Commodity Data Analytics Inc.)
11. **Zhang, W.**, “How Tight is the Iowa Farmland Supply?”, *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, October 2016, [LINK](#)  
- reposted by Wallaces Farmer, November 2016
10. Hart, C. and **W. Zhang**, 2016, “Crude Oil Prices and U.S. Crop Exports: Exploring the Secondary Links between the Energy and Ag Markets” *Agricultural Policy Review*, Center for Agricultural and Rural Development, Spring 2016, [LINK](#)
9. **Zhang, W.** and M. Duffy, 2016, “Comparing the Stock Market and Iowa Land Values: A Question of Timing” *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, April 2016, [LINK](#)
8. **Zhang, W.**, 2016, “Iowa 2015 Land Values Survey – Results and Outlook” *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, January 2016, [LINK](#)
7. **Zhang, W.**, 2015, “Iowa Land Value Survey Overview 2015” Iowa State University, December 2015, [LINK](#)
6. **Zhang, W.**, 2015, “Iowa Land Value Survey News Release 2015” Iowa State University, December 2015, [LINK](#)
5. **Zhang, W.**, 2015, “Iowa Land Value Survey Brochure 2015” Iowa State University, December 2015, [LINK](#)
4. **Zhang, W.**, 2015, “Who Owns and Rents Iowa’s Farmland” *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, December 2015, [LINK](#)  
- reposted by Iowa Farmer Today, January 2016, [LINK](#)
3. **Zhang, W.**, 2015, “The Commonalities and Differences between U.S. and Chinese Agriculture” *Agricultural Policy Review*, Center for Agricultural and Rural Development, Fall 2015, [LINK](#)
2. **Zhang, W.**, 2015, “How Different is China’s Agriculture from the U.S.” *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, November 2015, [LINK](#)
1. **Zhang, W.**, 2015, “Who Buys and Rents Iowa’s Farmland” *Proceedings of 2015 Integrated Crop Management Conference*, Iowa State University Extension and Outreach, November 2015, [LINK](#)

### **Information Files**

4. **Zhang, W.**, 2016, “2016 Iowa Land Value Survey Iowa State University” *Ag Decision Maker Information File C2-70*, Iowa State University Extension and Outreach, December 2016, [LINK](#)
3. **Zhang, W.**, 2015, “2015 Iowa Land Value Survey Iowa State University” *Ag Decision Maker Information File C2-70*, Iowa State University Extension and Outreach, December 2015, [LINK](#)
2. **Zhang, W.**, 2015, “Who Owns and Rents Iowa’s Farmland” *Ag Decision Maker Information File C2-78*, Iowa State University Extension and Outreach, December 2015, [LINK](#)
1. **Zhang, W.**, B. Ward, and E. G. Irwin, 2014, “The Trends and Determinants of Farmland Sale Prices in Western Ohio 2001-2010”, *the Ohio State University Extension Bulletin*, [LINK](#)

### **Excel Decision Tools**

1. **Zhang, W.**, 2015, “Historical Land Value Survey Results 1950-2015” *Ag Decision Maker Information File C2-70*, Iowa State University Extension and Outreach, December 2015, [LINK](#)

### **Webcasts**

2. **Zhang, W.**, 2015, 3-Minute Highlights of the 2015 Iowa Land Value Survey Results, [LINK](#)
1. **Zhang, W.**, 2015, the 2015 Iowa Land Value Survey News Release Conference, [LINK](#)

**Presentations** (Available at <http://www2.econ.iastate.edu/faculty/zhang/presentations/>) (# Participants)

### **NATIONAL**

2016: Panelist, “Farm to Table: How Your Farmland Investments Deliver Results for Investors”, Agri-Investor

Forum, Chicago, IL, October 26, 2016 (*Invited*)

“Golden Era and Farm Crisis: Are We Seeing a Replay of the 1920s and 1980s Farm Crisis”, National Agricultural Credit Committee / NC-1177 Annual Meeting, Denver, CO, October 3-4, 2016 (*Selected Presentation*, ~60)

“Farmland Market Update”, 2016 Midwest, Great Plains, and Western Outlook Conference, Des Moines, IA, August 16, 2016 (~40)

“Iowa Farmland Market: Current Situation and Future Outlook”, North Central Farm Management Conference National Farm Management Conference, Sioux Falls, SD, June 14, 2016 (~40)

## **REGIONAL**

2017: “What’s the Story on Iowa’s Falling Prices”, Mutual Insurance Agents of Iowa (MIAI) Global Agriculture Conference, Ames, IA, January 13, 2017 (~80)

“Iowa Land Values”. U.S. Bank 2017 Ag Summit, Ames, IA, January 10, 2017 (~120)

2016: “2016 Iowa Land Value Survey”, Press Conference. ISU Alumni Center, December 13, 2016 (Recorded [YouTube Live Streaming](#))

“Iowa Farmland Market Update: Are We Seeing a Replay of 1980s?”. 28<sup>th</sup> Annual Integrated Crop Management Conference, Ames, IA, November 30, 2016 (~200)

“Agricultural Land Management and Downstream Water Quality: Insights from Lake Erie?”. 28<sup>th</sup> Annual Integrated Crop Management Conference, Ames, IA, December 1, 2016 (~200)

“Linking Agricultural Land Management Decisions with Lake Erie Ecosystem Services: An Integrated Ecological-Economic Approach”, Prairie Lakes Conference, Okoboji, IA, August 11, 2016 (~35)

“Iowa Farm Real Estate Market Update”, Iowa State Agricultural Credit School, Ames, IA, June 15, 2016 (~60)

“2016 SMLV Land and Commodity Price Predictions”, 2016 ISU 89<sup>th</sup> Annual Soil Management and Land Valuation Conference, Ames, IA, May 18, 2016 (~280)

“Iowa Farmland Market Outlook: A New Normal?”, Iowa State University ANR Extension and Outreach Spring Training, Lightning Talk, Ames, IA, April 7, 2016 (~160)

“From Northeast China to the Midwest”, Iowa State University Agricultural Business Club, Ames, IA, March 31, 2016 (~120)

“What is Happening with Iowa’s Land Values: Results from ISU’s Latest Survey”, Iowa Agricultural Bankers Association Annual Conference, Ames, IA, March 22, 2016 (~270)

“What is Happening with Iowa’s Land Values: Results from ISU’s Latest Survey”, 2016 Iowa Bankers Association Annual Conference, Ames, IA, March 22, 2016 (~270)

2015: “The 2015 Iowa Land Value News Release Conference”, ISU Alumni Center, Ames, IA, December 14, 2015 (6 reporters)

“Who Owns and Buys Iowa’s Farmland”, Integrated Crop Management Conference, Scheman Building, Iowa State University, Ames, IA, December 3, 2015 (2 sessions, 220 total)

2014: “The Trends and Determinants of Western Ohio Farmland Values 2001 – 2010”, American Society of Farm Managers and Rural Appraisers, Ohio Chapter Annual Meeting (~75)

## **LOCAL**

2017: “Agricultural Land Management and Downstream Water Quality: Insights from Lake Erie”, Crop Advantage Series, Davenport, IA, January 27, 2017 (forthcoming)

“Agricultural Land Management and Downstream Water Quality: Insights from Lake Erie”, Crop Advantage Series, Okoboji, IA, January 5, 2017 (~40)

“What’s Going On in China? Corn, GMO, and High-Speed Rails”, Crop Advantage Series, Okoboji, IA, January 5, 2017 (~40)

“What’s Going On in China? Corn, GMO, and High-Speed Rails”, Crop Advantage Series, Sheldon, IA, January 4, 2017 (~50)



- 2016: “Land Values and Chinese Agriculture”, Pro-Ag Series, Clarinda, IA, December 14, 2016 (~35)  
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Decorah, IA, December 9, 2016 (~35)  
 “Land Values: Where Are We Headed?”, Beginning Farmer Group, Washington, IA, December 8, 2016 (~30)  
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Mt. Pleasant, IA, December 8, 2016 (~50)  
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Iowa City, IA, December 7, 2016 (~45)  
 “Land Values: Where Are We Headed?”, Kirkwood Community College, Cedar Rapids, IA, December 7, 2016 (~70)  
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Carroll, IA, November 18, 2016 (~15)  
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Mason City, IA, November 18, 2016 (~50)  
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Fort Dodge, IA, November 17, 2016 (~30)  
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Waterloo, IA, November 17, 2016 (~30)  
 “Iowa Farmland Market: Current Situation and Future Outlook”, North Central Farm Management Conference National Farm Management Conference, Sioux Falls, SD, June 14, 2016 (~40)  
 “From Northeast China to the Midwest”, Iowa State University Agricultural Business Club, Ames, IA, March 31, 2016 (~120)  
 “What is Happening with Iowa’s Land Values: Results from ISU’s Latest Survey”, Iowa Agricultural Bankers Association Annual Conference, Ames, IA, March 22, 2016 (~270)  
 “Overview of Farmland Market Analysis”, Guest Lecture for FIN 467X: Applied Real Estate Analysis, March 2, 2016 (16)  
 “Farmland Market: An Introduction”, Guest Lecture for Econ 235: Agricultural Firms, Markets and Prices, February 18, 2016 (~105)  
 “Farmland Owner Update: Land Values and Ownership Trends”, Farmland Owners Workshop, Altoona, IA, February 12, 2016 (~75)

### **Workshop Participant**

- 2016: Realtors Land Institute Iowa Chapter, Spring Seminar, Ames, IA  
 Peoples’ Company Land Investment Expo, West Des Moines, IA  
 2015: the 88<sup>th</sup> Annual Conference of Soil Management and Land Valuation, Ames, IA  
 2014: Healthy Soils for Healthy Waters 2013: Agricultural Markets for Ecosystem Services: Greenhouse Gases, Conservation Practice Adoption, and Behavioral Responses Conference  
 2013: Conservation Tillage and Technology Conference

### **POPULAR PRESS MEDIA CONTACTS, MENTIONS, and INTERVIEWS (Authored by others)**

- 2017: AAEA Member in the News, Iowa Banking Magazine, Farm TV,  
 2016: The Washington Post, ABC News, The Telegraph, The Herald, FOX News, Agrimoney.com, AgWeb  
 Nikkei American Inc (Japanese Economic News), Des Moines Register, Iowa Banking Magazine,  
 Successful Farming/Agriculture.com, Iowa Farm Bureau Spokesman, The Huffington Post,  
 Iowa Farmer Today, Iowa Public Radio (2), Wallaces Farmer, The Landowner Newsletter, WHO iHeart Radio  
 Corn and Soybean Digest, Radio Iowa, Taiwan News, Pork Magazine, Daily Mail, Associated Press,  
 KMA Land, KIWA Radio, Greene County News, Oskaloosa Herald, the Tama News-Herald,  
 ISU ANR Extension and Outreach News, Mason City Global Gazette, Iowa City Press-Citizen, Miami Herald,  
 the Belmont Independent, the Washington Times, the Olympian, KBOE 104.9 FM, High Plains Public Radio,  
 Atlantic News Telegraph, KWVL MSNBC News, Des Moines KCCI 8, MSNBC WGEM.com,  
 MSNBC KTTC, Clinton Herald, Quad City Times, WNAX, Siouxland matters, FOX 28/KGAN TV,  
 The Columbus Telegram, KCHA News, KTAR News, Sioux City Journal, Yakima Herald, Westport News,  
 The Sacramento Bee, WQAD 8 Quad Cities, Albany Times Union, San Antonio Express-News,  
 San Francisco Gate, Seattle pi, LMT Online, Frederckburg Free Lance-Star, San Antonio Express-News,  
 The Hour, Greenwich Time, CT Post, Chron, the Edwardsville Intelligencer, Herald Whig, Reading Eagle  
 2015: Associated Press, Des Moines Register (2), Iowa Farmer Today, Ames Tribune, Radio Iowa (2), Iowa Public

Radio, Farm News, Brownfield Ag News, the Graphic-Advocate, Courier Online, ASFMRA Ag News, Iowa Farm Bureau Spokesman, Wallaces Farmer, WHO Radio, Iowa Banking Magazine, Agri News, CALS Online, ISU Extension and Outreach News, LandOwner Newsletter, Pro Farmer, Newton Daily News, KCCI Des Moines, Farming UK, AgWeb (2), The Gazette, Wisconsin Ag Connection, Washington Times, Waltonian.com, Yardstead.com, Ag NET, KIWA Radio, Omaha World-Herald, Press Telegraph, Farms.com, Agri-Marketing, Corn and Soybean Digest, Dubuque Telegraph Herald, KCSI FM 95.3, KCRG ABC 9, KEYC News 12 CBS & Fox, KGAN 2 CBS News, KTTC, KWWL.com, Quad City Times, Sioux City Journal, Clinton Herald, WGEM, the Daily Nonpareil, The Republic, Daily Reporter, TribTown.com, Muscatine Journal, KSOM 96.5 FM, MyInforms.com, Time Oracle, Ktiv.com, The Examiner Post, The Leader Standard, Chronicle Daily, ISU CARD, KJAN Radio Atlantic, KTIC Radio, The Fairfield Ledger, Dream Dirt, North Iowa Today, Daily Gate City, The Daily Journal, Capital Press, The Storm Lakes Times, Fort Dodge Messenger, Sioux City Journal, KMA Land 960AM & 99.1 FM, Ag Professional.com, Pilot Tribune, Marshalltown Times Republican, Spencer Daily Reporter, Ottumwa, New Hampton Tribune, The Decorah Newspapers – Winneshiek County, The Daily Gate City - Keokuk, Estherville Daily News

## **TEACHING EXPERIENCE**

### **Iowa State University**

#### ***Instructor***

ECON 364: Rural Property Appraisal Spring 2017

ECON 364: Rural Property Appraisal Spring 2016

Peer Evaluation: 4.5 out of 5, good to excellent (2 colleagues)

Student Evaluation: 3.72 out of 5, good (39 out of 42 students)

#### ***Guest Lecturer***

ECON 235: Agricultural Firms, Markets and Prices (taught by Dr. H. Jensen) Spring 2017

FIN 450X: Analytical Methods in Finance (taught by Dr. T. Turner) Fall 2016

ECON 235: Agricultural Firms, Markets and Prices (taught by Dr. H. Jensen) Spring 2016

FIN 467X: Applied Real Estate Analysis (taught by Dr. T. Turner) Spring 2016

### **The Ohio State University**

China's Economic Reform and Globalization, Sole Instructor (SEI: 4.9 out of 5, 26 students) Spring 2013

The Sustainable Economy: Concepts and Methods, Assistant Instructor Spring 2014

China's Economic Reform and Globalization, Guest Speaker Spring 2014

Capstone: Assessing Sustainability: Project Experience, Graduate Teaching Assistant (11 students) Spring 2014

Principles of Agribusiness Finance, Graduate Teaching Assistant (55 students) Fall 2010 – Spring 2011

### **Wittenberg University**

## **STUDENT ADVISING**

### Ph.D.:

Jiayou Mei, Program of Study Committee Member, since 2016 (Ongoing)  
Fangge Liu, Program of Study Committee Member, since 2016 (Ongoing)  
Qianrong Wu, Program of Study Committee Member, since 2016 (Ongoing)  
Ming Jin, Program of Study Committee Member, since 2016 (Ongoing)

Jae-Hoon Sung, Program of Study Committee Member, since 2016 (Completed)

### Master's:

Jennifer Zabek, Program of Study Committee Member, since 2016 (Completed)  
Pulasthi Amarasinghe, Graduate Research Associate, since 2016 (Ongoing)

### Undergraduate:

Grace Rens, Freshman Honors Program, "Heterogeneity of Responses to 2015 and 2016 Iowa Land Value Survey", Spring 2017  
Zachariah Beek, 2015 Iowa Land Value Survey Data Entry, December 2015 – Spring 2016  
Urja Shah, Natalina Sents, DeAnna Hanner, Iowa Agricultural Land Sales Data Entry, Fall 2015 – Spring 2016

## **PROFESSIONAL EXPERIENCE AND SERVICE**

### Journal Referee:

*American Journal of Agricultural Economics* (3)  
*Ecological Economics*  
*Agricultural Economics*  
*Land Use Policy*  
*Water Resources Research*  
*Agricultural and Resource Economics Review*  
*Journal of Soil and Water Conservation*  
*Journal of Applied Economics and Policy*

*USDA Economic Research Service Information Bulletin*

### Reviewer:

Ohio Agricultural Research and Development Center SEEDS-Graduate Proposal Panel 2014  
Abstracts for the Annual Meeting of the Applied and Agricultural Economic Association, San Francisco, CA

### Invited Speaker - Community Outreach:

2013: "Great Decisions" program in Griswold Senior Recreational Center in Worthington, OH

### Conference Organizer:

2013: the 6<sup>th</sup> Midwest Graduate Student Conference on Regional and Applied Economics, Columbus, OH

### Session Moderator:

2014: Association of Environmental and Resource Economics sessions at the 2014 Annual Meeting of the Southern Economic Association, Atlanta, GA  
Annual Meeting of the Applied and Agricultural Economic Association, Minneapolis, MN  
2013: Annual Meeting of the Applied and Agricultural Economic Association, Washington, D.C.  
Midwest Economic Association Annual Meeting, Columbus, OH  
2012: Annual Meeting of the Applied and Agricultural Economic Association, Seattle, WA

Discussant:

- 2013: Urban Economic Association sessions at the 60<sup>th</sup> Annual North American Meetings of the Regional Science Association International, Atlanta, GA
- 2012: Urban Economic Association sessions at the 59<sup>th</sup> Annual North American Meetings of the Regional Science Association International, Ottawa, Canada

Workshop Participant:

- 2016: The Downturn in Agriculture: Implications for the Midwest & the Future of Farming, Chicago, IL
- 2015: NSF Grants Conference, Arlington, VA  
Heartland Environmental & Resource Economics Workshop at Illinois, Urbana-Champaign, IL
- 2013: Scaling up Sustainability Solutions, the 3<sup>rd</sup> Annual WBCSD Midwest Conference  
Voluntary Pollution Control Workshop

**UNIVERSITY SERVICE**

Service to Iowa State Extension and Outreach:

- 2016: Farm Progress Show 2016, Ask an Expert  
ANR Extension Strategic Planning Committee

Departmental Service:

- 2016: Practice Job Talks for Graduate Students: T.J. Rakitan  
Seminar on Job Market Tips from Recent Graduates (with I. Rudik)  
Departmental Seminar Committee 2016-2017  
Presentation to Ag Business Club  
Environmental Resource Economics Workshop, Co-Organizer
- 2015: Seminar on Job Market Tips from Recent Graduates (with I. Rudik)  
Job Market Mock Interview for Chao Li (with G. Calhoun)

**PROFESSIONAL AFFILIATIONS**

- American Economic Association (AEA)
- Agricultural and Applied Economics Association (AAEA)
- Association of Environmental and Resource Economists (AERE)
- Regional Science Association International (RSAI), Urban Economics Association (UEA)
- Midwest Economics Association (MEA)

**ADDITIONAL SKILLS**

- Software Packages: Proficient in STATA, R and SAS
- Programming Languages: MATLAB, and Python
- Other: ArcGIS Suite, LaTeX, and GeoDa
- Language: English, Mandarin Chinese (native), Cantonese (listening)