SERGIO H. LENCE

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518 Farm House Lane
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Home: 4814 Idaho Circle
Ames, Iowa 50014
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EDUCATION

IOWA STATE UNIVERSITY (ISU), Ames, Iowa
Doctor of Philosophy 1989:8-1991:12
Major: **Agricultural Economics** Minor: Statistics
GPA: 3.99/4.00
Dissertation: "Dynamic Firm Behavior under Uncertainty."
Advisor: Prof. Dermot J. Hayes

Master of Science 1986:8-1988:8
Major: **Agricultural Economics**
GPA: 4.00/4.00
Thesis: "Transfer Costs in Agricultural Trade: Implications for Empirical Research."
Advisor: Prof. William H. Meyers

UNIVERSIDAD DE BUENOS AIRES (UBA), Buenos Aires, Argentina
Agricultural Engineer (5-year degree) 1984:4-1985:8
Major: **Rural Economics**

Agricultural Engineer (5-year degree) 1979:4-1984:4
Major: **Agricultural Production**
Thesis: "Price Behavior in the Futures Market of Buenos Aires."
Advisor: Ing. Agr. Marcelo E. Regúnaga

EXPERIENCE

Professor, Department of Economics, ISU 2003-Present
Marlin Cole Chair of International Agricultural Economics, ISU 2002-Present
Teaching Coordinator, Department of Economics, ISU 2018-Present
Director of Undergraduate Studies, Dept. Economics, ISU 2005-2018

- Teach undergraduate courses:
  - Econ 1010L. Laboratory in Principles of Microeconomics. (Freshman level)
  - Econ 135. Agricultural Firms, Markets, and Prices. (Freshman level)
  - Econ 235. Introduction to Agricultural Markets. (Sophomore level)

  - Econ 466. Introduction to Agricultural Finance. (Senior level)
  - Econ 496. Travel Course - Comparative Marketing Analysis of Agricultural Products. Destinations: Argentina, Australia, France, and Spain. (Senior level)
  - GLOBE 495. Global Resource Systems Study Abroad Course Preparation. (Senior level)
  - GLOBE 497. Deans Global Ag and Food Leadership Program. Destination: Food and Agriculture Organization of the United Nations, Rome, Italy. (Senior level)
- Teach graduate courses:
  - Econ 536. Applied Agricultural Marketing. (MSc level)
  - Econ 566. Advanced Agricultural Finance. (MSc level)
  - Econ 641. Agricultural Economics. (PhD level)
  - Econ 653. Financial Economics. (PhD level)
- Perform research on agricultural finance and financial economics.
- Advise undergraduate and graduate students.
- Supervise research.
- Seek funding for research program.
- Coordinate Executive Programs: International Agribusiness School

Associate Professor, Department of Economics, ISU 1998-2003

Visiting Scientist, Food and Agriculture Organization of the United Nations, Rome, Italy 2000:7-2001:7

- Performed research on the impact of price insurance schemes, and on nutrition.

Assistant Professor, Department of Economics, ISU 1993-1998

Post-Doctoral Research Associate, Center for Agricultural and Rural Development (CARD), Department of Economics, ISU 1991-1993

- Performed research on trade, uncertainty, and financial instruments.
- Applied mathematical techniques, such as dynamic programming and Bayesian methods, for qualitative analysis.
- Used diverse statistical methods for quantitative analysis.

Instructor, Department of Economics, ISU 1991

- Taught course on demand, marketing and trade in the Agricultural Economics Graduate Training Project under the USAID/Ecuador Andean Peace Scholarship Program.

Professor, M.Sc. Program in Agricultural Economics
UBA-National Institute of Agricultural Technology, Argentina 1988

- Taught course on agricultural marketing and trade to graduate students.
- Performed research on Argentinean grain markets.

Research Assistant, CARD
Department of Economics, ISU 1986-1988, 1989-1991

- Performed research on marketing and trade.
- Used computers for model estimation.

Commodity Market Analyst, Argentine Grain Board
Buenos Aires, Argentina 1985-1986, 1988-1989

- Analyzed domestic and foreign grain markets.
- Estimated short- and medium-term supply and demand situation.
- Reported grain market developments daily and periodically.
- Presented seminars about grain marketing.

Teaching and Research Assistant, College of Agriculture
UBA, Argentina 1984-1986, 1988-1989

- Taught course on farm management to undergraduate (senior) students.
- Performed research on agricultural finance and marketing.

HONORS

- Awards
  - Publication of Lasting Impact Award for the 2003 *AJAE* article "The Impacts of Different Farm Programs on Cash Rents." Presented by the Agricultural Finance and Management Section of the Agricultural and Applied Economics Association (AAEA-AFM), 2022.
  - Regents Award for Faculty Excellence, presented annually by the state Board of Regents to recognize tenured faculty members who are outstanding university citizens and have rendered significant service to ISU or the state of Iowa, 2022.
  - International Mission Award, presented annually by the ISU Chapter of Gamma Sigma Delta, 2022.
  - International Service Award, presented annually by ISU to recognize outstanding international service in terms of teaching, research, or administration, within the United States or abroad, 2019.
  - Best article in *Agricultural Economics*, presented annually by the *International Association of Agricultural Economists*, 2018.
  - James Huntington Ellis Award for Excellence in Undergraduate Introductory Teaching, presented annually by ISU to recognize outstanding performance in teaching undergraduate introductory classes, 2017.
  - Outstanding ERAE Journal Article Award, presented annually by the *European Association of Agricultural Economists*, 2016.
  - Exemplary Mentor, presented annually by ISU to recognize faculty members who have demonstrated exemplary mentoring of junior faculty, 2015-16.
  - Outstanding Achievement in International Agriculture Award, presented annually by the College of Agriculture and Life Sciences at ISU to recognize faculty for outstanding

performance in promoting the globalization of research, extension, and teaching programs, 2009.
    - Team Award for "Iowa's Land and Environment--Serving Competing Needs," presented annually by the College of Agriculture at ISU to recognize a team of faculty/staff who have made a significant contribution to the missions of research, extension or teaching in the College of Agriculture at ISU, by using a collective approach to building programs to solve problems, 2000. (Co-Recipient)
    - Distinguished Group Extension Program Award for the "Managing Risks and Profits" Program, presented annually by the American Agricultural Economics Association to recognize achievement of excellence in extension economics teaching programs by a group, 2000. (Co-Recipient)
    - Outstanding Young Alumnus, presented annually by the ISU Alumni Association to an ISU alumnus under 39 years of age and whose achievements in career, public service, or volunteer activities are worthy of recognition and have brought honor to ISU, 1999.
    - T.A. Bancroft Statistics Award, presented annually to the most outstanding Ph.D. candidate with a joint major or minor in Statistics, ISU, 1991.
- Distinctions
    - Marlin Cole Chair of International Agricultural Economics, ISU, 2002-Present
    - Graduated with "All Honors and Distinctions," ISU, 1991.
    - Graduated with "All Honors and Distinctions," ISU, 1988.
    - Graduated with "Diploma de Honor," UBA, 1984.
- Honor Societies
    - "Gamma Sigma Delta," Honor Society of Agriculture.
    - Honor Society "Phi Kappa Phi."
- Passed Preliminary Ph.D. Exam in Macroeconomics with Distinction.
- M.Sc. Thesis selected to represent ISU in the annual contest of the American Agricultural Economics Association.
- Scholarships: "Premium for Academic Excellence," ISU, 1986/87 and 1987/88.
- Undergraduate thesis graded with 10/10 points.
- Ranked first in class of 1984 (UBA) among 190 graduates.

PAPERS PUBLISHED IN PEER REVIEW JOURNALS

Lassalas, M., A. Plastina, and **S.H. Lence**. "Does the Adoption of Environmental Contracts Affect Farms' Productivity and Efficiency? An Insight through the Adoption of Agri-Environmental Schemes (AES) and Organic Certification." *Revue Economique* (forthcoming).

Ban, K. and **S.H. Lence**. 2024 "Estimating Demand Systems with Corner Solutions: The Performance of Tobit-Based Approaches." *Applied Economics* 1-20. https://doi.org/10.1080/00036846.2024.2313989

Singerman, A. and **S.H. Lence**. 2024. "A Growing Common Challenge: Herbicide Resistance and Farmers' Attitudes Toward Collective Management in Argentina." *Choices* 39(Quarter 2):1-9.

Singerman, A. and **S.H. Lence**. 2023. "The Source of Uncertainty Influences Technology Adoption." *European Review of Agricultural Economics* 50(2):591-623 https://doi.org/10.1093/erae/jbac036

Lence, S.H. and A. Singerman. 2023. "When Does Voluntary Coordination Work? Evidence from Area-Wide Pest Management." *American Journal of Agricultural Economics* 105(1):243-253. DOI: 10.1111/ajae.12308

Malone, R.W., P.L. O'Brien, S. Herbstritt, B.D. Emmett, D.L. Karlen, T.C. Kaspar, K. Kohler, A. Radke, **S.H. Lence**, H. Wu, and T.L. Richard. 2022. "Rye-Soybean Double-Crop: Planting Method and N Fertilization Effects in the North Central US." *Renewable Agriculture and Food Systems* 37:445-456. DOI 10.1017/S1742170522000096.

Herbstritt, S., T.L. Richard, P.L. O'Brien, B. Emmett, D.L. Karlen, T.C. Kaspar, K. Kohler, H. Wu, **S.H. Lence**, and R. Malone. 2022. "Rye Double-Crop: Management, Forage Quality, and Revenue Opportunities for Feed and Bioenergy." *Agriculture* 12:1691. DOI: 10.3390/agriculture12101691.

Zhang, T. and **S.H. Lence**. 2022. "Liquidity and Asset Pricing: Evidence from the Chinese Stock Markets." *North-American Journal of Economics and Finance* 59:101557. DOI 10.1016/j.najef.2021.101557.

Zhang, W., **S.H. Lence**, and T. Kuethe. 2021. "Are Expert Opinions Accurate? Panel Data Evidence from the Iowa Land Value Survey." *Land Economics* 97(4):875-892. DOI: 080820-0124R

Plastina, A.S., **S.H. Lence**, and A. Ortiz-Bobea. 2021. "How Weather Affects the Decomposition of Total Factor Productivity in U.S. Agriculture." *Agricultural Economics* 52(2):215-234. DOI: 10.1111/agec.12615

Plastina, A.S. and **S.H. Lence**. 2019. "Theoretical Production Restrictions and Agricultural Technology in the United States." *American Journal of Agricultural Economics* 101(3):849-869. DOI: 10.1093/ajae/aay106

Xi, W., D.J. Hayes, and **S.H. Lence**. 2019. "Variance Risk Premia for Agricultural Commodities." *Agricultural Finance Review* 79(3):286-303. DOI: 10.1108/AFR-07-2018-0056.

Rosas, F., **S.H. Lence**, and D.J. Hayes. 2019. "Crop Yield Responses to Prices: A Bayesian Approach to Blend Experimental and Market Data." *European Review of Agricultural Economics* 46(4):551-577. DOI: 10.1093/erae/jby032

Rosas, F., and **S.H. Lence**. 2019. "How Reliable is Duality Theory in Empirical Work?" *American Journal of Agricultural Economics* 101(3):825-848. DOI: 10.1093/ajae/aay071

Plastina, A.S., and **S.H. Lence**. 2018. "A Parametric Estimation of Total Factor Productivity and Its Components in U.S. Agriculture." *American Journal of Agricultural Economics* 100(4):1091-1119. DOI: 10.1093/ajae/aay010

Malone, R.W., J.F. Obrycki, D.L. Karlen, L. Ma, T.C. Kaspar, D.B. Jaynes, T.B. Parkin, **S.H. Lence**, G.W. Feyereisen, Q.X. Fang, T.L. Richard, and K. Gillette. 2018. "Harvesting Fertilized Rye Cover Crop: Simulated Revenue and Drainage N Loss." *Agricultural & Environmental Letters* 3:170041. DOI: 10.2134/ael2017.11.0041

Lence, S. H., G. Moschini, and F. G. Santeramo. 2018. "Threshold Cointegration and Price Transmission when Expectations Matter." *Agricultural Economics* 49(1):25-39. DOI: 10.1111/agec.12393. Recipient of the 2018 Best Article in Agricultural Economics Award, presented by the International Association of Agricultural Economists.

Singerman, A., **S.H. Lence**, and P. Useche. 2017. "Is Area-Wide Pest Management Useful? The Case of Citrus Greening." *Applied Economic Perspectives & Policy* 39(4):609-634. DOI: 10.1093/aepp/ppx030

Xiao, J., C.E. Hart, and **S.H. Lence**. 2017. "USDA Forecasts of Crop Ending Stocks: How Well Have They Performed?" *Applied Economic Perspectives & Policy* 39(2):220-241. Featured article. DOI: 10.1093/aepp/ppx023

Rosas, F., and **S.H. Lence**. 2017. "Duality Theory in Empirical Work, Revisited." *European Review of Agricultural Economics* 44(5):836-859. DOI: 10.1093/erae/jbx017

Singerman, A., **S.H. Lence**, and P. Useche. 2017. "Uncertainty Undermines Area-Wide Pest Management for Citrus Greening in Florida." *Choices* 32(3):1-10.

Smith, S., **S.H. Lence**, D.J. Hayes, J. Alston, and E. Corona. 2016. "Elements of Intellectual Property Protection in Plant Breeding and Biotechnology: Interactions and Outcomes." *Crop Science* 56:1-11. DOI: 10.2135/cropsci2015.10.0608

Lence, S. H. 2016. "Modeling the Market and Welfare Effects of Mexico's 'Agriculture by Contract' (A×C) Program." *American Journal of Agricultural Economics* 98(3):925-945. DOI: 10.1093/ajae/aav052

Hart, C., **S.H. Lence**, D.J. Hayes, and N. Jin. 2016. "Price Mean Reversion, Seasonality, and Options Markets." *American Journal of Agricultural Economics* 98(3):707-725. DOI: 10.1093/ajae/aav045

Lence, S. H., D. J. Hayes, J. M. Alston, and J. S. C. Smith. 2016. "Intellectual Property in Plant Breeding: Comparing Different Levels and Forms of Protection." *European Review of Agricultural Economics* 43(1):1-29. DOI: 10.1093/erae/jbv007. Lead article, editor's choice, recipient of the 2016 Outstanding ERAE Journal Article Award by the European Association of Agricultural Economists.

Murguia, J.M., and **S.H. Lence**. 2015. "Investors' Reaction to Environmental Performance: A Global Perspective of the Newsweek's 'Green Rankings'." *Environmental and Resource Economics* 60:4(2015):583-60. DOI: 10.1007/s10640-014-9781-0

Lence, S.H. 2014. "Farmland Prices: Is this Time Different?" *Applied Economic Perspectives and Policy* 36(4):577-603. Featured article. DOI: 10.1093/aepp/ppu027

Singerman, A., **S.H. Lence**, and A. Kimble-Evans. 2014. "How Related Are the Prices of Organic and Conventional Corn and Soybean?" *Agribusiness: An International Journal* 30(3):309-330. DOI: 10.1002/agr.21364

Lence, S.H., H.G. Ott, and C.E. Hart. 2013. "Long-Term Futures Curves and Seasonal Structures of Wheat in the European Union and the United States." *Journal of Futures Markets* 33(12):1118-1142. DOI: 10.1002/fut.21581

Singerman, A., C. Hart and **S.H. Lence**. 2012. "Revenue Protection for Organic Producers: Too Much or Too Little?" *Journal of Agricultural and Resource Economics* 37(3):415-434.

Mallory, M., and **S.H. Lence**. 2012. "Testing for Cointegration in the Presence of Moving Average Errors." *Journal of Time Series Econometrics* 4(2): Article 2. DOI: 10.1515/1941-1928.1124

Jin, N., **S.H. Lence**, C. Hart, and D. Hayes. 2012. "The Term Structure of Long-Run Commodity Futures." *American Journal of Agricultural Economics* 94(3):718-735. DOI: 10.1093/ajae/aar137

Herrman, P., **S.H. Lence**, and S. Agarwal. 2011. "Governance Mechanisms, Prior International Diversification and Organizational Inertia: A Longitudinal Test of Large United States Firms." *International Journal of Management* 28(4):106-118.

Paulson, N.D., A.L. Katchova, and **S.H. Lence**. 2010. "An Empirical Analysis of the Determinants of Marketing Contract Structures for Corn and Soybeans." *Journal of Agricultural & Food Industrial Organization* 8, Issue 1, Article 4. DOI: 10.2202/1542-0485.1282.

Lence, S. H., and D. J. Hayes. 2010. "Ethics, Welfare and Markets." *Southern Economic Journal* 76:1107–1130. DOI: 10.4284/sej.2010.76.4.1107

Hayes, D. J., **S. H. Lence**, and S. Goggi. 2009. "Impact of Intellectual Property Rights in the Seed Sector on Crop Yield Growth and Social Welfare: A Case Study Approach." *AgBioForum* 12:155-171.

Lence, S. H. 2009. "Joint Estimation of Risk Preferences and Technology: Flexible Utility or Futility?" *American Journal of Agricultural Economics* 91:581-598. DOI: 10.1111/j.1467-8276.2009.01274.x

Lence, S.H. 2009. "Do Futures Benefit Farmers?" *American Journal of Agricultural Economics* 91(1):154-167. DOI: 10.1111/j.1467-8276.2008.01162.x

Lence, S.H., and D.J. Hayes. 2008. "Welfare Impacts of Cross-Country Spillovers in Agricultural Research." *American Journal of Agricultural Economics* 90(1):197-215. DOI: 10.1111/j.1467-8276.2007.01047.x

Lence, S. H., S. Marette, D. J. Hayes, and W. Foster. 2007. "Collective Marketing Arrangements for Geographically Differentiated Agricultural Products: Welfare Impacts and Policy Implications." *American Journal of Agricultural Economics* 89(4):947-963. DOI:10.1111/j.1467-8276.2007.01036.x

Lence, S.H. 2007. "The Transformation of Spain's Pork Sector: Can It Continue?" *Choices* 22:25-30.

Lence, S.H., and D.J. Hayes. 2006. "EU and US Regulations for Handling and Transporting Genetically Modified Grains: Are Both Positions Correct?" *Eurochoices* 5:20-27. DOI: 10.1111/j.1746-692X.2006.00030.x

Lence, S. H., and D. J. Hayes. 2005. "Genetically Modified Crops: Their Market and Welfare Impacts." *American Journal of Agricultural Economics* 87:931-950. DOI:10.1111/j.1467-8276.2005.00779.x

Lence, S. H., D. J. Hayes, A. McCunn, S. Smith, and B. Niebur. 2005. "Welfare Impacts of Intellectual Property Protection in the Seed Industry." *American Journal of Agricultural Economics* 87(4):951-968. DOI:10.1111/j.1467-8276.2005.00780.x

Mishra, A.K., and **S.H. Lence**. 2005. "Risk Management by Farmers, Agribusinesses, and Lenders." *Agricultural Finance Review* 65:131-148. DOI 10.1108/00214660580001169

Hayes, D.J., **S.H. Lence**, and B. Babcock. 2005. "Geographic Indications and Farmer-Owned Brands: Why do the US and EU Disagree?" *EuroChoices* 4:28-35. DOI 10.1111/j.1746-692X.2005.00006.x

Lence, S.H., and B. Falk. 2005. "Cointegration, Market Integration, and Market Efficiency." *Journal of International Money and Finance* 24:873-890. DOI 10.1016/j.jimonfin.2005.05.002

Lence, S.H., and D.J. Hayes. 2005. "Technology Fees Versus GURTs in the Presence of Spillovers: World Welfare Impacts." *AgBioForum* 8:172-186.

Hayes, D.J., **S.H. Lence**, and A. Stoppa. 2004. "Farmer-Owned Brands?" *Agribusiness: An International Journal* 20:269-285. DOI 10.1002/agr.20018

Hart, C. E., and **S. H. Lence**. 2004. "Financial Constraints and Farm Investment: A Bayesian Examination." *Journal of Business and Economic Statistics* 22:51-63. DOI: 10.1198/073500103288619403

Hayes, D.J., **S.H. Lence**, and C. Mason. 2003. "Could the Government Manage its Exposure to Crop Reinsurance Risk?" *Agricultural Finance Review* 63:127-142. DOI 10.1108/00215040380001145

Lence, S.H., and D.J. Hayes. 2003. "Impact of Biotech Grains on Market Structure and Societal Welfare." *AgBioForum* 5:85-89.

Mason, C., D.J. Hayes, and **S.H. Lence**. 2003. "Systemic Risk in U.S. Crop Reinsurance Programs." *Agricultural Finance Review* 63:23-39. DOI 10.1108/00214980380001139

Hayes, D.J., and **S.H. Lence**. 2002. "A New Brand of Agriculture: Farmer-Owned Brands Reward Innovation." *Choices* 17:6-10.

Lence, S.H., and D.J. Hayes. 2002. "U.S. Farm Policy and the Variability of Commodity Prices and Farm Revenues." *American Journal of Agricultural Economics* 84(2):335-351. DOI 10.1111/1467-8276.00301

de Fontnouvelle, P., and **S.H. Lence**. 2002. "Transaction Costs and the Present Value 'Puzzle' of Farmland Prices." *Southern Economic Journal* 68(3):549-565. DOI: 10.2307/1061717

Lence, S.H. 2001. "Farmland Prices in the Presence of Transaction Costs: A Cautionary Note." *American Journal of Agricultural Economics* 83(4):985-992. DOI 10.1111/0002-9092.00224

Lence, S.H., and M.L. Hayenga. 2001. "On the Pitfalls of Multi-Year Rollover Hedges: The Case of Hedge-to-Arrive Contracts." *American Journal of Agricultural Economics* 83(1):107-119. DOI 10.1111/0002-9092.00140

Lence, S.H. 2000. "Using Consumption and Asset Return Data to Estimate Farmers' Time Preferences and Risk Attitudes." *American Journal of Agricultural Economics* 82(4):934-947. DOI 10.1111/0002-9092.00092

Jolly, R.W., and **S.H. Lence**. 2000. "Value-Added Land Values." *Choices* 15:18-23.

Lence, S.H., and D.J. Miller. 1999. "Transaction Costs and the Present Value Model of Farmland: Iowa, 1900-1994." *American Journal of Agricultural Economics* 81(2):257-272. Lead article. DOI 10.2307/1244580

Lence, S.H., M.L. Hayenga, and N.E. Harl. 1999. "The Failure of Multi-Year Hedge-to-Arrive Contracts." *Choices* 14:37-41.

Blue, E.N., M.L. Hayenga, **S.H. Lence**, and E.D. Baldwin. 1999. "Futures Spread Risk in Soybean Multi-Year Hedge-to-Arrive Contracts." *Agribusiness: An International Journal* 14(6):467-474. DOI 10.1002/(SICI)1520-6297(199811/12)14:6<467::AID-AGR4>3.0.CO;2-D

Lence, S.H., and D.J. Miller. 1998. "Recovering Output-Specific Inputs from Aggregate Input Data: A Generalized Cross Entropy Approach." *American Journal of Agricultural Economics* 80(4):852-867. DOI 10.2307/1244069

Lence, S.H., and D.J. Miller. 1998. "Estimation of Multi-Output Production Functions with Incomplete Data: A Generalised Maximum Entropy Approach." *European Review of Agricultural Economics* 25(2):188-209. DOI 10.1093/erae/25.2.188

Lence, S.H., and D.J. Hayes. 1998. "The Forward-Looking Competitive Firm under Uncertainty." *American Journal of Agricultural Economics* 80(2):303-312. DOI 10.2307/1244503

Lence, S.H., and C. Hart. 1997. "Index Models and Land Allocation Reconsidered." *Canadian Journal of Agricultural Economics* 45(3):267-284. DOI 10.1111/j.1744-7976.1997.tb00208.x

Lence, S.H. 1997. "Recent Structural Changes in the Banking Industry, Their Causes and Effects: A Literature Survey." *Review of Agricultural Economics* 19(2):371-402. DOI: 10.2307/1349747

Hayenga, M.L., B. Jiang, and **S.H. Lence**. 1996. "Improving Wholesale Beef and Pork Product Cross Hedging." *Agribusiness: An International Journal* 12(6):541-559. DOI 10.1002/(SICI)1520-6297(199611/12)12:6<541::AID-AGR4>3.0.CO;2-3

Lence, S.H., M.L. Hayenga, and M.D. Patterson. 1996. "Storage Profitability and Hedge Ratio Estimation." *Journal of Futures Markets* 16(6):655-676. DOI 10.1002/(SICI)1096-9934(199609)16:6<655::AID-FUT3>3.0.CO;2-E

Lence, S.H. 1996. "Relaxing the Assumptions of Minimum-Variance Hedging." *Journal of Agricultural and Resource Economics* 21(1):39-55.

Lence, S.H., and D.J. Hayes. 1995. "Optimal Hedging under Forward-Looking Behaviour." *Economic Record* 71(4):329-342. DOI 10.1111/j.1475-4932.1995.tb02678.x

Lence, S.H., D.J. Hayes, and W.H. Meyers. 1995. "The Behavior of Forward-Looking Firms In the Very Short Run." *American Journal of Agricultural Economics* 77(4):922-934. DOI 10.2307/1243815

Lence, S.H., and D.J. Hayes. 1995. "Land Allocation in the Presence of Estimation Risk." *Journal of Agricultural and Resource Economics* 20(1):49-63.

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Lence, S.H. 1995. "On the Optimal Hedge under Unbiased Futures Prices." *Economics Letters* 47:385-388. DOI 10.1016/0165-1765(94)00575-M

Lence, S.H., and B.A. Babcock. 1995. "Flexibility, Endogenous Risk, and the Protection Premium." *Theory and Decision* 38:29-50. DOI 10.1007/BF01083167

Lence, S.H., S. Yong, and D.J. Hayes. 1994. "Multiperiod Production with Forward and Options Markets." *American Journal of Agricultural Economics* 76(2):286-295. DOI 10.2307/1243630

Lence, S.H., and D.J. Hayes. 1994. "Parameter-Based Decision Making under Estimation Risk: An Application to Futures Trading." *Journal of Finance* 49:345-357. DOI 10.1111/j.1540-6261.1994.tb04434.x

Lence, S.H., and D.J. Hayes. 1994. "The Empirical Minimum Variance Hedge." *American Journal of Agricultural Economics* 76(1):94-104. DOI 10.2307/1243924

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Lence, S.H., D.J. Hayes, and W.H. Meyers. 1992. "Futures Markets and Marketing Firms: The U.S. Soybean-Processing Industry." *American Journal of Agricultural Economics* 74(3):716-725. DOI 10.2307/1242585

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BOOK CHAPTERS

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Lence, S.H. 2010. "The Agricultural Sector in Argentina: Major Trends and Recent Developments." In Alston, J.M., B. Babcock, and P.G. Pardey, eds. *The Shifting Patterns of Agricultural Production and Productivity Worldwide*, Chapter 14. CARD-MATRIC Electronic Book. Ames, IA: Center for Agricultural and Rural Development. Available at http://www.matric.iastate.edu/shifting_patterns/

Lence, S.H. and E. Luvaga. 2006. "A Comparative Economic Analysis of the Swine Sector in the U.S. and Spain." In Estany, J., ed., *Agriculture and Agri-Food Production in Perspective: Profile of the Sector in Catalonia*, Chapter 10. Lleida, Spain: Ediciones de la Universidad de Lleida. ISBN- 84-8409-207-0.

Luvaga, E., and S.H. Lence. 2006. "Historical Contexts and Comparisons of Agricultural Policies in the United States and the European Union." In Estany, J., ed., *Agriculture and Agri-Food Production in Perspective: Profile of the Sector in Catalonia*, Chapter 4. Lleida, Spain: Ediciones de la Universidad de Lleida. ISBN- 84-8409-207-0.

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Singerman, A., C.E. Hart, and S.H. Lence. "Demand for Crop Insurance by Organic Corn and Soybean Farmers in Three Major Producing States." Department of Economics,
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Lence, S.H., and D.J. Hayes. "Welfare Impacts of Cross-Country Spillovers in Agricultural Research." Center for Agricultural and Rural Development (CARD) Working Paper 07-WP 446 (April 2007), Iowa State University, Ames, Iowa.

Lence, S.H., S. Marette, D.J. Hayes, and W. Foster. "Collective Marketing Arrangements for Geographically Differentiated Agricultural Products: Welfare Impacts and Policy Implications." Midwest Agribusiness Trade Research and Information Center (MATRIC) Working Paper 06-MWP 9 (May 2006), Iowa State University, Ames, Iowa.

Lence, S.H. "What Can the United States Learn from Spain's Pork Sector? Implications from a Comparative Economic Analysis." MATRIC Research Paper #05-MRP 12, September 1, 2005. Center for Agricultural and Rural Development (CARD), Iowa State University, Ames, Iowa.

Hayes, D.J., S.H. Lence, and A. Stoppa. "Farmer-Owned Brands?" Center for Agricultural and Rural Development (CARD) Briefing Paper 02-BP 39 (March 2003), Iowa State University, Ames, Iowa.

Lence, S.H., and S. Agarwal. "Assessing the Feasibility of Processing and Marketing Niche Soy Oil." Midwest Agribusiness Trade Research and Information Center (MATRIC) Research Paper 03-MRP 6 (February 2003), Iowa State University, Ames, Iowa.

Lence, S.H., and D.J. Hayes. "Option Pricing on Renewable Commodity Markets." Center for Agricultural and Rural Development (CARD) Working Paper 02-WP 309 (July 2002), Iowa State University, Ames, Iowa.

Lence, S.H., and D.J. Hayes. "Response to an Asymmetric Demand for Attributes: An Application to the Market for Genetically Modified Crops." Center for Agricultural and Rural Development (CARD) Working Paper 01-MWP 05 (November 2001), Iowa State University, Ames, Iowa.

Mason, C., D.J. Hayes, and S.H. Lence. "Systemic Risk in U.S. Crop and Revenue Insurance Programs." Center for Agricultural and Rural Development (CARD) Working Paper 01-WP 266 (March 2001), Iowa State University, Ames, Iowa.

Lence, S.H. "A Comparative Marketing Analysis of Major Agricultural Products in the United States and Argentina." Midwest Agribusiness Trade Research and Information Center (MATRIC) Research Paper 00-MRP 2 (August 2000), Iowa State University, Ames, Iowa.

Lence, S.H., and D.J. Hayes. "U.S. Farm Policy and the Variability of Commodity Prices and Farm Revenues." Center for Agricultural and Rural Development (CARD) Working Paper 00-WP 239 (March 2000), Iowa State University, Ames, Iowa.

Miranowski, J.A., G. Moschini, B. Babcock, M. Duffy, R. Wisner, J. Beghin, D. Hayes, S. Lence, C.P. Baumel, and N.E. Harl. "Economic Perspectives on GMO Market Segregation." Department of Economics, Staff Papers series #298 (1999), Iowa State University, Ames, Iowa.

Lence, S.H. "Argentine Agriculture under GATT." Center for Agricultural and Rural Development (CARD) GATT Research Paper 94-GATT 4 (February 1994), Iowa State University, Ames, Iowa.

Lence, S.H., S. Yong, and D.J. Hayes. "Multiperiod Production with Forward and Options Markets." Center for Agricultural and Rural Development (CARD) Working Paper 93-WP 112 (August 1993), Iowa State University, Ames, Iowa.

Lence, S.H., and D.J. Hayes. "The Forward-Looking Competitive Firm Under Uncertainty." Center for Agricultural and Rural Development (CARD) Working Paper 93-WP 111 (June 1993), Iowa State University, Ames, Iowa.

Lence, S.H., and D.J. Hayes. "The Empirical Minimum Variance Hedge." Center for Agricultural and Rural Development (CARD) Working Paper 93-WP 109 (June 1993), Iowa State University, Ames, Iowa.

Lence, S.H., and D.J. Hayes. "Optimal Hedging under Forward-Looking Behavior." Center for Agricultural and Rural Development (CARD) Working Paper 93-WP 108 (June 1993), Iowa State University, Ames, Iowa.

Lence, S.H., and D.J. Hayes. "Estimation Risk when Theory Meets Reality." Center for Agricultural and Rural Development (CARD) Working Paper 93-WP 107 (June 1993), Iowa State University, Ames, Iowa.

Lence, S.H., D.J. Hayes, and W.H. Meyers. "The Short-Run Behavior of Forward-Looking Firms." Center for Agricultural and Rural Development (CARD) Working Paper 93-WP 106 (June 1993), Iowa State University, Ames, Iowa.

MISCELLANEOUS PUBLICATIONS

Singerman, A. and S.H. Lence. 2023. "Strategic Risk and Collective Action in Agriculture." *Agricultural Policy Review* Fall 2023. Center for Agricultural and Rural Development, Iowa State University. Available at https://agpolicyreview.card.iastate.edu/fall-2023/strategic-risk-and-collective-action-agriculture.

Wongpiyabovorn, O., A. Plastina, and S.H. Lence. 2021. "Futures Market for Ag Carbon Offsets under Mandatory and Voluntary Emission Targets." *Agricultural Policy Review* Fall 2021. Center for Agricultural and Rural Development, Iowa State University. Available at https://www.card.iastate.edu/ag_policy_review/article/?a=132.

Lence, S.H. "Agricultural Insurance in Ghana." Feed the Future Agricultural Support Project (APSP) Report, 2015.

Hayes, D.J., and S.H. Lence. "A New Brand of Agriculture? Farmer-Owned Brands Reward Innovation." *Iowa Ag Review* 8(Fall 2002):4-8. Center for Agricultural and Rural Development (CARD), Iowa State University, Ames, Iowa.

Lence, S.H. "Iowa Land Valuation." In *Iowa's Land and Environment--Serving Competing Needs*, Chapter 4, pp. 13-14. Iowa State University Agriculture and Home Economics Experiment Station, June 2000.

Lence, S.H., editor. *Proceedings of the 1998 Annual Meeting of Regional Committee NC-221, "Financing Agriculture and Rural America: Issues of Policy, Structure, and Technical Change,"* Louisville, KY, October 5-6, 1998. Iowa State University, Department of Economics, April 1999.

Jolly, R.W., and S.H. Lence. "Impacts of Technological Innovations on Land Values and Rents." In *Agriculture in the 21st Century--Surviving and Thriving*, Chapter 4, pp. 17-22. Iowa State University Agriculture and Home Economics Experiment Station Pm-1695, March 1999.

Lence, S.H. "Corn Yield Futures and Options." In Baldwin, E. D., and R. N. Wisner, Program Directors, *Managing Risks and Profits*, Chapter X. Ohio State University and Iowa State University, 1998. Released via textbook, CD ROM, and Internet (*http://www.econ.iastate.edu/agrisk/*).

Lence, S.H. "Yield Futures and Options as Alternative Insurance Tools." Lesson IX of *Managing Risks and Profits: An Educational Program Through the DTN-Farm Dayta Network of Omaha, NE, Coordinated by Ohio State University and Iowa State University*, 1997.

Lence, S.H. "Corn Yield Futures and Options." Iowa State University, University Extension, *Iowa Farm Outlook Economic Information* 1719 (June 2, 1997):1-3.

Lence, S.H. "Options on Futures Contracts." *Wallaces Farmer* 122(March 1997):76.

Lence, S.H. "Using Options on Futures Contracts." In *Managing Change-Managing Risk: A Primer for Agriculture*, Chapter 6. Iowa State University Agriculture and Home Economics Experiment Station Pm-1695, 1997.

Lence, S.H. "Put Options Allow Farmers to Profit from Rising Prices without Risking Market Bottom Losses." *Iowa Farm Bureau Spokesman* (December 28, 1996):4A.

BOOK REVIEWS

Lence, S.H. Review of the book: Schmitz, A., and H. Furtan. *The Canadian Wheat Board: Marketing in the New Millenium*. Regina, Canada: Canadian Plains Research Center,

2000. Review published in the *American Journal of Agricultural Economics* 85(2003):1085-1086.

INVITED SEMINARS AT UNIVERSITIES

Lence, S.H. "What Drives Farmland Prices in The United States?" At the Rennes School of Business, Rennes, France, March 29, 2024.

Singerman, A., and S.H. Lence. "The Source of Uncertainty Influences Technology Adoption." Presented by A. Singerman at the Department of Agricultural and Resource Economics, University of California at Davis, Davis, CA, March 3, 2022.

Lence, S.H. and A. Singerman. "When Does Voluntary Coordination Work?" Presented at the Department of Agricultural Economics, Purdue University, West Lafayette, IN, October 30, 2020.

Lence, S.H. "Farmland Prices: Is This Time Different?" Presented at Universidad ORT, Montevideo, Uruguay, July 21, 2016.

Lence, S.H., and A.K. Mishra. "The Impacts of Different Farm Programs on Cash Rents." Presented at the Department of Applied Economics, University of Minnesota, St.Paul, MN, April 18, 2003.

Lence, S.H. "Analyzing the Behavior of Farmland Prices." Presented at the Department of Agricultural Economics, University of Nebraska, Lincoln, NE, March 14, 1997.

Lence, S.H. "On the Value of More Accurate Estimates of Hedge Ratios." Presented at the Department of Agricultural Economics, University of Illinois, Urbana-Champaign, IL, May 6, 1994.

MISCELLANEOUS SEMINARS AND PRESENTATIONS

Lence, S.H. "Agribusiness Development and Trade: Past Trends and Changes in Economic Environment." Panel presentation at the *International Association of Agricultural Economists Interconference Symposium*. Montevideo, Uruguay, April 19-21, 2023.

Xiao, X., C. Hart, and S.H. Lence. "Cuán Buenos Son los Pronósticos de Stocks de Soja, Maíz, y Trigo del USDA?" Presented at the Centro de Investigaciones Económicas (CINVE), Montevideo, Uruguay, July 19, 2016.

Lence, S.H., H. G. Ott, and C.E. Hart. "Long-Term Futures Curves and Seasonal Structures of Wheat in the E.U. and the U.S." Presented at the Scientific Seminar on "Modelling and Forecasting Agricultural Commodity Prices, A Special Focus on European Markets,"

European Commission – Joint Research Center – Institute for Prospective Technological Studies, Sevilla, Spain, January 20-21, 2011.

Lence, S.H., and D.J. Hayes. "Welfare Impacts of Cross-Country Research Spillovers." Presented at the Bioethics Retreat "Patenting Life: Implications for Agriculture in Iowa and the World," Iowa State University, Ames, Iowa, January 7, 2005.

Lence, S.H., and S. Broca. "Obese Conclusions from Undernourished Facts: Evidence on the Reliability of Survey Data on Calorie Consumption." Presented at the Economic and Social Department, Food and Agriculture Organization of the United Nations, Rome, Italy, July 26, 2001.

Lence, S.H. "Do Futures Markets Benefit Farmers?" Presented at the Economic and Social Department, Food and Agriculture Organization of the United Nations, Rome, Italy, June 26, 2001.

Lence, S.H. Discussant in the session "Industrial Organization 2" of the 5th International Conference convened by ICABR (International Consortium on Agricultural Biotechnology Research) on "Biotechnology, Science and Modern Agriculture: A New Industry at the Dawn of the Century." Ravello, Italy, June 15-18, 2001.

Lence, S.H., and S. Broca. "Do Household Survey Data Provide Reliable Estimates of Calorie Consumption and Its Distribution?" Presented at the Economic and Social Department, Food and Agriculture Organization of the United Nations, Rome, Italy, April 23, 2001.

Lence, S.H. "The Econometrics of Poverty or the Poverty of Econometrics? – Is Growth Good for the Poor? Is Nutrition Good for Growth? Are Econometricians Good for Anything?" Presented at the Economic and Social Department, Food and Agriculture Organization of the United Nations, Rome, Italy, October 13, 2000.

Lence, S.H. "Assessing the Market Impact of Market-Based Price Insurance Schemes." Presented at the Economic and Social Department Seminar Series, Food and Agriculture Organization of the United Nations, Rome, Italy, October 2, 2000.

Lence, S.H. Discussant in the Selected Paper session "Prices, Market Power, and Efficiency" of the Annual Meeting of the American Agricultural Economics Association. Salt Lake City, UT, August 2-5, 1998.

Lence, S.H. "Structural Changes in the Banking Sector." Presented at the 1998 Agricultural Credit School, Iowa State University, Ames, IA, June 22, 1998.

Lence, S.H., and D.J. Miller "Estimation of Multi-Output Production Functions without Activity-Specific Input Data." Presented at the Department of Economics, Iowa State University, Ames, IA, November 21, 1996.

Lence, S.H. "Will Bank Restructuring Affect Credit Availability for Farmers?" Presented at the ISU Farm Management Inservice, Iowa State University, Ames, IA, October 30, 1996.

Lence, S.H. "The Consolidation Trend in Banking: Implications for Farmer Mac." Presented at the Ag Symposium organized by the Federal Agricultural Mortgage Corporation, Washington, D.C., August 9, 1996.

Lence, S.H. "The Agricultural Sector in Argentina." Presented in the series "Agricultural Trade Topics" via the Iowa Cable Network, Iowa State University, Ames, IA, September 22 and 29, and October 6, 1995.

SERVICE TO PROFESSIONAL ORGANIZATIONS

- Associate Editor, *Agribusiness: An International Journal*, 2024 through present.
- Associate Editor, *Agricultural Economics* (the journal of the International Association of Agricultural Economists), 2015 through present.
- Editorial Board Member, *Applied Economics Perspectives and Policy*, January 2012 through present.
- Associate Editor, *Journal of Agribusiness in Developing and Emerging Economies*, 2017-2024.
- Associate Editor, *Journal of Agricultural and Applied Economics*, January 2008 through December 2010.
- External reviewer of academic programs at other universities.
- Outside evaluator for promotion and tenure at peer universities.
- Teller, *American Association of Agricultural Economics*, 7/25/2006 through 7/25/2008.
- Associate Editor, *Journal of Futures Markets*, January 2002 through December 2007.
- Associate Editor, *American Journal of Agricultural Economics*, January 2000 through December 2003.
- Organizer (jointly with A.K. Mishra), Session "Agricultural Land Values, Government Payments, and Production" at the *Allied Social Sciences Meeting* held in Washington, D.C., January 3-5, 2003.
- Organizer, Symposium "Financial Risks under Freedom to Farm" at the 1999 Annual Meeting of the *American Association of Agricultural Economics* held in Nashville, TN, August 8-11, 1999.
- Topic Leader in the area of Agricultural Finance, Selected Papers Committee for the 1998 Annual Meeting of the *American Association of Agricultural Economics* held in Salt Lake City, UT, August 2-5, 1998.
- Chair, 1998/99, *Regional Committee NC-221 on Financing Agriculture and Rural America: Issues of Policy, Structure and Technical Change*. *NC-221* is a major national/international project involving 15 U.S. universities, one Canadian university, two Federal Reserve Banks, the Farm Credit Administration, the Federal Reserve Board of Governors, and the USDA.
- Vice-chair, 1997/98, *Regional Committee NCT-173 on Financing Agriculture and Rural America: Issues of Policy, Structure and Technical Change*. (Note: *NCT-173* was superseded by *NC-221*.)

- Secretary, 1996/97, *NC-207 Regional Committee on Regulatory, Efficiency, and Management Issues Affecting Rural Financial Markets*. (Note: *NC-207* was superseded by *NCT-173*.)

ACTIVITIES IN EXECUTIVE PROGRAMS

- Coordinator, International Agribusiness School. The International Agribusiness School is aimed at foreign agribusiness managers, and its objectives are (i) to train participants in modern tools of risk management, financial management, and price analysis of relevance to their activities; (ii) to show managers the workings of the U.S. agricultural marketing channel; and (iii) to expose trainees to new developments in the U.S. agricultural markets. Sessions of the International Agribusiness School were conducted in 1998, 1999, 2000, and 2003.

OTHER QUALIFICATIONS

- Expert witness and consultant in agricultural marketing issues.
- Experience in the policy-making process and in the interactions of trade lobbies and public-sector bureaucracies.
- Familiar with economies characterized by high instability and inflation.
- Extensive knowledge of the Argentinean agricultural production and marketing sectors.
- Spanish native speaker.
- Reviewed books for *Addison-Wesley Publishing*, *Blackwell Publishers*, *Elsevier*, *Iowa State University Press*, *M.E. Sharpe*, and *Pearson Prentice Hall*.
- Reviewed papers for:
  - *AgBioForum*
  - *Agribusiness: An International Journal*
  - *Agricultural Economics*
  - *Agricultural Finance Review*
  - *American Journal of Agricultural Economics*
  - *Agricultural and Resource Economics Review*
  - *Applied Economic Perspectives & Policy*
  - *Australian Journal of Agricultural and Resource Economics*
  - *CAB Reviews: Perspectives in Agriculture, Veterinary Science, Nutrition and Natural Resources*
  - *Canadian Journal of Agricultural Economics*
  - *Chicago Board of Trade Research Seminars*
  - *Ecological Economics*
  - *Economic Modelling*
  - *Economics Letters*
  - *Empirical Economics*
  - *Environmental and Resource Economics*
  - *European Review of Agricultural Economics*
  - *Food Policy*
  - *International Economic Journal*
  - *International Journal of the Economics of Business*
  - *International Journal of Financial Studies*
  - *International Review of Economics and Finance*
  - *Journal of Agribusiness*
  - *Journal of Agricultural and Applied Economics*
  - *Journal of Agricultural Economics*

- *Journal of Agricultural and Resource Economics*
- *Journal of Applied Economics*
- *Journal of Banking and Finance*
- *Journal of Chain and Network Science*
- *Journal of Econometrics*
- *Journal of Economic Behavior and Organization*
- *Journal of Economic Integration*
- *Journal of Economic Surveys*
- *Journal of Economics*
- *Journal of Economics and Business*
- *Journal of Environmental Economics and Management*
- *Journal of Futures Markets*
- *Journal of Productivity Analysis*
- *Land Economics*
- *North American Journal of Economics and Finance*
- *PLOS ONE*
- *Quarterly Review of Economics and Finance*
- *Resource and Energy Economics*
- *Review of Agricultural Economics*
- *Review of International Economics*
- *Review of Financial Economics*
- *Selected Papers Committee of the Agricultural and Applied Economics Association*
- *Selected Papers Committee of the American Association of Agricultural Economics*
- *Selected Papers Committee of the Western Agricultural Economics Association*
- *Southern Economic Journal*

- Reviewed grant proposals for:
  - *National Science Foundation*
  - *U.S. Department of Agriculture* (*Small Business Innovation Research Program*)

GRADUATE STUDENT ADVISING

• Master of Agriculture Committees:	Member:	Patricia Barrett (graduated in 2000)
• M.Sc. in Seed Tech. and Bus. Committees:	Major Prof.:	Craig Hamm (graduated in 2020)
		Iñigo Ibarra Camou (graduated in 2018)
	Member:	Shane Svoboda (graduated in 2022)
		Zachary Bruns (graduated in 2018)
		Jimmy Wu (graduated in 2012)
• Statistics Ph.D. Committees:	Member:	Zihao Chen (graduated in 2022)
		Yixiao Zhang (graduated in 2019)
• Economics M.Sc. Committees:	Major Prof:	Diego Gauna (graduated in 2022)
		Pengcheng Zhu (graduated in 2014)
		Fabio Santeramo (graduated in 2010)
		Ho Kwon (graduated in 2005)
		Jason Cooney (graduated in 2003)
		Maria Laura Salvador (graduated in 1998)
		Fang Cai (graduated in 1997)
	Member:	Jiacheng Tian (graduated in 2020)

Kristopher Kookier (graduated in 2014)
Nanpeng Yu (graduated in 2012)
Yevhev Yankovskyy (graduated in 2006)
Egore Eshenko (graduated in 2005)
Kevin DeZwarte (graduated in 2004)
Matthew Miller (graduated in 2003)
David Ripplinger (graduated in 2003)
Zhi Wang (graduated in 1998)
Kye-Ryong Lee (graduated in 1994)
Michael D. Patterson (graduated in 1994)

- Economics Ph.D. Committees:

Major Prof: Mahendra Kumar Singh (current)
Albulena Basha (current)
Luiz Filippe Santana Adaõ (current)
Kyunghoon Ban (graduated in 2023)
Gyu Kim (graduated in 2021)
Xiaogang Li (graduated in 2020)
Tianyang Zhang (graduated in 2020)
Qiong Wu (graduated in 2019)
Wenwen Xi (graduated in 2016)
Jun Xiang (graduated in 2016)
Jinzhi Xiao (graduated in 2015)
Juan Murguia (graduated in 2013)
Na Jin (graduated in 2011)
Ariel Singerman (graduated in 2011)
Kanlaya Jintanakul (graduated in 2009)
Jingtao Wu (graduated in 2008)
Jing Liu (graduated in 2007)
Zhi Wang (graduated in 2000)
Chad Hart (graduated in 1999)
Teng-Tsai Tu (graduated in 1998)
Charles Nadeau (graduated in 1996)

Member: Ganna Prykhodko (current)
HongSeok Kim (current)
Meenakshi Shekhar (current)
Rwit Chakravorty (current)
Ezra Butcher (current)
Spandan Roy (current)
Anand Shankar (current)
Xuche Gong (graduated in 2024)
Seungki Lee (graduated in 2021)
Chenzi Lv (graduated in 2020)
Shirui Wang (graduated in 2020)
Ming Jin (graduated in 2020)
Jinjing Luo (graduated 2020)
Zhongzheng Zhou (graduated in 2019)

Jae-Hyoung Kim (graduated in 2019)
Pichittra Prapassornmanu (graduated in 2019)
Xiangou Deng (graduated in 2018)
Xiaoguang Feng (graduated in 2017)
Ziran Li (graduated in 2017)
Chao Li (graduated in 2016)
Pan Liu (graduated in 2016)
Matthew Clancy (graduated in 2015)
Dong-Jin Pyo (graduated in 2015)
Deung-Yong Heo (graduated in 2015)
Francisco Rosas-Perez (graduated in 2012)
Nathan Kaufman (graduated in 2012)
Ruiqing Miao (graduated in 2012)
Abishek Somani (graduated in 2011)
Lihong Lu McPhail (graduated in 2010)
Ofir Rubin (graduated in 2010)
Leandro Andrián (graduated in 2010)
Mindy Baker (graduated in 2009)
Jianhua Zhu (graduated in 2007)
Nicholas Paulson (graduated in 2007)
Junjie Sun (graduated in 2006)
Julio C. Alonso (graduated in 2002)
Sean Hurley (graduated in 2000)
Charles Mason (graduated in 1999)
Yih-Jiuan Wu (graduated in 1998)
Sungwon Cho (graduated in 1998)
Bingrong Jiang (graduated in 1997)
Yuri Yermakov (graduated in 1997)
Frank Fuller (graduated in 1996)
Jauling Tseng (graduated in 1996)

- Ph.D. Dissertation Committee, Universidad de la República, Uruguay — Andrés Díaz Gómez (current)

- Ph.D. Dissertation Rapporteur, INRA, UMR SMART, Rennes, France — Thibaud Garnier (graduated in 2023); Yu Zheng (graduated in 2018)

- External judge, Doctorate Degree UBA: Ing. Agr. Patricio M. Mac Donagh (graduated in 2015)

INSTITUTIONAL SERVICE

- **Teaching Coordinator:** 2018/19-Present.

- **Director of Undergraduate Programs:** 2005/06-2017/18.

- **Activities in Departmental Committees:**
  - Member, External Review Steering Committee: 2024/25.
  - Member, Economics Council: 2023/2024 and 2024/25.
  - Member, Undergraduate Programs and Policy Committee: 2022/23, 2023/24, and 2024/25.
  - Member, AAEA Awards Committee: 2024/25.
  - Member, Staff Planning Committee: 2005/06-2014/15, 2016/17, and 2023/24.
  - Member, Named Positions Committee: 2023/24.
  - Chair, Ag Recruiting Committee: 2007/08, 2010/11, and 2022/23.
  - Chair, Assistant Teaching Professor in Agricultural Economics Recruiting Committee: 2022/23.
  - Member, Assistant Teaching Professor in Agricultural Business Recruiting Committee: 2021/22.
  - Chair and Vice Chair, Economics Council: 2021/22.
  - Member, Awards Committee: 2017/18-2021/22.
  - Member, Ad Hoc Committee on Graduate Students as Stand-Alone Instructors: 2021/22.
  - Member, Budget Advisory Committee: 1996/97-1997/98, 2004/05-2005/06, 2014/15, 2016/17-2017/18, and 2021/22.
  - Chair, Post-Tenure Review Panel: 2020/21, 2022/23, and 2023/24.
  - Vice-Chair, Economics Council: 2020/21.
  - Member, Post-Tenure Review Panel: 2002/03, 2003/04, 2007/08, 2008/09, 2010/11-2011/12, 2018/19, and 2023/24.
  - Member, Curriculum Committee: 2018/19.
  - Chair, Lecturer Search Committee: 2018/19.
  - Mentor of Junior Faculty: 2014/15-2018/19. (Alejandro Plastina)
  - Chair, Curriculum Committee: 2009/10-2017/18.
  - Member, Graduate Programs and Policy Committee: 2016/17-2017/18.
  - Member, Peer Teaching Evaluation Committee: 2015/16-2017/18.
  - Member, Budget Advisory Committee: 1996/97-1997/98, 2004/05-2005/06, 2014/15, and 2016/17-2017/18.
  - Member, Agricultural Business Lecturer Recruiting Committee: 2015/16.
  - Member, Agricultural Business Ad Hoc Advisory Committee: 2015/16.
  - Member, Promotion and Tenure Committee: 1998/99, 2003/04, 2008/09, and 2015/16.
  - Member, Ag Recruiting Committee: 1996/97, 1999/00, 2012/13, and 2014/15.
  - Chair, Promotion and Tenure Committee: 2004/05, 2007/08, and 2014/15.
  - Chair, Undergraduate Curriculum Committee: 2005/06-2008/09.
  - Member, Entrepreneurship Position Recruiting Committee: 2008/09.
  - Chair, Undergraduate Programs Committee: 2005/06-2008/09.
  - Member, Undergraduate Programs Committee: 2004/05.
  - Member, Undergraduate Curriculum Committee: 2003/04.
  - Member, Graduate Admissions Committee: 2002/03 and 2003/04.
  - Chair, Economics Council: 2002/03.
  - Chair, Budget Advisory Committee: 2002/03.
  - Member, MSc Degree Ad Hoc Committee: 2002/03.
  - Member, Workshop Committee: 2001/02 and 2002/03.

- Secretary, Economics Council: 2001/02.
- Member, Undergraduate Recruiting, Advising, and Placement Committee: 1997/98-1999/00.
- Member, Graduate Advisory Committee: 1995/96-1999/00.
- Member, Macro Qualifying Exam Committee: 1994/95 and 1997/98.
- Member, Economic Principles-Micro Committee: 1996/97 and 1997/98.
- Member, LAS Recruiting Committee: 1997/98.
- Member, Risk Task Force Committee: 1996/97.
- Member, Committee on Evaluation of Teaching Effectiveness: 1994/95.

- **Activities in Interdepartmental Committees:**
  - Member, PhD Major in Finance Ad Hoc Committee: 2002/03.

- **Activities in College Committees:**
  - Member, Promotion and Tenure Committee, College of Agriculture and Life Sciences: 2011/12-2013/14, 2022/23-2024/25.
  - Member, Dean's Global Faculty Advisory Committee, College of Agriculture and Life Sciences: 2021/22 and 2023/24.
  - Member, Curriculum Committee, College of Liberal Arts and Sciences: 2006/07-2017/18.
  - Member, Curriculum Committee, College of Agriculture and Life Sciences: 2007/08, 2009/10-2017/18.
  - Member, Promotion and Tenure Committee, College of Agriculture and Life Sciences: 2011/12-2013/14.
  - Vice-Chair, Curriculum Committee, College of Agriculture and Life Sciences: 2008/09.
  - Member, Curriculum Committee, College of Agriculture: 1999/00, 2005/06, and 2006/07.
  - Member, Academic Affairs Committee, College of Agriculture: 2004/05.
  - Member, Global Agricultural Programs Faculty Advisory Committee, College of Agriculture: 2003/04 and 2004/05.
  - Member, B.S. Off-Campus and Master of Agriculture Supervisory Committee, College of Agriculture: 1997/98, 1998/99, 2001/02, and 2002/03.
  - Member, Brenton Center Advisory Committee, College of Agriculture: 1998/99 and 1999/00.

- **Activities in University Committees:**
  - Member, University International Service Award Committee: 2022/23
  - Member, Faculty Review Board Pool: 2016/17-2018/19, 2021/22-2022/23.
  - Chair, Graduate Council Catalog and Curriculum Committee: 2012/13-2017/18.
  - Member, Graduate Council Catalog and Curriculum Committee: 2008/09-2011/12.
  - Member, Annual National Conference for Race & Ethnicity in American Higher Education (NCORE®) ISU Faculty Leadership Team: 2012/13. (organizer of symposium at the 2013 Iowa State Conference on Race and Ethnicity (ISCORE), Ames, IA, March 1, 2013.