

1. PERSONAL INFORMATION

Name: James C. Hanson
 Business Address: Department of Agricultural and Resource Economics
 2200 Symons Hall, University of Maryland
 College Park, Maryland 20742-5535
 Business Phone: 301-405-8122
 E-mail: jhanson@arec.umd.edu
 Date of Birth: May 17, 1950
 Place of Birth: Raleigh, North Carolina
 Appointment: Extension Economist, Department of Agricultural and Resource Economics

Educational Background:

<u>Degree</u>	<u>Year</u>	<u>Institution</u>	<u>Major</u>
Ph.D.	1983	University of Maryland	Agricultural Economics
M.S.	1978	University of Maryland	Agricultural Economics
M.S.	1974	University of Minnesota	Plant Breeding & Genetics
B.S.	1972	University of Maryland	Agronomy

Employment Background:

<u>Duration of Appointment</u>	<u>Institution</u>	<u>Title</u>
Nov 2006 – Present	Department of Agriculture and Resource Economics	Extension Economist & Associate Professor
Jan 2008 – June 2008	University of Maryland	Sabbatical
Aug 2005 – Oct 2006	Maryland Cooperative Extension University of Maryland	Associate Dean & Associate Director (acting)
July 2001 - July 2005	a) Department of Agriculture and Resource Economics University of Maryland b) International Programs for Agriculture and Natural Resources University of Maryland	Extension Economist & Associate Professor (50% FTE) Assistant Director (50% FTE)
June 1996-July, 2001	Maryland Cooperative Extension University of Maryland	Assistant Director & Program Leader: Agriculture and Natural Resources
1988- 1996	Department of Agriculture and Resource Economics University of Maryland	Extension Economist & Associate Professor
1980-1988	Institute of Applied Agriculture University of Maryland	Lecturer

1980-1993	School for Advanced International Studies, The Johns Hopkins University, Washington, D.C.	Prof. Lecturer (Summer School)
1979-1980	Renewable Resources Division Resources for the Future Washington, DC	Fellow

2. RESEARCH, SCHOLARLY, AND CREATIVE ACTIVITIES

a. Books

i. Books authored.

Frederick, Kenneth D. with James C. Hanson. 1982. Water for Western Agriculture, Resources for the Future Research Paper, Washington D.C., 241 pp.

Brock, Richard and James C. Hanson, 1990. Greater Profits through Better Marketing, Century Publications, Niles, Illinois, 125 pp.

Committee on Twenty-First Century Systems Agriculture (Hanson was a member of the Committee). 2010. Towards Sustainable Agricultural Systems in the 21st Century. National Research Council of the National Academies, Washington, D.C, 570 pp.

iii Chapters in Books.

Hanson, James C. 1996. "Meeting the Demand for Trained Agricultural Workers in Sri Lanka", Economic Development and Social Change in Sri Lanka: A Spatial and Policy Analysis, Paul A. Groves, Editor. New Delhi, India, Manohar Publishers and Distributors.

Hepperly, Paul, Rita Seidel, David Pimentel, James Hanson, and David Douds. 2007. "Organic Farming Enhances Soil Carbon and its Benefits" in Soil Carbon Management: Economic, Environmental, and Societal Benefits, J.M. Kimble, C.W. Rice, D. Reed, S. Mooney, R.F. Follett, and R. Lal, Editors. CRC Press, Taylor & Francis Group, Boca Raton, Florida.

b. Articles in Refereed Journals.

Hanson, J. C. and D. C. Rasmusson. 1975. "Leaf Vein Frequency in Barley", Crop Science, 15(2):248-251.

Hanson, J. C. and T. Jogaratnam. 1985. "Some Estimates of Future Demand and Supply of Trained Manpower for Agricultural Development in Sri Lanka". Sri Lankan Journal of Agricultural Sciences, 22(2):128-156.

McKee C.G. and J.C. Hanson. 1990. "The Labor Requirements for Manually Harvesting, Barning, and Removing Maryland Tobacco from the Barn Compared with Two Partially Mechanized Systems". Tobacco Science 34:63-69.

Hanson, J. C., Johnson, D. M., Peters, S. E., and R. R. Janke. 1990. "The Profitability of Sustainable Agriculture on a Representative Grain Farm in the Mid-Atlantic Region, 1981 to 1989", Northeastern Journal of Agricultural and Resource Economics 19(2):90-98.

Hanson, J. C., Lichtenberg, E., Decker, A.M., and A.J. Clark. 1993. "The Profitability of No-Tillage Corn Following a Hairy Vetch Cover Crop in the Mid-Atlantic Region". Journal of Production Agriculture 6(3):432-437.

Hanson, J.C. and C.G. McKee. 1994. "Economic Analysis of a One-Person Mechanized Harvest System for Maryland Tobacco". Tobacco Science 38:55-57.

Lichtenberg, E., J.C. Hanson, A.M. Decker, and A.J. Clark. 1994. "Profitability of Legume Cover Crops in the Mid-Atlantic Region". Journal of Soil and Water Conservation 49(6): 562-565.

Hanson, J.C., C.S. Kauffman, and A. Schauer. 1995. "Attitudes and Practices of Sustainable Farmers, with Applications to Designing a Sustainable Agriculture Extension Program". Journal of Sustainable Agriculture 6(2/3).

Hanson, J.C., T. Irwin Hewitt, K. Reichelderfer Smith, W.N. Musser, and S.E. Peters. 1997. "The Use of United States' Farm Commodity Programs in Sustainable Cash Grain Production Systems: An Economic Case Study." Society and Natural Resources 10: 297-307.

Hanson, J. C., E. Lichtenberg, and S. E. Peters. 1997. "Organic versus Conventional Grain Production in the Mid-Atlantic: An Economic and Farming System Overview". American Journal of Alternative Agriculture 12(1): 2-9.

Hanson, J.C. 1997. "Opportunities and Challenges in Cooperative Extension for Agricultural Economists." Agricultural and Resource Economics Review 26(2): 143-152. October.

Hanson, James C. and Richard E. Just. 2001. "The Potential for Transition to Paid Extension: Some Guiding Principles". Presented at the Allied Social Science Association Winter Meetings in New Orleans, Louisiana, January 5-7,

2001. Published in the American Journal of Agricultural Economics 83(3), August 2001: 777-784.

Tubene, Stephan and James Hanson. 2002. “The Wholesale Produce Auction: An Alternative Marketing Strategy for Small Farms”. American Journal of Alternative Agriculture 17 (1): 18-23.

Miller, Raymond J., James Hanson, Thomas Fretz, and Richard Weismiller. 2004. “Necessary Conditions for Successful Agriculture and Rural Development.” Outlook on Agriculture, Vol. 33 (1), pp 55-58. IP Publishing Ltd. London.

Hanson, James, Robert Dismukes, William Chambers, Catherine Greene, and Amy Kremen. 2004. “Risk and Risk Management in Organic Agriculture: Views of Organic Farmers.” Renewable Agriculture and Food Systems: 19 (4): 218 - 227.

Pimentel David, Paul Hepperly, James Hanson, David Douds, and Rita Seidel. 2005. “Environmental, Energetic, and Economic Comparisons of Organic and Conventional Farming Systems.” BioScience 55(7): 573-582.

Hanson, James C., Richard E. Just, and Jorge R. Lainez. 2006. “Evaluating a Publicly – Funded, Privately – Delivered Agricultural Extension System in Honduras.” Journal of Extension Systems 22, December: 14 -27.

Hanson, James C., Dale M. Johnson, Raymond J. Miller, and Darlene Adams. 2006. “Training Extension Professionals from Developing Countries Through Educational Workshops Conducted in the United States.” Journal of Extension 44(5), Article number: 5FEA6, October.

Hanson, James C. and K.E. McConnell. 2008. “Simulated Trading for Maryland’s Nitrogen Loadings in the Chesapeake Bay”. Agricultural and Resource Economics Review. Agricultural and Resource Economics Review 37 (2) October: 211-226.

Cavigelli, M.A., B.L. Hima, J.C. Hanson, J.R. Teasdale, A. E. Conklin, Y-C. Lu. 2009. Long-term economic performance of organic and conventional field crops in the mid-Atlantic region. Renewable Agriculture and Food Systems 24:102-119.

Hanson, James C., Miodrag Matavulj, Gregory Manzuk, and John G. Richardson. 2010. “Agricultural Cooperatives and Unions of Cooperatives in Bosnia and Herzegovina: Opportunities for Improvement in Providing Services and

Educational Programs for Farmers.” *Journal of Rural Cooperation* 38: No. 1: 3-19.

c. Monographs, Reports, and Extension Publications.

Reports

Hanson, James C. and J.R. Pagano. 1980. "Irrigation in the Eastern United States". Submitted to USEPA, Athens, Georgia. 37 pp.

Hanson, James C. 1989. "A Perspective on Southern Maryland Agriculture" Submitted to the Governor's Taskforce in Southern Maryland, 18 pp.

Hanson, James C. and David R. Rada. 1992. "Developing a Wholesale Marketing Strategy for Produce in the Mid-Atlantic Region", Dept. of Agricultural & Resource Economics Information Series No. 209201, U of MD at College Park, 36 pp.

Hanson, J.C. 1996. "Marketing -- Niche Markets and Niche Management" in *The Economist's Role in the Agricultural Sustainability Paradigm: Proceedings of the AAEA Pre-Conference on Sustainable Agriculture*, San Antonio, Texas, July 27: 55-57.

Hanson, J., L. Weber, M. Davis, T. Kelly, and K. Kroll. 1996. "Sustainable Agriculture in the Mid-Atlantic Region". Department of Agricultural and Resource Economics, University of Maryland at College Park, Working Paper 96-13, October.

Dismukes, Robert, Catherine Greene, James C. Hanson, William Chambers, and Amy Kremen. 2003. "Risk Management in Organic Farming". A Report to the Risk Management Agency, USDA. April 9.

Johnson, Dale M., James C. Hanson, and Raymond J. Miller. 2004. "Extending Educational Outreach to Farmers in Uzbekistan." Department of Agricultural and Resource Economics, University of Maryland, College Park, Maryland. Information Series 200402, March, 12 pp.

Johnson, D.M., Hanson, J.C., & Miller, R.J. 2005. "Extending Educational Outreach to Farmers in Kazakhstan." Department of Agricultural & Resource Economics, University of Maryland, College Park, Maryland. Information Series 200501, June, 8 pp.

IAASTD. 2008. *Agriculture at a Crossroads: The Global Report*. International Assessment of Agricultural Knowledge, Science and Technology for

Development. Edited by B.D. McIntyre, H.R. Herren, J. Wakhungu, R.T. Watson. Island Press, Washington DC. (James C. Hanson – Contributing Author)

Hanson, J.C., C. Dimitri, L. Oberholtzer, N. Richman, J. Gurley, and G. Brust. 2010. "Top Ten Findings Regarding Farm-to-School in Maryland." Department of Agricultural and Resource Economics. December.

Hanson, J.C. and N. Prevelic. 2010. "The Role of Agricultural Business Incubators in Agricultural Development in the Eastern Balkans". International Orthodox Christian Charities. December.

Extension Publications - Fact Sheets

Hanson, James C. and James R. Russell, "Grain Marketing: Storage Decisions", Maryland Cooperative Extension Service, UM Fact Sheet No. 487, 1988-89, 4 pp.

Hanson, James C. and James R. Russell, "Understanding the Grain Basis", Maryland Cooperative Extension Service, UM Fact Sheet No. 489, 1988-89, 8 pp.

Hanson, James C. and James R. Russell, "Evaluating Grain Marketing Alternatives", Maryland Cooperative Extension Service, UM Fact Sheet No. 493, 1988-89, 8 pp.

Hanson, James C. and James R. Russell, "Grain Marketing: Crop Pricing Summary", Maryland Cooperative Extension Service, UM Fact Sheet No. 494, 1988-89, 12 pp.

Russell, James R. and James C. Hanson, "Developing a Grain Marketing Plan", Maryland Cooperative Extension Service, UM Fact Sheet No. 484, 1988-89, 8 pp.

Russell, James R. and James C. Hanson, "Grain Marketing: Using Balance Sheets", Maryland Cooperative Extension Service, UM Fact Sheet No. 485, 1988-89, 8 pp.

Russell, James R. and James C. Hanson, "Grain Marketing: Helpful Hints", Maryland Cooperative Extension Service, UM Fact Sheet No. 486, 1988-89, 2 pp.

Russell, James R. and James C. Hanson, "Grain Marketing: The Futures Market", Maryland Cooperative Extension Service, UM Fact Sheet No. 488, 1988-89, 8 pp.

Russell, James R. and James C. Hanson, "Grain Marketing Alternatives", Maryland Cooperative Extension Service, UM Fact Sheet No. 490, 1988-89, 8 pp.

Russell, James R. and James C. Hanson, "Grain Futures: Questions and Answers", Maryland Cooperative Extension Service, UM Fact Sheet No. 491, 1988-89, 4 pp.

Russell, James R. and James C. Hanson, "Grain Marketing: Using Options", Maryland Cooperative Extension Service, UM Fact Sheet No. 492, 1988-89, 8 pp.

Russell, James R. and James C. Hanson, "Producers' Guide to Grain Marketing Terminology", Maryland Cooperative Extension Service, UM Fact Sheet No. 498, 1988-89, 7 pp.

Johnson, Dale M., Lessley, Billy V., and James C. Hanson, "Diagnosing Your Farm Financial Health", Maryland Cooperative Extension Service, UM Fact Sheet No. 538, 1989-90, 3 pp.

Johnson, Dale M., Lessley, Billy V., and James C. Hanson, "Assessing and Improving Farm Profitability", Maryland Cooperative Extension Service, UM Fact Sheet No. 539, 1989-90, 7 pp.

Johnson, Dale M., Lessley, Billy V., and James C. Hanson, "Assessing and Improving Farm Solvency", Maryland Cooperative Extension Service, UM Fact Sheet No. 540, 1989-90, 8 pp.

Johnson, Dale M., Lessley, Billy V., and James C. Hanson, "Assessing and Improving Farm Cash Flow", Maryland Cooperative Extension Service, UM Fact Sheet No. 541, 1989-90, 12 pp.

Hanson, James C., Gill, Stanton A., and William E. Healy, "Use of Enterprise Budgets in the Greenhouse Industry", Maryland Cooperative Extension Service, UM Fact Sheet No. 631, 1990-91, 11 pp.

Hanson, James C., Johnson, Dale M., and Billy V. Lessley, "Developing and Improving Your Farm Records", Maryland Cooperative Extension Service, UM Fact Sheet No. 542, 1990-91, 4 pp.

Hanson, James C., Johnson, Dale M., and Billy V. Lessley, "Marketing: Critical to Effective Farm Management", Maryland Cooperative Extension Service, UM Fact Sheet No. 544, 1990-91, 3 pp.

Hanson, James C., Lessley, Billy V., and Dale M. Johnson, "Analyzing Investment Opportunities - The Time Value of Money in Farm Decision Making", Maryland Cooperative Extension Service, UM Fact Sheet No. 543, 1990-91, 4 pp.

Healy, William E., Gill, Stanton A., and James C. Hanson, "Starting in the Greenhouse Business", Maryland Cooperative Extension Service, UM Fact Sheet, No. 593, 1990-91, 7 pp.

Lessley, Billy V., Johnson, Dale M., and James C. Hanson, "Enterprise Budgets in Farm Management Decision Making", Cooperative Extension Service, UM Fact Sheet No. 545, 1990-91, 7 pp.

Lessley, Billy V., Johnson, Dale M., and James C. Hanson, "Cost Considerations in Farm Management Decision Making", Cooperative Extension Service, UM Fact Sheet No. 546, 1990-91, 4 pp.

Lessley, Billy V., Johnson, Dale M., and James C. Hanson, "Analyzing Farm Change with the Partial Budget", Cooperative Extension Service, UM Fact Sheet No. 547, 1990-91, 7 pp.

Lessley, Billy V., Johnson, Dale M., and James C. Hanson, "Economic Principles in Farm Management Decision Making", Cooperative Extension Service, UM Fact Sheet No. 548, 1990-91, 7 pp.

Hanson, James C. and James R. Russell, "Maryland Corn: Historical Basis and Price Information", Maryland Cooperative Extension Service, UM Fact Sheet No. 495, 1991-92, revised from 1988-89, 1989-90, 1990-91, 12 pp.

Hanson, James C. and James R. Russell, "Maryland Soybeans: Historical Basis and Price Information", Maryland Cooperative Extension Service, UM Fact Sheet No. 496, 1991-92, revised from 1988-89, 1989-90, 1990-91, 8 pp.

Hanson, James C. and James R. Russell, "Maryland Wheat: Historical Basis and Price Information", Maryland Cooperative Extension Service, UM Fact Sheet No. 497, 1991-92, revised from 1988-89, 1989-90, 1990-91, 8 pp.

Hanson, James C. and David J. Rada. "An Overview of Successful Produce Wholesaling Opportunities for Local Farmers in the Baltimore/Washington Region". Maryland Cooperative Extension Service, UM Fact Sheet No. 646, 1992-93, 8 pp.

Hanson, James C., David J. Rada, and Robert J. Rouse. "The Importance of Post Harvest Handling". Maryland Cooperative Extension Service, UM Fact Sheet No. 647, 1992-93, 12 pp.

Rada, David J. and James C. Hanson. "A Systematic Approach to Produce Wholesaling". Maryland Cooperative Extension Service, UM Fact Sheet No. 648, 1992-93, 8 pp.

Russell, James R., James C. Hanson, L. Jeffrey Patton, and Malcolm J. Commer, Jr. "Maryland Corn: Historical Basis and Price Information", Maryland Cooperative Extension Service, UM Fact Sheet No. 495, 1992-93, revised, 8 pp.

Russell, James R., James C. Hanson, L. Jeffrey Patton, and Malcolm J. Commer, Jr. "Maryland Soybeans: Historical Basis and Price Information", Maryland Cooperative Extension Service, UM Fact Sheet No. 496, 1992-93, revised, 8 pp.

Russell, James R., James C. Hanson, L. Jeffrey Patton, and Malcolm J. Commer, Jr. "Maryland Wheat: Historical Basis and Price Information", Maryland Cooperative Extension Service, UM Fact Sheet No. 497, 1992-93, revised, 8 pp.

Gill, Stanton A., David S. Ross, and James C. Hanson, "Starting a Nursery Enterprise: Introduction and Regulations", Maryland Cooperative Extension Service, UM Fact Sheet, No. 660, 1994, 7 pp.

Gill, Stanton A., David S. Ross, and James C. Hanson, "Starting a Nursery Enterprise: Specializing in Shade Trees", Maryland Cooperative Extension Service, UM Fact Sheet, No. 661, 1994, 8 pp.

Hanson, James C. and Dale M. Johnson. "Leadership and Management of Farm Businesses", Maryland Cooperative Extension Service, UM Fact Sheet No. 667, 1994.

Johnson, Dale M. and James C. Hanson. "Focusing Your Dreams: Creating a Mission Statement", Maryland Cooperative Extension Service, UM Fact Sheet No. 668, 1994.

Hanson, James C. and Dale M. Johnson. "Discover Your Priorities: Develop a Needs Assessment", Maryland Cooperative Extension Service, UM Fact Sheet No. 669, 1994.

Johnson, Dale M. and James C. Hanson. "Strategic Planning: Drafting a Blueprint for your Farm Business", Maryland Cooperative Extension Service, UM Fact Sheet No. 670, 1994.

Johnson, Dale M. and James C. Hanson. "Time Management: Making the Most of a Limited Resource", Maryland Cooperative Extension Service, UM Fact Sheet No. 671, 1994.

Johnson, D.M., Lessley, B.V., & Hanson, J.C. (1989, revised in 2009). Diagnosing Your Farm Financial Health. (Fact Sheet 538). University of Maryland Extension. 3 pp.

Johnson, D.M., Lessley, B.V., & Hanson, J.C. (1989, revised in 2009). Assessing and Improving Farm Profitability. (Fact Sheet 539). University of Maryland Extension. 7 pp.

Johnson, D.M., Lessley, B.V., & Hanson, J.C. (1989, revised in 2009). Assessing and Improving Farm Solvency. (Fact Sheet 540). University of Maryland Extension. 8 pp.

Johnson, D.M., Lessley, B.V., & Hanson, J.C. (1989, revised in 2009). Assessing and Improving Farm Cash Flow. (Fact Sheet 541). University of Maryland Extension. 12 pp.

Hanson, J.C., Johnson, D.M., & Lessley, B.V. (1990, revised in 2009). Analyzing Investment Opportunities - The Time Value of Money in Farm Decision Making. (Fact Sheet 543). University of Maryland Extension. 4 pp.

Lessley, B.V., Johnson, D.M., & Hanson, J.C. (1990, revised in 2009). Enterprise Budgets in Farm Management Decision Making. (Fact Sheet 545). University of Maryland Extension. 7 pp.

Lessley, B.V., Johnson, D.M., & Hanson, J.C. (1990, revised in 2009). Analyzing Farm Change With the Partial Budget. (Fact Sheet 547). University of Maryland Extension. 7 pp.

Hanson, J.C., & Johnson, D.M. (1994, revised in 2009.) Leadership and Management of Farm Businesses. (Fact Sheet 667). University of Maryland Extension. 4 pp.

Johnson, D.M., & Hanson, J.C. (1994, revised in 2009). Focusing Your Dreams: Creating a Mission Statement. (Fact Sheet 668), University of Maryland Extension. 7 pp.

Johnson, D.M., & Hanson, J.C. (1994, revised in 2009). Strategic Planning: Drafting a Blueprint for Your Farm Business. (Fact Sheet 670). University of Maryland Extension. 7 pp.

Johnson, D.M., & Hanson, J.C. (1994, revised in 2009). Time Management: Making the Most of a Limited Resource. (Fact Sheet 671). University of Maryland Extension. 4 pp.

Hanson, James C. and Kevin McNew, "Maryland Corn: Historical Basis and Price Information", University of Maryland Extension, UM Fact Sheet No. 495, 2010 (revised from 1997), 10 pp.

Hanson, James C. and Kevin McNew, "Maryland Soybeans: Historical Basis and Price Information", University of Maryland Extension, UM Fact Sheet No. 496, 2010 (revised from 1997), 10 pp.

Hanson, James C. and Kevin McNew, "Maryland Wheat: Historical Basis and Price Information", University of Maryland Extension, UM Fact Sheet No. 497, 2010 (revised from 1997), 10 pp.

Extension Publications - General

Hanson, James C. 1985-1995. Nineteen articles on farm management and grain marketing in The Delmarva Farmer, Easton, Maryland.

Healy, Will, Hanson James C., and Stanton Gill. 1992. "Costs of Greenhouse Construction". Greenhouse Grower, June, pages 50-55.

Hanson, James C. 1992. "Extension Training in Sustainable Agriculture". Letters from You - Choices, Fourth Quarter, page 45.

Hanson, James C. 1992. "1991 Summary Report - Southern Maryland Regional Farmers' Market", Dept. of Agricultural & Resource Economics Information Series No. 209207, U of MD at College Park, 8 pp.

Hanson, James C. (editor). 1992. 1991 PACE Update, University of Maryland Cooperative Extension Service, 92 pp.

Hanson, James C. and David Rada. 1992. "Developing a Wholesale Marketing Strategy for Produce in the Mid-Atlantic Region", Proceedings - 1992 Pennsylvania Vegetable Conference, January 28-30, 1992, pg. 55-56.

Hanson, James C. 1993. " Extension Training in Sustainable Agriculture". Comments and Opinion - Cooperative Farmer, January, page 36.

Hanson, James C. (editor).1993. 1992 PACE Update, University of Maryland Cooperative Extension Service, 78 pp.

Hanson, James C. and David R. Rada. 1994. "Target Local Wholesale Markets". American Vegetable Grower, January, pages 36-38.

Hanson, James C. (editor). 1994. 1993 PACE Update, University of Maryland Cooperative Extension Service, 49 pp.

McNew, Kevin and James C. Hanson. 1994. "Crop Insurance Reform Implications and Opportunities for Farmers". Dept. of Agricultural and Resource Economics Marketing Information Series 94(3), U of MD at College Park, pp 7.

Hanson, James C. and Kevin McNew. 1995. "Southern Maryland Regional Farmers' Market: An Analysis of Fruit and Vegetable Prices for 1990-94". Dept. of Agricultural and Resource Economics Marketing Information Series 95 (1), U of MD at College Park, pp 4.

Hanson, James C. (editor). 1995. 1994 PACE Update, University of Maryland Cooperative Extension Service, 63 pp.

Hanson, James C. 1988 - 1996. Maryland Grain & Livestock Report, 83 weekly grain market updates as senior author.

Hanson, James C. and Wesley N. Musser. 1996. "Federal Farm Commodity Programs and Sustainable Production Systems", *Economic Viewpoints* 1(1): 6-8, Department of Agricultural and Resource Economics, University of Maryland.

Hanson, James C. (editor). 1996. 1995 PACE Update, University of Maryland Cooperative Extension Service, 54 pp.

Hanson, James C. 1998. "Jobs for Extension Economists: A Growth Area?" Choices, Third Quarter, page 41.

Hanson, James C. 1996 - 1999. 22 columns in "Profit Planners: Answers to Your Farm Management Questions", Profit Planners (formerly called Foresight) was published in four publications: Pennsylvania Farmer, Maryland Farmer, American Agriculturalist (New York), and New England Farmer.

Hanson, Jim. 1999. "Trends in Maryland Agriculture". Economic Viewpoints, Maryland Cooperative Extension, Vol. 3 No 3 (Spring), pp. 1-5.

Hanson, Jim. 2000. "Trends in Maryland Agriculture: Geographic Specialization and Regional Divergence". Economic Viewpoints, Maryland Cooperative Extension, Vol. 4, No. 1 (Spring), pp. 1-4.

Johnson, Dale and James Hanson. 2003. "Equine Financial Management using QuickBooks". Department of Agricultural and Resource Economics, University of Maryland. Information Series. 200401.

Kremen Amy, Catherine Greene, and Jim Hanson. 2004. "Organic Produce, Price Premiums, and Eco-Labeling in U.S. Farmers' Markets. Electronic Report from the Economic Research Service, USDA, VGS-301-01. April, 12 pp.

d. Book Reviews, Other Articles, and Notes.

Book Review for BioScience of The Fruited Plain: The Story of American Agriculture by Walter Ebeling, Summer, 1980.

Phillips-Hershey, Elizabeth and James C. Hanson. 2004. "Establishing a Family-Owned Dairy Farm: Life in Post-Soviet Uzbekistan. FACES: People, Places, and Cultures (an educational magazine with an international focus for teenagers), Cobblestone Publishing, Peterborough, New Hampshire. April, pp. 14-17.

e. Talks, Abstracts and Other Professional Papers Presented.

iii. *Unrefereed Professional Papers Presented*

Frederick, Kenneth and James C. Hanson, "The Economics of Groundwater and Surface Water Irrigation in the Western U.S." to Resources for the Future Irrigation Conference, Denver, Colorado, February, 1978.

Hanson, J. C. and J.R. Moore. 1979. "Crop Research Productivity as Measured in Potential Yield Advances at International Research Centers", Atlantic Economic Journal, VII(1):61.

Hanson, James C. "The Role of Vocational Education in Rural Development - A Case Study in Sri Lanka". Presented to the Global Development Conference, University of Maryland at College Park, September 12-13, 1986.

Hanson, James C., Johnson, Dale M., Peters, Steven E., and Rhonda R. Janke. "The Profitability of Sustainable Agriculture in the Mid-Atlantic Region: A Case Study Covering 1981 to 1989". Presented to the Northeast Agricultural and Resource Economics Association Annual Meetings, Truro, Nova Scotia, June 18-20, 1990.

Hanson, James C. "Promoting Agriculture in the Urban/Rural Interface: A Case Study in Southern Maryland". Presented to the Northeast Agricultural and Resource Economics Association Annual Meeting, Truro, Nova Scotia, June 18-20, 1990.

Hanson, James C. and Claude McKee. "Maximum Harvestable Acreage by One Person with Mechanized Harvest System for Maryland Tobacco". Presented to the 34th Tobacco Workers' Conference, Charleston, South Carolina, January 7-10, 1991. Tobacco Abstracts 35:659.

Hanson, James C. "Research Needs for Sustainable Agricultural at the Farm Level". Presented at a Symposium: "Production Economics in the Sustainable Agriculture Era" at the Northeastern Agricultural and Resource Economics Annual Meeting, Durham, New Hampshire, June 17-19, 1991.

Hanson, James C. and N. Girirajam. "Computerizing a Wholesale Produce Auction to Improve Efficiency and Provide Marketing and Farm Management Information". Presented at the American Agricultural Economics Association in Manhattan, Kansas, August 3-7, 1991. American Journal of Agricultural Economics, 73(5):1558.

Hanson, James C. "Southern Maryland Regional Farmers' Market". Presented at the National Association of County Agricultural Agents Annual Meeting in Peoria, Illinois, August 26-28, 1991. National Association of County Agricultural Agents - Proceedings of the 76th Meeting, pages 23-24.

Hanson, James C., Kauffman, Charles S., and Anne Schauer. "Attitudes and Agricultural Practices of Sustainable Farmers". Presented at the Annual Conference of the Northeastern Agricultural and Resource Economics Association in Mystic, Connecticut, June 21-23, 1993.

Hanson, James C., Robert Chambers, and Erik Lichtenberg. "Sustainable Agriculture in the Mid-Atlantic States". Presented at the Annual Meeting of the American Agricultural Economists Association in San Diego, California, August 6-10, 1994.

Hanson, James C., Robert Chambers, and Erik Lichtenberg. "Profitability of Environmentally Sustainable Agricultural Systems in Six Regions of the United States: The Mid-Atlantic Case". Presented at the Annual Meeting of the American Agricultural Economists Association in Indianapolis, Indiana, August 6-9, 1995.

Hanson, James C. "Excellence in Extension Economics Education: Improved Farm Marketing and Management Strategies". Presented at the Annual Meeting of the American Agricultural Economists Association in Indianapolis, Indiana, August 6-9, 1995.

Hanson, James C., Tracy Irwin Hewitt, Katherine Smith, Wesley N. Musser, and Steven E. Peters. "The Use of United States' Farm Commodity Programs in Sustainable Production Systems: An Economic Case Study". Presented at the University of Oregon's Conference on The

Politics of Sustainable Agriculture in Eugene, October 7, 1995. The Politics of Sustainable Agriculture, October 7 & 8, Eugene, Oregon, pp. 16.

Hanson, James C. "Marketing - Niche Markets and Niche Management". Presented at the Pre-conference: The Economist's Role in the Agricultural Sustainability Paradigm of the Annual Meeting of the American Agricultural Economists Association in San Antonio, Texas, July 27-31, 1996.

Hanson, James C. "New Definitions of 'Farm'". Presented at the Annual Meeting of the American Agricultural Economists Association in San Antonio, Texas. With Kent Olson, sponsored the Organized Symposia, 'Advances in Farm Management Education' of which this talk was a part, July 27-31, 1996

Musser, Wesley, James C. Hanson, Tracy Hewitt, Katherine Smith, and Steven Peters. "A Case Study of Federal Farm Commodity Programs and Sustainable Production Systems". Presented at the Annual Meeting of the American Agricultural Economists Association in San Antonio, Texas, July 27-31, 1996.

Horowitz, John, Marc Nerlove, James C. Hanson, and Kevin McNew. "Fruit and Vegetable Prices in a Wholesale Farmers Market". Presented at the Annual Meeting of the American Agricultural Economists Association in San Antonio, Texas, July 27-31, 1996.

Hanson, James C. "Opportunities and Challenges in Cooperative Extension for Agricultural Economists". Invited presentation at the Annual Conference of the Northeastern Agricultural and Resource Economics Association in Sturbridge, Massachusetts, June 22-24, 1997.

Hanson, James C. Discussant for a Selected Papers Session – "Learning New Teaching Skills" (paper available in AgEcon Search - <http://agecon.lib.umn.edu>). Presented at the Annual Meeting of the American Agricultural Economists Association in Salt Lake City, Utah, August 2-5, 1998.

Hanson, James C. and Raymond J. Miller. 2001. "Conditions Necessary For a Successful Agricultural Extension System in Developing Countries". Presented to the International Conference on Agricultural Science and Technology, Beijing China, November 7 – 9, 2001. Published in Proceedings of the International Conference on Agriculture Science and Technology.

Hanson, James C., Lydia Oberholtzer, Charles Kauffman, and Dale Johnson. "Success and Survival: The Small Farm Success Project", 3rd National Small Farm Conference, September 17-20, 2002. Albuquerque, New Mexico. Published in the Proceedings of the 3rd National Small Farm Conference, USDA-CSREES, July 2003.

Hanson, James C. "Organic Agriculture and Sustainability: Economic Aspects" (one of three presenters on the topic), OECD (Organization for Economic Cooperation and Development) Workshop on Organic Agriculture, September 23-26, 2002. Washington, D.C. Published in the Proceedings of the conference, "Organic Agriculture: Sustainability, Markets and Policies", OECD, CABI Publishing, 2003.

Bruening, Thomas H., Xiaorong Shao, Raymond Miller, and James C. Hanson (presented by Bruening). "Understanding the U.S. Extension Systems and the Implication for Models in China". Exploring New Models for Agricultural Extension, Education for Western China Joint UCCA-CAUC Workshop, Yangling, China, November 3, 2002.

Hanson, James C. "Economics of Organic Systems: Rodale Farming System Trial (FST)". Rodale Institute, Kutztown, Pennsylvania. November 7, 2002.

Hanson James C., Jorge Lainez, James Smyle, and Wilfredo Diaz Arrazola. Honduras: Fondo para Productores de Ladera: Public Funding for a Private Extension System for the Hillside Farmers of Honduras. A Case Study published in the Proceedings and Case Studies of "New Approaches to Extension: A Workshop for Practitioners", Washington, D.C. Web Page Address: The World Bank Group – Sustainable Agriculture – AKIS: Research and Extension. November 11-15, 2002.

Hanson, James C., Richard Just, and Jorge Lainez. "Comparative efficiency of contracting for private extension delivery versus public extension in Honduras", 25th International Conference of Agricultural Economists, Durban, South Africa, August 19, 2003.

Rivera, William in collaboration with Gary Alex and James Hanson. "Challenges to Assessing R & E Impacts", Impact Assessment of Food Policy Research: A Stocktaking Workshop, International Food Policy Research Institute, Washington, D.C. November 10, 2004.

Hanson, James, Dale Johnson, Raymond Miller, and Darlene Adams. "Training International Extension Professionals through Stateside

Educational Workshops”, Public Issues Leadership Development Conference 2005: Leadership Development through Partnerships, Arlington, Virginia, April 18, 2005.

Hanson, Jim and Ted McConnell. “Nutrient Trading Approaches to Reducing the Costs of Abatement”. Presented at the Northeastern Agricultural and Resource Economics Association Meetings. Annapolis, Maryland, June 13, 2005.

Johnson, D.M., Hanson, J.C., & Miller, R.J. “Extending Educational Outreach to Farmers in Central Asia.” Presented as a Poster to Epsilon Sigma Phi National Conference, Colorado Springs, Colorado. November 10 & 11, 2005.

Rivera, W.M., G. Alex, J. Hanson, and R. Birner. "Enabling Agriculture: The Evolution and Promise of Agricultural Knowledge Frameworks", Proceedings of the 22nd Annual AIAEE Conference, Clearwater, Florida. May 14 – 18, 2006.

Johnson, D.M., J.C. Hanson, and R.J. Miller. “University Collaborations to Provide Extension Support to Farmers in Uzbekistan and Kazakhstan.” Presented as a Poster to 18th European Seminar on Extension Education, Prague, Czech Republic, September 5–8, 2007.

Hanson, James C., John G. Richardson, Miodrag Matavulj, and Gregory Manzuk. “Agricultural Cooperatives and Unions of Cooperatives in Bosnia and Herzegovina: Opportunities for Improvement.” Presented to the 18th European Seminar on Extension Education, Prague, Czech Republic, September 5–8, 2007.

Walsh, C.S. A.R. Ottesen, J.C. Hanson, M.J. Newell, and E.H. Leone. 2008. "The Effect of Organic and Conventional Management Programs on Apple and Pear Tree Growth, Productivity, Expenses, and Revenues in a Hot, Humid, Climate." *Acta Horticulturae* (In press).

Johnson, D.M., Hanson, J.C. (May 20, 2009) Cash Flow Budget: An Essential Tool for the Entrepreneur. International conference on the Regularities and Tendencies of Modern Entrepreneurship Development, Stavropol, Russia. This was an invited paper but the authors did not personally travel to Stavropol to present the paper. Rather, the paper was presented by proxy and included in the conference proceedings.

Hanson, James C. “Local Food Systems: A View from the Field”. Presented at the Local Food Systems: Emerging Research and Policy

Issues Conference (live, online webcast). Economic Research Service, USDA, Washington, D.C. , June 26, 2009.

<http://www.ers.usda.gov/ConferenceCenter/localfoods/>

Vanyan, Armen, Jim Hanson, and Ian Houseman. "Assessing the Impact of the Agricultural Advisory System in Armenia". Presented to the 19th European Seminar on Extension Education and included in Conference Proceedings, Assisi (Perugia), Italy, September 15-19, 2009.

Hanson, J. C., C. Dimitri, and L. Oberholtzer. "Marketing Maryland Grown Food to Local Schools, Colleges, and Universities: Farm and Policy Implications". Presented at the Northeastern Agricultural and Resource Economics Association Workshop: "The Economics of Local Food Markets", Atlantic City, New Jersey, June 15, 2010.

f. Films, CDs, Photographs, etc.

Gunther, Paul and James C. Hanson. 1998. "German Branch Watershed Project" 36 minute video describing agricultural best management practices and community cooperation in improving water quality in the 7,000 acre German Branch Watershed in Queen Anne's County (produced with \$24,351 SARE grant).

i. Contracts and Grants.

1990-1993. "Expanding Farmer Access to Local Markets in the Mid-Atlantic Region". USDA-Federal State Marketing Improvement Program. Principal Investigator: James C. Hanson (\$100,000) - replaced James Russell.

1992-1996. "Economics of Sustainable Farming in the Mid-Atlantic". USDA/EPA ACE Program. Co-Principal Investigators: Erik Lichtenberg, Robert Chambers, and James C. Hanson (\$104,951).

1993-1996. "Economics of Transition to Sustainable Farming". USEPA. Co-Principal Investigators: Erik Lichtenberg, Robert Chambers, and James C. Hanson (\$219,788).

1995 - 1997. "Future Harvest - Poultry Manure Project". W.K. Kellogg Foundation Integrated Farming Systems. Co-Principal Investigators: James C. Hanson and Lewis Carr (\$130,000). I also serve as a member of the Steering Committee for the overall Future Harvest Project (\$1,253,000)

1996 - 1997. "Video Training on Improving Water Quality Featuring Farmers and their Practices in the German Branch Watershed". Northeast Sustainable

Agriculture Research and Education. Co-Principal Investigators: James C. Hanson and Paul Gunther (\$24,351).

1996 - 1997. "Assessing Hillside Farming Systems in Tropical Regions for Environmental and Economic Sustainability: A Case Study in the Rio Combeima Watershed of Colombia". University of Maryland/Universidad de Los Andes Fund. Principal Investigators: James C. Hanson and Ramon Rosales, Co-Principal Investigator: Juan Jose Rivera (\$9,000).

1997 - 1998. "Sustainable Rice Production and Water Management in the Coello River District". University of Maryland/Universidad de Los Andes. Principal Investigators: James C. Hanson and Ramon Rosales, Co-Principal Investigators: William Amezcua and Juan Jose Rivera (\$10,000).

1998-2000. "Locally Led Farmer Groups for Sustainable Agriculture: The Study Circle Approach". Northeast SARE. Principal Investigators: James C. Hanson, Co-Principal Investigators: Marc Tefreau, Diana Friedman, and Michael Heller (\$6,500).

2000-2003. "Regenerating Small Farms, Combining Research, Education, and Research". Rodale Institute, Kutztown, Pennsylvania (flow through of USDA IFAFS funds). Principal Investigator: James C. Hanson (\$4,950).

2000-2004. "Bridging the Urban-Rural Divide: Marketing Local Foods (Small Farm Success Project)". USDA Initiative for Future Agriculture and Food Systems Program (IFAFS). Principal Investigator: James C. Hanson (\$865,952), September 15, 2000 through September 30, 2004.

2000-2004. "Extending the Educational Outreach in Uzbekistan". Principal Investigator: James C. Hanson, Co-Principal Investigators: Dale Johnson, Raymond Miller, and Boris Maydanik (\$251,420), August 28, 2000 through February 29, 2004.

2001-2002. "Assessing the Risk Management Needs of Organic Farmers". Cooperative Agreement with Economic Research Service, USDA. Principal Investigator: James C. Hanson (\$91,186).

2002 - 2003: "The Continued Viability of Rural Maryland: Implementation of the Maryland Strategic Plan for Training and Education in Sustainable Agriculture". Northeast Sustainable Agriculture Research and Education, University of Vermont. October 1, 2002 - September 30, 2003. Principal Investigator: James C. Hanson (\$10,000).

2002-2004. “Production and Education for Organic Crops”. Simpson, Thomas (PI) and James C. Hanson (Co-PI). Maryland Department of Agriculture, (\$70,000), March 1, 2002 through February 29, 2004.

2002-2005. “Extending the Educational Outreach in Kazakhstan”. United States Department of State. Principal Investigator: Hanson, James C. and Dale Johnson Co-Principal Investigator, (\$152,231), August 26, 2002 through August 31, 2005.

2003-2003. “Assessing the Risk Management Needs of Organic Farmers”. Cooperative Agreement with Economic Research Service, USDA. Principal Investigator: James C. Hanson (\$12,000).

2003-2005. “Assess and Develop Opportunities for Green Payments Programs in Maryland”. Maryland Center for Agro-Ecology, Inc. Principal Investigator: Michael Heller, Co-Principal Investigators: James C. Hanson and others (\$59,300).

2002-2007. “The Production of Organic Apples, Organic Pears, and Fruit Cider: To Promote Sustainability in Existing Orchards and as an Alternative Enterprise in the Baltimore-Washington Corridor and in Southern Maryland”. Walsh, Christopher (PI) and James C. Hanson (Co-PI). University of Maryland Agro-Ecology Center, (\$44,174), June 1, 2002 through August 31, 2007.

2004-2007. “Sustainable Agriculture Extension Publications”. USDA Smith-Lever. Principal Investigator: James C. Hanson (\$10,001). August 1, 2004 through July 31, 2007.

2004-2007. “Evaluating the Potential for Variable Rate Fertilizer Applications to Reduce Nitrogen Runoff and Leaching into the Environment”. Chesapeake Bay Foundation. Principal Investigator: Frank Coale, Co-Principal Investigator: James C. Hanson (\$95,000). October 25, 2004 through January 15, 2007.

2005-2007. “Regional Variation in the Adoption of Organic Farming Systems”. Cooperative Agreement with Economic Research Service, USDA. Principal Investigator: James C. Hanson (\$60,500), September 30, 2005 through March 30, 2007.

2007-2008. “Establishing an Agricultural Demonstration Farm to Provide Educational Programs for Local Farmers in Akhaltsikhe, Georgia”. Travel Grant with International Orthodox Christian Charities, Baltimore, Maryland (July and September 2007). Principal Investigator James C. Hanson, Co-Principal Investigators: Stanley W. Fultz and Edward B. Rayburn, \$14,425.

2008-2009. "James Hanson – Agricultural Innovations." USDA-CSREES. Principal Investigator: James C. Hanson (\$9,807), September 1, 2008 through August 31, 2009.

2008-2010. "Implementing and Evaluating Hulless Barley for Bio-Engineering Production and Winter Cover Crops for Water Quality Protection: Chester River". National Fish and Wildlife Chesapeake Bay Targeted Watershed Grants Program. James C. Hanson (PI) and Kenneth E McConnell (Co-PI) - \$46,000. July 1, 2008 through September 30, 2010.

2009 – 2010. "Addressing Institutional Markets as New Outlets for Maryland Agricultural Products: Risk Management Education for Farmers". The Northeast Center for Risk Management Education, USDA. James C. Hanson (PI) and Carolyn Dimitri (Co-PI) - \$32,700. July 1, 2009 through December 31, 2010.

2010 – 2011. "Farmers' Markets in Maryland: Evaluating Economic Impact, Identifying Opportunities, and Assessing Feasibility of a Statewide Farmers' Market Association as a Solution to Direct Marketing Challenges". Maryland Department of Agriculture. James C. Hanson (PI) - \$8,000. October 1, 2010 through October 31, 2011.

2010 – 2012. "Republic of Georgia Regional Veterinary Service Unit (RVSU) Pilot Project." USDA-Foreign Agricultural Service. James C. Hanson (PI) - \$125,060. August 15, 2010 through March 31, 2012.

j. Fellowships, Prizes, and Awards.

1990 State Winner, MD Association of Agricultural County Agents: "Search for Excellence - Farm Income" for Southern MD Regional Farmers' Market.

1990 Farm Foundation Travel Scholarship to the Extension Conference at the Annual Meeting of the AAEEA, Vancouver, Canada.

1991 National Winner, National Association of Agricultural County Agents: "Search for Excellence Award - Farm Income" for Southern MD Regional Farmers' Market.

1992 Maryland FFA Honorary State Agriculturist Degree - for contributions for the Farm Business Management Test and inservice training for vocational agriculture teachers.

1992 Award of Honor - The Maryland Extension Specialists' Association - for specialists with less than five years of service.

1993 Excellence in Extension Programs - The University of Maryland at College Park Alumni Association: College of Agriculture Chapter.

1994 Distinguished Individual Extension Program - American Agricultural Economics Association.

1999-2001 National Extension Leadership Development Program (NELD) – Twenty-three extension professionals from twenty universities were selected to participate in this national leadership development program.

2001 International Travel Grant, University of Maryland (\$900) to present a paper at the International Conference on Science and Technology, Beijing, China, November 7 – 9, 2001.

2001 Top “Grant Getters” Award – Awarded by the University of Maryland’s Office of Research and Graduate Studies to the top 100 faculty at the University in securing contract and grant support.

2002 Epsilon Sigma Phi Northeast Regional International Service Award. Honor bestowed on an individual who has contributed significantly to the development or expansion of Extension programs in other countries. Epsilon Sigma Phi (ESP) is dedicated to fostering standards of excellence in the Extension system and Extension professional.

2002 Top “Grant Getters” Award – Awarded by the University of Maryland’s Office of Research and Graduate Studies to the top 100 faculty at the University in securing contract and grant support.

2002 International Travel Grant, University of Maryland (\$900) to explore research and extension collaborations with the Xinjiang Agricultural University, Urumqi and Chinese Agricultural University, Beijing, China, December 9 – 15, 2002.

2002 Maryland Association of County Agricultural Agents: Mid-Career Award.

2006 Epsilon Sigma Phi Northeast Regional Visionary Leadership Award – Honor bestowed on Extension professional whose significant accomplishments have resulted in leading Extension forward in new directions. Epsilon Sigma Phi (ESP) is dedicated to fostering standards of excellence in the Extension system and Extension professional.

2008 Distinguished Service Award, National Association of County Agricultural Agents (NACAA). Honorees are the top two percent of the membership of NACAA as chosen by their peers and Directors of Extension of the various states.

- k. Editorships, Editorial Boards, and Reviewing Activities for Journals and Other Learned Publications.

Agronomy Journal Editorial Board (Agricultural Economics Expertise). 2008 - Present.

3. TEACHING, MENTORING, and ADVISING

- a. Courses Taught in the Last Five Years

AREC 435: Commodity Futures and Options Markets
Fall 2008 (enrollment, 34 students)

**AREC 435: Commodity Futures and Options Markets
Spring, 2010 (enrollment, 53 students)**

- f. Advising: Research Direction

- iii. Doctoral Defense Committees

Shaikh Mahfuzur Rahman (Ph.D.), Department of Agricultural and Resource Economics, “Optimal Contracting and Vertical Coordination in the Beef Industry: An Assessment of Value Based Pricing”. October 27, 2007.

Mohammed Helal Uddin (Ph.D.), Department of Agricultural and Resource Economics, “Gains from Contracting for U.S. Hog Growers”. March 14, 2008.

Otteson, Andrea R. (Ph.D.), Plant Science and Landscape Architecture Department. “The Microbial Ecology and Horticultural Sustainability of Organically and Conventionally Managed Apples.” November 17, 2008.

Herberich, David, H. (Ph.D.), Department of Agricultural and Resource Economics, “Three Quasi-Experimental and Experimental Papers in Environmental Economics.” October 20, 2010.

- g. Extension Activities

Extension Activities - Major Programs Established.

Maryland Tobacco Checkoff Fund, 1989 and 1990: The Tobacco Committee of the Southern Maryland Agricultural Commission proposed that a checkoff fund (1/2 cent per pound) be established for Maryland (Type 32) tobacco. Gary Hodge of the Tri-County Council and I, as members of that committee, wrote farmer informational letters and the bylaws for the Southern Maryland Tobacco Board, Inc. I also spoke at farmer meetings in Southern Maryland explaining the pros and cons of checkoff programs such as this. The checkoff passed in March, 1990. Approximately \$50,000 is raised annually to market Maryland tobacco.

Mid-Atlantic Produce Project (MAPP), 1991 to 1993: Served as project leader for a four state effort to improve produce wholesaling by local farmers in the Mid-Atlantic region. Over 180 produce buyers were personally interviewed in the Baltimore-Washington area to determine how farmers can increase their level of direct wholesaling. I was senior author of the extension report which summarized this survey and which was distributed to farmers and agricultural extension agents in Maryland, Pennsylvania, Virginia, and West Virginia in 1992 (2,000 copies). We also wrote three extension fact sheets to complement our principal report and an article in the American Vegetable Grower. Through 1993, 16 presentations have been made to over 1,100 farmers concerning direct wholesaling (I gave the majority of the talks).

Southern Maryland Regional Farmers' Market (SMRFM), 1988 to 1996: Wrote the proposal and co-directed the establishment of the SMRFM produce auction and retail markets at the State Tobacco Warehouse in Cheltenham, Maryland. SMRFM was established in 1989 to provide a market for produce grown in the region and to help tobacco farmers diversity their production. Over \$100,000 was raised from county, state, and university sources to establish the market. My activities included serving as liaison among financial contributors, promoting the market, organizing its operation, working at the market, analyzing yearly performance, helping to incorporate the market, and serving as Secretary of Board. Currently, the SMRFM auction market grosses approximately \$400,000 annually with 180 farmers and 180 buyers participating through the season that runs from June 1 to October 31.

Profitable Agriculture and a Clean Environment (PACE), 1990 to 1996: Designed and initiated the Maryland Cooperative Extension Service's *PACE* program. Profitable agriculture must exist harmoniously with a clean environment for either to prosper. *PACE* is Cooperative Extension Service's umbrella program and philosophy that brings these two goals together. I have served as Conference Coordinator for the four *PACE* conferences that have been held. 1991 (February 28): Conference Coordinator for the first regional conference on sustainable agriculture in the Chesapeake Bay Region. Over 225 people registered for this conference that was held in Timonium, Maryland. 1992

(January 23): Conference Coordinator - "Adaptive Onfarm Research in the Chesapeake Bay Region" in Annapolis, Maryland. 1994 (January 14): Coordinator for Concurrent Session at Delaware-Maryland Vegetable Meeting - "PACE Onfarm Reports", Dover, Delaware. 1995 (January 13): Coordinator for Concurrent Session at Delaware-Maryland Corn, Soybean, Fruit, and Vegetable Conference - "Profitable Agriculture and a Clean Environment", Dover, Delaware. A major part of the PACE program is its participatory onfarm research/ demonstration projects. I solicit projects and serve as Editor of the PACE Update that summarize these projects:

1991 PACE Update, 33 projects involving 60 farmers and 37 extension faculty, 92 pp.

1992 PACE Update, 38 projects involving 68 farmers and 55 extension faculty,, 78 pp.

1993 PACE Update, 22 projects involving 40 farmers and 37 extension faculty, 49 pp.

1994 PACE Update, 26 projects involving 53 farmers and 40 extension faculty, 63 pp.

1995 PACE Update, 17 projects involving 55 farmers and 35 extension faculty, 53 pp.

Future Harvest Poultry Project, 1994 to 1996: Future Harvest is Kellogg's Integrated Farming System program in Maryland and Delaware; I serve on the steering committee. With Lew Carr, however, I directed the sub-initiative, Poultry Project. We have a multi-disciplinary team evaluating different methods of composting poultry litter so as to develop a value-added product that can be marketed outside of the poultry production region.

Small Farm Success Project (Leader of Project and Principal Investigator), 2000 to 2004: A coalition of land grant universities, USDA, and nonprofit organizations in the Mid-Atlantic region is dedicated to helping small and emerging farmers improve their financial success. With funding from the USDA's IFAFS (Initiative for Future Agricultural Food Systems, 2000-2003, \$865,953) program, the coalition developed an initiative entitled, *The Small Farm Success Project*. The coalition included Maryland Cooperative Extension, Future Harvest/CASA, Accokeek Foundation, Wallace Center for Agricultural and Environmental Policy at Winrock International, USDA Beltsville Agriculture Research Center, Farm to City (Philadelphia), Pennsylvania Association for Sustainable Agriculture, and Penn State Cooperative Extension. A summary of all outcomes discussed below can be found at <http://www.smallfarmsuccess.info>
Specific outcomes included:

- Farmer Grants Program: The Small Farm Success Farmer Grants Programs was designed to improve the profitability of farmers and farmer groups through innovative marketing ideas. Individual farmers working to increase their access to new or existing markets in Pennsylvania,

Maryland, West Virginia, and Virginia were encouraged to apply for \$500 grants through the *Individual Farm Marketing Grants* program. Larger grants (up to \$4000 per award) were designated for farm organizations, farmer groups, and farmer cooperatives in the Mid-Atlantic region.

Approximately 40 grants in these categories were awarded in the areas of farm innovation, on-farm marketing, and off-farm marketing.

- **Applied Research and Outreach Publications:** Applied research projects were combined with farmer profiles so that besides offering greater insights into problems faced by farmers, individual farmers could speak to their experience with designated technologies. Such publications included profiles on successful farmers employing a) rural innovation, b) community supported agriculture (CSA), c) high tunnels to extend the growing season, d) sustainable farming systems, and e) rotational grazing for dairy farmers. Outreach marketing publications on a) sources of grass-fed beef, poultry, and dairy products, b) use of farmers' market nutrition programs, c) produce packing guidelines, d) meat and poultry processing and selling, e) increasing restaurant sales, and f) increasing sales at farmers' markets and roadside stands. Applied research publications on a) characteristics of successful sustainable farms and farmers, b) use of pollinator friendly cut flowers, c) community supported agriculture, d) producer-only farmers' markets, and e) organic production systems that regenerate poor soils and grow more output on less land (in production).
- **Conferences and Workshops:** Financial support was provided to multiple annual conferences of Future Harvest/CASA, Pennsylvania Association of Sustainable Agriculture (PASA), and the Mid-Atlantic Direct Marketing Conference. Financial support was also provided to PASA's farm-based education program that included forty-two workshops that were held over the 3-year period. Multiple presentations were offered around the region on the subjects of high tunnel hoop houses, cover crops in organic systems, direct marketing, organic production, safe food handling, fruit display, and on-farm marketing. In addition, the Small Farm Success team gave presentations regarding their approach to working with small farmers at national and regional conferences that included 3rd National Small Farm Conference, September 17-20, 2002, Albuquerque, New Mexico and 5th Annual Future of our Food and Farms Summit, Wilmington, Delaware, December 4, 2003.
- **Community Farm Initiative:** A Community Farm Initiative was begun in southeast Pennsylvania. The purpose of this effort was to improve and strengthen marketing opportunities for farmers and enhance community awareness about the importance of local and sustainable agriculture. Accomplishments include a) expanding marketing opportunities in Philadelphia, b) initiating a Buy Fresh/Buy Local campaign in Philadelphia (in cooperation with two local partners and FoodRoutes, a national non-profit), and c) providing marketing support to diversified

sustainable farm in the southeast region that included starting Farmer-to-Chef and Farmer-to-College networks.

Nutrient Management Strategies to Improve the Health of the Chesapeake Bay, 2004 to 2007: Exploring nutrient trading strategies to improve the efficiency of the 2004 Maryland Flush Tax (with Ted McConnell). Presentations of this research have been made to representatives from Maryland Sea Grant (Dec 1, 2004), Maryland Department of the Environment (January 12, 2005), and College of Agriculture and Natural Resources (January 31, 2005).

Small Farms, Sustainable Agriculture, and Organic Agriculture, 2001 to present: The needs of farmers involved in these three topics are closely intertwined in the Mid-Atlantic. To be profitable, small farms should consider marketing high value crops (i.e., organic agriculture) and substituting on-farm resources for purchased inputs for cost and environmental reasons (sustainable agriculture). Past and current activities include certifying organic acreage on seven of the College's research farms for organic research (with Tom Simpson); economics of organic fruit production (with Chris Walsh); risk management strategies of organic farmers (with Economic Research Service); small farm management for equine operations, evaluating organic grain cropping systems (with Rodale Institute), and working jointly with the West Virginia University and West Virginia State University to provide sustainable agricultural training to agricultural extension educators in West Virginia and Western Maryland.

National Research Council's Committee on Twenty-first Century Systems Agriculture (2008 to 2010). Member of a study to identify the scientific foundations of sustainable farming systems and management practices, and the social, economic, and political factors that influence their use and wide scale adoption by farmers in the US and abroad. The study will build on the National Academies' 1989 report, *Alternative Agriculture*, that highlights the economic and environmental benefits of what were at that time unconventional or "alternative" farming practices.

Priority Initiatives for Improving the Profitability of Baltimore County Agriculture, 2007 to 2009: Member of the Executive Committee.

Grain Marketing, 2008 to present: Working with the grain marketing focus team as the state specialist. Providing basis tables, supply and demand information, and marketing strategies to be used with farmers. Wrote three fact sheets on historical price and basis information for corn, soybeans, and wheat.

Farm to School, 2009 to present: Serving as project leader of a consortium of organizations and Principal Investigator of a grant to investigate and develop a strategy to increase the purchase of local food in Maryland public schools.

Extension Activities – Educational Presentations

1988 – 1996: Presented 12 in-service trainings to 291 agricultural professionals on farm management and marketing topics.

1988 – 1996: Gave 88 presentations to 6,865 people in the Mid-Atlantic region on farm management and marketing topics.

1988 – 1996: Participated in 48 farm management and marketing workshops for producers. Attendance: 1,359 people. Additionally, gave 47 grain marketing club presentations in Anne Arundel, Caroline, Carroll, Prince George's, and St. Mary's Counties.

“Successful IFAFS Grant-Writing Strategies”, IFAFS Grant Writing Workshop for interested faculty of the Northeast Land Grant Universities, College Park, Maryland (50 people, 60 minutes), January 25, 2001.

“Trends in Maryland Agriculture” to LEAD Maryland: Class Two, Port Deposit, Maryland, February 14, 2001.

“Trends in Maryland Agriculture with a special emphasis on Southern Maryland” to the Rural Commission of Charles County, MD, La Plata, Maryland, September 5, 2001.

“Granting Sources and Grant Writing” to a 3-day workshop on Conducting Field Research on Farms, Nurseries, and Greenhouses, College Park, Maryland, September 13, 2001.

“Organic Crop Production Inservice”, Chair of the planning committee of an inservice for Extension Faculty and USDA personnel, Stevensville, Maryland, November 29, 2001.

“Developing a Grants Program”, Maryland Horse Industry Board, Annapolis, Maryland, March 4, 2002

“Small Farm Success on the Eastern Shore” Moderator. Shore Small Farm Forum, Salisbury, Maryland. March 9, 2002.

“Additional Farm Bill Programs of Potential Importance to Maryland Farmers”. 2002 AREC Farm Bill Workshops. I participated in workshops in Easton (August

16), Hughesville (August 19), Upperco (August 20), Chestertown (August 21), New Market (August 23), and Salisbury (August 27, 2002).

Sustainable Agriculture Update and Opportunities, AGNR Extension In-service, Annapolis, Maryland, January 13, 2003.

“The National Organic Standards: What do they mean to you?” State moderator for satellite program based in Pullman, Washington. In-state locations included College Park, Princess Anne, and Westminster, Maryland, March 21, 2003.

“Exploring Northeast SARE Grants”, Agriculture and Rural Enterprises Conference, Garrett College, McHenry, Maryland, March 22, 2003.

“Developing Organic Research and Educational Programs at UM Research Stations”, Maryland Agricultural Commission, Annapolis, Maryland, May 14, 2003.

“PRO-FARM Equine Financial Management using QuickBooks” (with Dale Johnson and Michael Bell), Carroll Community College, Westminster, Maryland, May 22, 2003.

“Organic Research and Education in Maryland” (with Tom Simpson), Maryland Organic Food and Farming Association (MOFFA) Field Day, Accokeek, Maryland, October 11, 2003.

“How to Write Successful Northeast SARE Farmer/Producer Grants” (with Ed Johnson and Bob Tjaden), Salisbury (November 7) and Upper Marlboro (November 11, 2003).

“Keys to Small Farm Financial Success” (with Charles Kauffman, Bruce Mertz, and Bob Pierson), Our Future Grows Here: 5th Annual Future of our Food and Farms Summit, Wilmington, Delaware, December 4, 2003.

“Organic Research at University Maryland Farms” in Organic Research: On Maryland Farms and at the University Farms Workshop (with Mike Klein, Charles Kauffman, Laura Romaneo), Maryland Organic Food and Farming Association. Annapolis, Maryland, January 10, 2004.

“Risk Management Strategies for Organic Farmers” in Managing Risk on your Farm Workshop (with Wesley Musser), 5th Future Harvest-CASA Conference, Hagerstown, Maryland, January 17, 2004.

“Small Farm Business Management”, Cecil County, Elkton, Maryland, February 4, 2004.

“PRO-FARM Equine Financial Management using QuickBooks” (with Dale Johnson and Dan Ludwig), Montgomery County, Derwood, Maryland, February 9 and 12, 2004.

“New Marketing Opportunities for Farmers”, Regional Risk Management Education Conference, Harrisburg, Pennsylvania, May 5, 2004.

“Farming for Profit and the Environment” (with Prabhakar Tamboli), One-Day Educational Field Trip for World Bank Employees, Central Maryland, May 26, 2004.

“Horse Business Bookkeeping 101” (with Mary-Key Leary and Jane Seigler), Maryland Horse Council’s Running a Successful Horse Business Conference, Laurel, Maryland, August 8, 2004.

“Managing Your Risk”, Maryland Organic Food and Farming Association: 14th Annual Winter Meeting, Annapolis, Maryland, January 8, 2005.

“Managing Risk on Your Farm” (with Tom McConnell), Farming for Profit and Stewardship: 6th Annual Conference, Hagerstown, Maryland, January 15, 2005.

“Creating an Agricultural Extension Service”, Regional Seminar on Sustainable Rural Development in Central Asia (field trip at USDA Beltsville Agricultural Research Center), Beltsville, Maryland, June 17, 2005.

“Small Farm Success”, USDA Small Farm Working Group – Quarterly Seminar, Washington, D.C., June 29, 2005.

“Insights from Team Grant Writers”, USDA/CSREES Grantsmanship Workshop, Washington, D.C., September 8, 2005.

The Land Grant University System and its Cooperative Extension Service, USDA Foreign Agricultural Service with emphasis on Afghanistan, College Park, Maryland, May 8, 2007.

“Economics of Organic Systems”, USDA Conference on Sustainable Agriculture: Current Trends, Challenges, and Achievements for Iranian Agricultural Professionals, Beltsville, Maryland, August 8, 2007.

“The Agriculture and Natural Resource Educational Program of Maryland Cooperative Extension”, Turkish Agricultural Training Program, College Park, Maryland, September 17, 2007.

“Small Farm Success”, Maryland Small Farm Cooperative Farmer Education/Resource Day”, Frederick, Maryland, November 3, 2007.

“Small Farm Management: Recommendations based on 20/20 Hindsight”, 3rd Annual University of Maryland Horse Conference, Germantown, Maryland, November 10, 2007.

“Writing Successful Northeast Sustainable Agricultural Research and Education Partnership/Farmer Grants”, Salisbury, Maryland, November 8, 2007.

“Writing Successful Northeast Sustainable Agricultural Research and Education Partnership/Farmer Grants”, College Park, Maryland, November 9, 2007.

“Sustainable Agriculture and the Future of Bio-Fuels”, Focus the Nation, Oxon Hill, Maryland, January 31, 2008

“Economic Analysis of Organic Apple Production”, 2008 Bay Area Fruit Meeting, Queenstown, Maryland, February 26, 2008.

“Farm Management for the Small Equine Farm (after 9 years of learning the hard way)”, Southern Maryland Equine Conference, Lexington Park, Maryland, April 4, 2008.

“Energy, Organic, and Sustainable Agriculture”, USDA Farm Policy Workshop sponsored by the Department of Agricultural and Resource Economics, Chestertown, Maryland, August 26, 2008

“Energy, Organic, and Sustainable Agriculture”, USDA Farm Policy Workshop sponsored by the Department of Agricultural and Resource Economics, Wye Mills, Maryland, August 27, 2008

“Energy, Organic, and Sustainable Agriculture”, USDA Farm Policy Workshop sponsored by the Department of Agricultural and Resource Economics, Mt. Airey, Maryland, September 2, 2008

“Energy, Organic, and Sustainable Agriculture”, USDA Farm Policy Workshop sponsored by the Department of Agricultural and Resource Economics, Upperco, Maryland, September 4, 2008

“Grain Marketing, An Economic Perspective”. Carroll County Winter Agricultural programs, Westminster, Maryland, January 29, 2009.

“Overview of the Organic Agricultural Industry in the U.S. and its Opportunities for Growth and Challenges”. Chinese Delegation. College Park, Maryland, March 9, 2009.

“State of the Farm Economy in Maryland”. Blue Ribbon Panel on Smart Growth and Rural Development, Queen Anne’s County, Maryland. March 20, 2009.

“Managing an Equine Operation”. Pasture walk at Hanson/Lavine farm (25 people in attendance), July 8, 2009.

“Observations regarding Organic Agriculture in the U.S”. Association for India’s Development. College Park, MD, May 9, 2010.

“Exploring Access to Locally Grown Foods at School”. Farm-to-School Mock Press Conference. College Gardens Elementary School - Fifth Grade, Rockville, MD, May 12, 2010.

“Small Agricultural Business Development and Extension Evaluation in the Balkans”. Serbian Extension Workers, College Park, Maryland, June 23, 2010.

“Toward Sustainable Agricultural Systems in the 21st Century”, Overview and discussion of the report by the National Academies, National Research Council, USDA Council for Sustainable Development, Washington, D.C., July 14, 2010 (with Gus Schumacher).

“Regional Veterinary Service Units: Observations from a Recent Visit & Implications for Evaluation Design”. USDA-FAS, Caucasus Agricultural Development Initiative, Washington, D.C., July 15, 2010.

“Outlook for Grain Marketing”. Montgomery County Grain Marketing Club, Germantown, Maryland, July 29, 2010.

“Agricultural Extension in Maryland and Jordan”. Officials from USDA and Jordan, Beltsville, Maryland, October 20, 2010.

“Farm to School”. Women in Agriculture, 10th Annual Conference, Dover, Delaware, January 26, 2011.

“Issues facing Maryland Agriculture”. Southern Maryland Agricultural Development Commission. Hughesville, Maryland, February 7, 2011.

Extension Activities - Television and Radio Interviews.

Featured in a Voice of America radio broadcast concerning "Agriculture in Hungary and the United States - A Comparison" (October, 1990).

Maryland Public Television: “Newsnight Maryland” Live, daily television program (30 minutes) with phone calls during broadcast. I participated as a member of a 3-person panel discussing the tobacco settlement and tobacco farmers in Maryland, January 13, 1999.

Maryland Public Television: Rasmusson, E., Kevin Mathias, Wanda MacLachlan, Jim Hanson, Tom Miller (Guests), and J. Salkin (Host). "Direct Connection Drought Information." I talked about Maryland farmers and the drought. Show aired twice more in June and was made into a videotape (April 26, 2002).

Maryland Public Radio: James C. Hanson and Michel Cavigelli. “Organic Agriculture in Maryland”. *Maryland Morning with Sheilah Kast*, July 9, 2008.

4. SERVICE

a. Professional

i. Offices and committee memberships held in professional organizations.

American Agricultural Economics Association, 1989 - present.

Economic Education Committee, 1994.

Quality of Communication Awards Subcommittee – 1995

Extension Section Board of Directors, Northeast Region, 2010 - 2013

Northeastern Agricultural and Resource Economics Association, 1989 - present.

Selected Paper Review Committee - Farm Management, 1991.

Farm Management Committee, 1993 - 1995.

Board of Directors, 2003-2006.

Epsilon Sigma Phi, 1999 – present.

Chair – Global Relations Committee, Maryland Chapter, 2003 – 2004

Maryland Association of County Agricultural Agents, 1988-present.

Treasurer's Audit Committee, 1991.

Chair: MD Communications Award Program, 2004 – 2005.

Maryland Extension Specialists' Association, 1988 - 2003.

Vice-President, 1992-93.

President, 1993-94.

ii. Reviewing activities for agencies

Competitive Grants Program: FY 2007 Iraq Agricultural Extension Revitalization Project, USDA Cooperative State Research, Education, and Extension Service, 2006

Competitive Grants Program: Agricultural Prosperity for Small and Medium-Sized Farms, National Research Initiative, 2007

iii. Other unpaid services to local, state, and federal agencies.

Governor's Commission on Migratory and Seasonal Farm Labor (1994 - 1996).

Northeast Sustainable Agricultural Research and Education (SARE) Professional Development Program Committee, 1994 – 2002.

Northeast Sustainable Agricultural Research and Education (SARE) Administrative Council, 2001 – 2003.

Maryland State Organic Certification Advisory Committee, 2001 – 2005.

Northeast Sustainable Agricultural Research and Education (SARE) Professional Development Program Committee, 2007 - 2008.

v. International activities not listed above under Contracts and Grants.

Sri Lanka, participated in a University of Maryland Fulbright-Hayes Group Scholarship in Sri Lanka studying the supply and demand for agricultural labor (Summer 1983).

Hungary, leader of a University of Maryland team that evaluated a feasibility study written by Pannon Agricultural University, Kaposvar for agricultural investment (\$20 million) in the Surjan Valley Agricultural Cooperative (September 1990).

Russia, evaluated opportunities for developing wholesale fruits and vegetable markets in Moscow for local farmers (August 1993).

Colombia, evaluated the competitiveness and sustainability of Colombian farming systems within representative agro-ecosystems, partnering with three Latin American institutions (January and March 1994, July and September 1995).

Kuwait, analyzed the relative strengths of animal agriculture and made suggestions for its re-establishment after having been largely decimated during the Iraqi War (May 1995).

Estonia, worked with University of Maryland and Estonian Agriculture University faculty to offer dairy educational programs for farmers (funding by Maryland National Guard, April and August 2004, April 2005).

Bosnia and Herzegovina, advising the International Orthodox Christian Charities on developing an economic development program in agriculture (February and November 2003, December 2006, November 2007, February 2008).

Iraq, advised the U.S. Department of Defense on how to spend Commander Emergency Response Funds in rural areas so as to maximize economic development (February and May 2007).

Kosovo, advising the International Orthodox Christian Charities in developing an economic development program in agriculture to reduce the incidence of non-Albanian minorities being internally displaced, June 2008 and April 2009.

Ethiopia, advising the International Orthodox Christian Charities on developing an economic development program in agriculture, June 2008 and May 2009.

Kosovo, Montenegro, and Albania, working with International Orthodox Christian Charities created a tri-state agricultural business incubator program with a conference in November 2010 at which farmers from all three countries were present. (February 2010 and November 2010).

vi. Paid consultancies.

Bulgaria, taught farm management, farm finance, policy, agricultural marketing, and economic principles to sixty faculty members and graduate students at the Agrarian University in Plovdiv (February 1992).

Albania, taught farm management and agricultural marketing to two newly formed agricultural cooperatives in Korca and Shkoder. A text and instructor's guide were developed and translated for future use by Albanians (March 1993)

Honduras, advised a World Bank project in establishing a publicly funded, private delivery extension service to small-land holders on the hillsides in the states of Francisco Morazán, Yoro, and Olancho (October and December 2001, June 2002, October 2003).

Jordan, participated in a USDA project to evaluate the agricultural research and extension programs at National Center for Agricultural Research and Technology Transfer (NCARTT) and the Ministry of Agriculture Extension (July and October 2005).

Armenia, worked with World Bank to develop a survey to evaluate farmer satisfaction with the extension services provided by Marz Agricultural Support Centers, March 2008

Iraq, participated in a U.S. State Department project to introduce electron beam accelerators as substitutes for Cobalt 60 in research uses at the Ministry of Science and Technology and to explore commercial applications such as food irradiation, medical sterilization, and strengthening of plastic materials (January 2009).

Kazakhstan, worked with the World Bank to evaluate initial steps in the establishment of an Agricultural Extension Service in that country (July 2009).

Afghanistan, worked with USAID to develop a strategic plan to revitalize agricultural research and extension centers in that country (November 2010).

b. Campus

i. Departmental.

Awards Committee, Department of Agricultural and Resource Economics, 1989 to 1993, 1995.

Faculty Advisory Committee, Department of Agricultural and Resource Economics, 1994 - 1996.

Search Committee for Resource and Environmental Economics Extension position, Department of Agricultural and Resource Economics, 1996.

Chair: Department of Agricultural and Resource Economics Extension Committee, 2001 to 2005.

University Senate, Representative from the Department of Agricultural and Resource Economics, 2003 to 2005.

External Review Committee, Department of Agricultural and Resource Economics, 2008 - 2009.

Chair: Department of Agricultural and Resource Economics Extension Committee, 2007, 2009 - 2011

Faculty Advisory Committee, Department of Agricultural and Resource Economics, 2010 - 2012.

ii. College.

Study Group for the "Present and Future Marketing Facility Needs for Locally Produced Fruits and Vegetables in Southern Maryland", June, 1988 - January, 1989.

Faculty Senate - Cooperative Extension Service (MIANR), Representative from the Department of Agricultural and Resource Economics, University of Maryland System, 1989 - 1994.

Legislative Affairs Committee (Co-chair).

Advisory group to assess Agricultural Production and Profitability, University of Maryland System, 1990.

Advisory group to assess Human Capital, University of Maryland System, 1990.

Region II Concept Paper Committee, Maryland Cooperative Extension Service, 1990 to 1991.

Planning Committee for 1990-92 Southern Maryland Field Days.

State Agricultural Profitability Task Force, 1991.

Region II Program Review Committee, Maryland Cooperative Extension Service, 1992 to 1993.

Chair: Farm Management Focus Group (statewide), Cooperative Extension Service, 1993 - 1996.

Search Committee for Associate Dean and Associate Director for Maryland Cooperative Extension Service, 1995.

5-Year Review Committee for Thomas Hartsock, Chair, Institute of Applied Agriculture. 2004.

Chair: 5-Year Review Committee for Richard Byrne, Assistant Director for Family, Youth, and Communities, Maryland Cooperative Extension. 2005.

iii. University.

University Provost's Academic Planning Advisory Committee (APAC), September 2004 to 2007.

iv. Special Administrative Assignments.

Assistant Director and Program Leader for Agriculture and Natural Resources, Maryland Cooperative Extension. 1996-2001 (100% appointment).

Assistant Director, International Programs for Agriculture and Natural Resources, College of Agriculture and Natural Resources, 2001 – August 2005 (50% appointment).

Associate Director and Associate Dean (Acting), Maryland Cooperative Extension. August 2005 to October 2006 (100% appointment).

vi. Community, state, national.

Calvert County Marketing Committee for Farm Products, 1992.

Southern Maryland Agricultural Commission - 1988 to 1996.

Tobacco Committee (1988-1990).

Co-director (With Allen Swann): Cheltenham Board Committee (1989).

Annual Southern Maryland Agricultural Breakfast Planning Committee (1990, 1991, and 1992).

Southern Maryland Regional Farmers' Market Board, Inc. (1990 to 1996).

Executive Secretary of Board (1990 to 1996).

Accokeek Foundation Agriculture and the Environment Committee, 1991 - 1996.

National Crop Insurance Educational Committee, 1993 - 1994.

Southern Maryland Alternative Agricultural Commission - 1994 to 1996.

LEAD Maryland Executive Board – 1998 to 2001.

Draft: February 23, 2010