

## Brian K. Coffey

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### EDUCATION

- 2005 Ph.D. Agricultural Economics, Kansas State University, Manhattan, KS
- 2001 M.S. Agricultural Economics, University of Kentucky, Lexington, KY
- 1999 B.S. Agricultural Economics, Cum Laude, University of Kentucky, Lexington, KY

### EXPERIENCE

- 2015 to present Assistant Professor, Department of Agricultural Economics, Kansas State University
- 2013 to 2015 Lecturer of Economics, Keiin Institute of Business and Sciences, Ivanovka, Kyrgyzstan
- 2012 to 2013 Business Consultant, Global Partners, Tajikistan, Dushanbe, Tajikistan
- 2007 to 2012 Lecturer of Economics, Technological University of Tajikistan, Dushanbe, Tajikistan
- 2005 to 2015 Teaching Fellow, Global Scholars
- 2004 Instructor, Intermediate-level Economic Theory, Kansas State University, Department of Agricultural Economics, Manhattan, KS
- 2001 to 2005 Graduate Research Assistant, Kansas State University, Department of Agricultural Economics, Manhattan, KS
- 2000 to 2001 Graduate Research Assistant, University of Kentucky, Department of Agricultural Economics, Lexington, KY
- 2000 Teaching Assistant, Principles of Marketing in Agriculture, University of Kentucky Department of Agricultural Economics, Lexington, KY
- 1996 to 2000 Farm Technician, Fasig-Tipton Thoroughbred Sales Agency, Lexington, KY
- Prior to 1996 Farm Experience, Family Farm, Russell Springs, KY

## HONORS

Kansas State University College of Agriculture Tuition Supplement, 2001-2004  
Kansas State University Graduate School Stipend, 2001-2004  
Guy and Edna Smith Scholarship, Kansas State University College of Agriculture, 2001-2004  
SAEA Graduate Student Paper Distinguished Professional Contribution Award, 2001  
University of Kentucky Merit-Based, Non-Service Graduate Fellowship, Fall 2000  
Second Place, Undergraduate Student Paper Competition, AAEA Meetings, Tampa, FL, 2000  
John C. Redman Memorial Scholarship, University of Kentucky, Dept. of Ag. Economics, 2000-01  
University of Kentucky Target of Opportunity Research Award (TORA), Spring 2000  
University of Kentucky Graduate Student Development Award for Travel and Textbooks, 2000  
Gamma Sigma Delta membership nomination for undergraduate achievement  
First Place, University of Kentucky Oswald Creativity Award for Undergraduate Research in Social Sciences, 1999-2000  
H.G. and Margaret Thrasher Scholarship, University of Kentucky, 1999-2000

## JOURNAL ARTICLES

Parman, B.J., A.M. Featherstone, B.K. Coffey. "Estimating Product Specific and Multiproduct Economies of Scale with Data Envelopment Analysis." *Agricultural Economics*, forthcoming.

Coffey, B.K., L. Britton. "A Classroom Experiment to Teach Students How Markets Set Prices." *NACTA Journal*, forthcoming.

Coffey, B.K. "Strategic Management Consulting for ATO." *International Farm and Agribusiness Management Review* 18(February 2015)1:167-174. Available at: <http://ifama.org/resources/Documents/v18i1/case-Coffey.pdf>

Coffey, B.K., T.C. Schroeder, and T.L. Marsh. "Disaggregated household meat demand with censored data." *Applied Economics*, online March 23, 2010. Available at: <http://www.informaworld.com/10.1080/00036840903194238>

Fox, J.A., B.K. Coffey, J.R. Mintert, T.C. Schroeder, and L. Valentin. "The Response to BSE in the United States." *Choices* 20(2<sup>nd</sup> Quarter 2005)2:1-5.

Coffey, B.K. "An Analysis of the Effects of Feed Ingredient Price Risk on the Selection of Minimum Cost Backgrounding Feed Rations." *Journal of Agricultural and Applied Economics* 33(August 2001)2:353-365.

## BOOKS AND BOOK CHAPTERS

Usmonova, T.J., B.K. Coffey, and J. Sharipov. "Macroeconomics." Certified by the Ministry of Education of Tajikistan for publication concurrent with the National Celebration of the 20<sup>th</sup> Anniversary of the Independence of Tajikistan, September 2011. (provided English language consultation after the text was translated from Russian to English and provided current reports of certain macroeconomic indicators of Tajikistan)

## **OTHER PUBLICATIONS**

Coffey, B.K., J.R. Mintert, J.A. Fox, T.C. Schroeder, and L. Valentin. "The Economic Impact of BSE on the U.S. Beef Industry: Product Value Losses, Regulatory Costs, and Consumer Reactions." Prepared for *Kansas Department of Agriculture*. MF-2678, Kansas State University Experiment Station and Cooperative Extension Service, April 2005.

## **GRANTS**

Sabi, M.(PI), and B.K. Coffey. "Dynamics of Competition among Microfinance Institutions in Central Asia: The Case of Tajikistan, Kyrgyzstan, and Uzbekistan." 2009 Title VIII Program Tittle Research Grant, \$20,000.

## **INVITED PRESENTATIONS**

Coffey, B.K., "Live Cattle Futures and Options Pricing." 2016 Kansas State University Risk and Profit Conference, Manhattan, KS, August 18-19, 2016.

Coffey, B.K. "Teaching Economics in a Multi-cultural Classroom: Lessons Learned in the Former Soviet Union." Presented at the St. Louis Federal Reserve Annual Professors Conference: Teaching and Learning Economics in the College Classroom, St. Louis, MO, November 12-13, 2015.

Coffey, B.K. "Understandable Experience to Train Young Professionals: Making the Case for Local Case Studies." Presented at the Republic-wide Scientific and Applied Conference: Innovational Technology, Globalization, and Discussion of Cultures." Technological University of Tajikistan, April 22-23, 2011.

Coffey, B.K. "Basic Agricultural Marketing Principles." Presented at invitation of Global Partners Humanitarian Aid Organization, Rasht Valley Region of Tajikistan, February 2010. (Conducted in Tajik language)

Coffey, B.K. "Goal Setting." Invited presentation, year-end staff meeting, Asian Development Bank in Tajikistan, December 28, 2009.

Coffey, B.K., T.C. Schroeder, J.R. Mintert, J.A. Fox, and L. Valentin. "The Impact of BSE on Product Values and Cost of Compliance with Food Safety Regulations." Prepared for organized symposium, "Economic Implications of Alternative Post-BSE Management Strategies." American Agricultural Economics Association Annual Meeting, Providence, RI, July 24-27, 2005.

Coffey, B.K. and T.C Schroeder. "Cow-Calf Producer Perceptions of the Livestock Risk Protection Program." Selected Paper, NCR-134 Conference on Applied Price Analysis, Forecasting, and Market Risk Management, St. Louis, MO, April 19-20, 2004.

- Coffey, B.K. and A.M. Featherstone. "Nonparametric Estimation of Multiproduct and Product-Specific Economies of Scale." Selected Paper, Southern Agricultural Economics Association Annual Meeting, Tulsa, OK, February 14-18, 2004.
- Coffey, B.K. and T.C. Schroeder. "Modeling Consumer Purchase Decisions of Disaggregated Meat Products." Selected Paper, Western Agricultural Economic Association Annual Meeting, Denver, CO, July 12-15, 2003.
- Coffey, B.K., J.D. Anderson, and J.L. Parcell. "Spatial Analysis of Feeder Cattle Hedging Risk." Selected Paper, Western Agricultural Economic Association Annual Meeting, Long Beach, CA, July 28-31, 2002.
- Schroeder, T.C., B.K. Coffey, and G.W. Brester. "Estimating the Effects of Factors Influencing Variability of Grid Pricing Revenue." Selected Paper, Western Agricultural Economics Association Annual Meeting, Long Beach, CA, July 28-31, 2002.
- Coffey, B.K., J.R. Skees, C.R. Dillon, and J.D. Anderson. "Consequences of Subsidized Livestock Price Insurance." Selected Paper, American Agricultural Economics Association Annual Meeting, Chicago, IL, August 5-8, 2001.
- Coffey, B.K., C.R. Dillon, J.D. Anderson, and E.S. Vanzant. "The Consideration of Feed Ingredient Price and Nutrient Composition Risk in the Formulation of Optimal Beef Backgrounding Rations." Selected Paper, Southern Agricultural Economics Association Annual Meeting, Fort Worth, TX, January 27-31, 2001.
- Coffey, B.K., J.D. Anderson, and J.L. Parcell. "Optimal Hedging Ratios and Hedging Risks for Grain By-Products." Selected Paper, American Agricultural Economics Association Annual Meeting, Tampa Bay, FL, July 29-August 2, 2000.
- Coffey, B.K., T.C. Schroeder, and T.L. Marsh. "Demand System Estimation Using Consumer-level Panel Data." Prepared for organized symposium, *Conducting Price and Demand Analysis with Detailed Data Series: Unique Applications and Empirical Challenges*. Western Agricultural Economics Association Annual Meeting, Honolulu, HI, June 30-July 2, 2004.
- Coffey, B.K. "Spreadsheet Based Calculation of Comparative Feed Values: A Decision-Making Tool for Kentucky Livestock and Dairy Producers." Published abstract, *American Journal of Agricultural Economics* 82(November 2000):5.
- Coffey, B.K. and J.D. Anderson. "Choosing a Feed Ration." Presented at Harrison County, KY Farm/City Day, February 2000.
- Coffey, B.K. and J.D. Anderson. "Introduction to Using *ERVFeed* in the Selection of Feed Rations." Cooperative Extension Service County Agricultural Agent In-Service Training Session, September 1999.

## **OUTREACH ACTIVITIES**

### **Consulting**

Business Planning and Forecasting. CNFA Farmer to Farmer Tajikistan (USAID) assignment in Khujand, Tajikistan, September, 2012. Consulted a family-owned dairy processing firm. Delivered customized spreadsheet tools for profit forecasting, calculation of monthly break-even levels, daily record keeping system. Trained owner in use of the tools.

Economic Model Development. CNFA Farmer to Farmer Tajikistan (USAID) assignment in Khujand, Tajikistan, February 1-14, 2012. Consulted a growing beverage manufacturer. Delivered customized spreadsheet tools for profit forecasting, calculation of monthly break-even levels, daily record keeping system, and tracking distribution of products. Delivered SWOT analysis and recommendations to Farmer to Farmer Program. Provided training to employees to use the spreadsheet tools.

Business Planning and Strategy Development. CNFA Farmer to Farmer Tajikistan (USAID) assignment in Khujand, Tajikistan, July 4-15, 2011. Analyzed the operations of and developed strategy for a newly formed dairy processor. Delivered spreadsheet tools for profit forecasting, calculation of monthly break-even levels, and a daily record keeping system.

Developing Management and Marketing Teaching Methods, CNFA Farmer to Farmer Tajikistan (USAID) assignment in Khujand, Tajikistan, February 5-16, 2011. Provided 25 hours of lectures in management for students and faculty of the Engineering-Technology Department of Khujand Polytechnic Institute of Tajik Technical University. Developed hypothetical case studies using local terminology, examples, and situations.

Estimating 2005 Canadian Cattle Imports to the US Following Easing of Trade Restrictions. Prepared at the request of Edward J. Farrell, Blank Rome, LLP, February 2005. Worked with Ted C. Schroeder (Lead Consultant on the project) to analyze current and historical cattle herd and trade data to estimate live cattle stocks in Canada and predict quantity of live cattle imports to the US should existing trade restrictions be eased.

## **TEACHING EXPERIENCE**

Course taught at Kansas State University

AGEC 500: Production Economics (Spring 2004, Fall 2015, Spring 2016, Fall 2016)

AGEC 520: Market Fundamentals and Futures/Options Trading (Fall 2015, Spring 2016, Fall 2016)

Courses taught at Keiin Institute for Business and Sciences

Introduction to Business (Fall 2013, Fall 2014)

MS Excel for Business and Economics (Fall 2013, Fall 2014)

Principles of Microeconomics (Spring 2014)

Principles of Macroeconomics (Fall 2014)

Professional Public Speaking (Spring 2014)

Courses taught at Technological University of Tajikistan

Principles of Microeconomics (Spring 2007, Spring 2008, Spring 2009)

Basic Principles of Statistics (Fall 2007)

American Studies (Spring 2007, Spring 2008, Spring 2009)

International Management (Spring 2007, Spring 2008, Fall 2009, Fall 2010)

Principles of Marketing (Fall 2007, Fall 2008, Fall 2009, Spring 2011)

### **Other Teaching Activities**

**Distance Guest Lectures for Senior Thesis Preparation Seminar at Keiin Institute of Business and Sciences, Ivanovka, Kyrgyzstan** (Fall 2016), Developed a set three units that each included a video lecture, a catalog of online resources, and basic assignments. These were for a seminar course that teaches students basic academic writing, research skills, citation principles, and how to prepare a senior thesis on a topic relevant to economics or business in Kyrgyzstan. A local teacher would show my videos in class and facilitate discussion. I followed up using an online chat system once a month to answer specific questions and check progress on assignments. Keiin Institute seeks to provide quality English language instruction in the developing country of Kyrgyzstan and empower disadvantaged students through education.

**Public Speaking Short Course** (Spring 2012), Offered as a ten-week elective through the Technological University of Tajikistan's Center for Innovation and Professional Development, Course was created based on my proposal.

**Intermediate Level English Discussion Club** (Fall 2011, Spring 2012), Discussion geared for intermediate and advance English speakers in the Technological University of Tajikistan's Center for Innovation and Personal Development, Students were able to role play job situations, discuss economic issues (e.g., microfinance, managing money), and debate social issues.

**Leadership Club** (Spring 2011), Eight-week Leadership Short Course for interested students, Conducted off campus in Dushanbe, Tajikistan

**Public Speaking for Professionals** (Two sections in Spring 2013), Ten-week course offered for certificate through Bactria Cultural Center, Dushanbe, Tajikistan.

**Economic Concepts for Non-majors** (Spring 2013), Elective seminar developed for students of Moscow State University, Dushanbe, Tajikistan. Attendees included International Relations and Linguistics majors

**Practical Management Skills** (*this is also listed as a consultancy in my curriculum vita*), One week course (approximately 25 hours of material) for students of Khujand Polytechnic Institute of Tajik Technical University in Khujand, Tajikistan. Developed and delivered through the USAID Farmer to Farmer Program.

## Student Evaluations

Selected Results from Student Evaluations from Keiin Institute of Business and Sciences across all courses taught from Fall 2013 to Spring 2015

Statement	Average Response	n
The lectures were well-prepared and understandable.	4.8	75
The instructor tried to answer all student questions in class.	5.0	75
The instructor was available for help outside of class.	4.9	75
The skills and information I gained from the course will be useful in the future	4.8	75

*5 indicates strong agreement with a statement and 1 indicates strong disagreement, n is the number of student evaluations*

Note: Technological University of Tajikistan had no system in place to illicit student evaluations.

Selected Results from Student Evaluations from Kansas State University

Course (Semesters Taught)	Average Response	Number of Responses/Enrollment
AGEC 500 Production Economics (intermediate microeconomic theory focused on production ag.)		
Fall 2015		
Overall effectiveness	2.9	45/75
Willingness to help outside class	3.5	45/75
Spring 2016		
Overall effectiveness	3.6	92/98
Willingness to help outside class	4.0	92/98
Fall 2016		
Overall effectiveness	3.6	70/77
Willingness to help outside class	4.2	70/77
AGEC 520 Marketing Fundamentals: Futures and Options Trading (experiential trading course)		
Fall 2015		
Overall effectiveness	3.8	12/25
Willingness to help outside class	3.5	12/25
Spring 2016		
Overall effectiveness	3.8	42/46
Willingness to help outside class	4.1	42/46

Selected Results from Student Evaluations from Kansas State University (continued)

<b>Course (Semesters Taught)</b>	<b>Average Response</b>	<b>Number of Responses/Enrollment</b>
AGEC 520 Marketing Fundamentals: Futures and Options Trading (experiential trading course) Fall 2016		
Overall effectiveness	4.2	30/32
Willingness to help outside class	4.2	30/32

*All Kansas State evaluations are simple averages of all responses where 1 = very low and 5 = very high*

## **INTERNATIONAL ACTIVITIES**

### **Languages**

English (native speaker); Tajik (advanced spoken proficiency and intermediate reading); Dari and Farsi (ability to orally communicate at a market level, no reading ability)

## **SERVICE**

Department representative on the College of Agriculture Committee for Effective Instruction (2016, 2017)

Judge for multiple rounds of Undergraduate Student Section Academic Bowl at the 2016 Agricultural and Applied Economics Association Annual Meeting, Chicago, IL, July 31 to August 2, 2016.

Reviewed articles for *Agricultural Economics*, *Applied Economics*, and *International Farm and Agribusiness Review*, *Journal of Agricultural and Applied Economics*

Judge for Optimists International Kansas District Oratorical Contest, April 16, 2016

## **AFFILIATIONS**

Agricultural and Applied Economics Association  
Teaching, Learning, and Communications Section, Agricultural and Applied Economics Association  
North American Colleges and Teachers of Agriculture