



KANSAS STATE
UNIVERSITY

Agricultural Economics

From the desk of Dr. Allen Featherstone

We are coming to the end of a great spring semester and looking to finish the semester strong. We continue to celebrate the successes and activities of our students, faculty and staff.

We were excited to learn Parker Vulgamore, junior in agricultural economics, was elected to be the next K-State Student Body President. Parker is in great company. He is the 22nd student from agricultural economics to be elected to serve as Student Body President and Vice President in the last 80 years!



Featured in this newsletter are articles on:

- 2022 Outstanding Seniors
- Alum and former Chief Agricultural Negotiator in the Office of the U.S. Trade Representative Gregg Doug visits Center for Risk Management Education and Research Student Fellows
- The Office of Farm and Ranch Transition is launched and a new director hired
- Dr. Andy Barkley authored an inspirational book for educators;
- Dr. Jennifer Ifft releases series on risk management strategies for cow-calf producers
- The Arthur Capper Cooperative Center (ACCC) celebrated the 100th anniversary of the Capper-Volstead Act
- Calendar of upcoming events

In September, we will honor a new distinguished alumni member to recognize at our annual scholarship and awards banquet. We hope you will join us for the scholarship banquet Friday, September 30 and at the tailgate event before the October 1st football game against Texas Tech. Be watching for more information on both events.

Our achievements are directly related to the continued support of our alumni and corporate sponsorships. We appreciate the dedication and engagement of our alumni and outside supporters. Thank you to our generous donors who give back to the Department. If you have an interest in giving before the end of the year, please contact me about departmental needs or go to our Give Back page to contribute.

We also encourage you to share your career and family developments so we can keep your fellow alumni informed. Please email me at afeather@ksu.edu or Mary Bowen, our communications coordinator, at mjbowen@ksu.edu with information you would like to share with your fellow alumni.

Go Cats!

Dr. Allen Featherstone
Department Head, Professor, Master of Agribusiness Program Director

Doud talks trade negotiations with CRMER Fellows

Gregg Doud, Agricultural Economics alum and former Chief Agricultural Negotiator in the Office of the U.S. Trade Representative, recently spoke to Center for Risk Management and Education and Research (CRMER) fellows. As one of the primary architects of the U.S.-China "Phase One" trade agreement, Doud provided students a glimpse into the complexity of the negotiation process.

"Ambassador Gregg Doud was the Chief Agricultural Negotiator for trade in agricultural products from 2018-2021. During his tenure, major new U.S. export markets, most noteworthy with China, expanded in ways that had never previously been accomplished. Negotiating trade deals with major trading partners is immensely complex from numerous perspectives. Ambassador Doud was the ideally suited to successfully navigate all aspects of new lucrative trade deals for U.S. agriculture," Ted Schroeder, agricultural economics professor and CRMER director, said.

"Gregg's presentation opened my eyes to the complexities of trade negotiations in U.S. agriculture. I appreciated that he recognized the importance of science and economic insights in his career. I am grateful that he shared his past experiences and roles that led him to be a successful trade negotiator," Amber Oerly, CRMER student fellow said.

In addition to sharing his experiences in trade negotiation, he also offered students several pieces of office:

- "Read, read, read. Read all that you can. You are exposed to more ideas and viewpoints by reading. This will help you see issues from different perspectives.
- Learn how to communicate. Students can find information about anything on a smart phone, but don't know how to communicate/explain it. Learn how to clearly communicate the information you look up.
- Work on your relationships and value your peers. Build and maintain relationships with your peers and mentors throughout your lifetime."

"Gregg's presentation opened my eyes to the complexities of trade negotiations in U.S. agriculture. I appreciated that he recognized the importance of science and economic insights in his career. I am grateful that he shared his past experiences and roles that led him to be a successful trade negotiator," Amber Oerly, CRMER student fellow said. "He also emphasized the importance of building relationships with peers and mentors and relying on them throughout your career."

Doud earned a Bachelor of Science degree in

animal science and a Master of Science in agricultural economics from Kansas State University. In 2012, Doud was awarded the Outstanding Young Alumnus of the Kansas State University Agriculture Alumni Association and also received the Outstanding Alumnus award from the Department of Agricultural Economics at Kansas State in 2017. As a K-State alum, he maintains a close relationship to the Department and University.

"Gregg has always been an incredible supporter of K-State and especially students. He generously gives his time often to visit with K-State students about his experiences and he has done this for at least a couple of decades. Gregg is one of the most sought after speakers in agricultural trade, so his schedule is packed full. Despite that, he continues to donate his travel and time to engage with K-State students. We are proud of Gregg's accomplishments and ever grateful he continues to share his experiences and wisdom with K-State students," Schroeder said.

Doud is currently the Vice President of Global Situational awareness & Chief Economist at Aimpoint Research. He works closely with members of the Executive Intelligence Network (EIN) and plays a major role in the development of its thought leadership priorities.

Prior to Ambassador Doud's nomination, he was the President of the Commodity Markets Council, where he had served since 2013. He also served as a Professional Staff member of the Senate Agriculture Committee for Senator Pat Roberts and Senator Thad Cochran, and held various roles in the agriculture industry for the National Cattlemen's Beef Association, the U.S. Wheat Associates and the agricultural commodity consulting firm World Perspectives. Ambassador Doud was raised on a dry-land wheat, grain sorghum, soybean, swine and cow-calf operation near Mankato, Kansas – which he is still involved with today. Ambassador Doud and his family live on their horse farm in Lothian, Maryland.



Gregg Doud speaks to CRMER students.

Office Farm and Ranch Transition created

The agricultural economics department was awarded a Beginning Farmer and Rancher Development Program grant through the National Institute of Food and Agriculture to establish the Office for Farm and Ranch Transition. As part of the more than \$745,000 grant project and funding from K-State Research and Extension, the department hired Ashlee Westerhold as director for the office.

"We are excited to be launching much-needed services for farm transition out of the K-State ag economics department and delighted to bring Ashlee Westerhold onboard as an enthusiastic and skilled professional to lead this initiative," said Robin Reid, K-State Extension farm economist.

The Office for Farm and Ranch Transition will be known as AgKansitions, and will provide critical services for beginning farmers/ranchers in Kansas.

"As the average age of farm operators in Kansas continues to increase, we know many farm families will be looking to transition their operations in the near future, either to the next generation or to unrelated younger producers," Reid said. "We are excited for our department to be able to provide education and services specifically for transitioning farms and ranches and to assist beginning farmers and ranchers in being successful operators."

The Office of Farm and Ranch Transition provides three main services:

1. Land-link program to introduce exiting landowners with beginning farmers/ranchers through an application and curated matching process.
2. One-on-one consultations to facilitate transition of an existing farm/ranch operation.
3. Extensive training program for beginning farmers/ranchers to master critical financial and business skills.

"The overall goal of this project is to equip beginning farmers/ranchers to be successful farm managers and provide resources and technical services that will enable opportunities for land access," said Allen Featherstone, agricultural economics department head. "The land-link program will bring farm families

together through the matching process, they will receive one-on-one technical assistance in developing their transition plans, and general education conferences on farm transition will increase farm financial knowledge and business skills."

Partnering agencies for the office include Kansas Department of Agriculture, Kansas Bankers Association, Kansas Farm Bureau, Kansas Livestock Association, Kansas Farm Service Agency, Kansas Natural Resource Conservation Service, and Kansas Grazing Land Coalition.

Westerhold earned a Bachelor of Science in agricultural economics and a Master of Science in agricultural economics from the University of Nebraska-Lincoln. Westerhold served as an area extension educator in the Department of Agricultural Economics and Rural Sociology for University of Idaho where she created, delivered, and collaborated on major risk management programs including Farm and Ranch Succession Planning, Farm and Ranch Management, Women in Agriculture, Farm Business Benchmarking, and Agricultural Outlooks.

At the University of Idaho, she has obtained more than \$300,000 from five funded grants to support her research and extension efforts. She has led more than 60 workshops and presentations, produced 40 video webinars and authored 18 extension publications. Westerhold has always been passionate about succession planning because of her advisor, Dr. Ronald J. Hanson, at University of Nebraska-Lincoln. Her main objective is to keep family farms and ranches in farming and ranching.

If you or your clients are interested in meeting with Ashlee for any of the above objectives, please do not hesitate to reach out by calling her at (785) 532-4526 or email her at ashleecw@ksu.edu. We are now taking applications into the Land Link program and scheduling one-on-one consultations.



AgKansitions

Protecting Your Ag Legacy

Agricultural Economics Outstanding Seniors

The Agricultural Economics Department has selected four students to receive the Department's 2022 Outstanding Senior Award. The award recognizes seniors in the Agricultural Economics Department for their significant contributions during their time at K-State.

"It is an honor to recognize four exceptional seniors from our department this year. Each of these students have excelled in the classroom and served their communities and our department well," Dr. Elizabeth Yeager, Associate Professor of Agricultural Economics and Director of Undergraduate Programs, said. "We appreciate all of their contributions and wish them the best as they become alumni from the Department of Agricultural Economics."

The following students were recipients of Agricultural Economics Outstanding Senior Award:

Walker Clawson, Meade, Kansas, is completing his Bachelor of Science in Agriculture, majoring in Agricultural Economics as well as Animal Sciences and Industry, with a minor in Business. During Walker's time at K-State, he has been a member of FarmHouse Fraternity, College of Agriculture Ambassadors, Ag Council, the National Agri-Marketing Association team, and the 2021 Meat Judging Team. Walker is also a student fellow with the Center for Risk Management Education and Research. He has interned with 21st Century Equipment in Alliance, Nebraska and with Desert Ranch on their Rex Ranch location near Lisco, Nebraska. After getting married following graduation, Walker will begin work with Schiff Farms, Inc. near Minatare, Nebraska. Walker will work and rotate through the farm, ranch, and feedlots, learning all aspects of the operation.

"I'm honored and humbled to have been chosen as one of the Outstanding Seniors in the Department of Agricultural Economics. I'm thankful for the staff and students that made

my Ag Econ experience at KSU full of growth and life-long connections. The future of K-State Ag Econ is great and I'm excited to use the knowledge and relationships I've gained in my future career," Clawson said.

Reagan Hoskin, Pittsfield, Illinois, is completing her bachelor's degree in Agribusiness. Hoskin is a transfer student from John Wood Community College. During her time at K-State, she has been involved in the Agricultural Economics/Agribusiness Club, Pre-Law, the Swing and Salsa Club, and competed with the National Agri-Marketing Association marketing team and sales team. For the past two semesters, Reagan has worked as the teaching assistant for production economics taught by Dr. Brian Coffey. In 2019, Reagan completed a seed sales internship for AgriGold and following graduation, she will complete a marketing internship at Evoia, a startup company working with bio stimulants. In August, Reagan will attend law school at University of Kansas.

"It is an honor to receive the Outstanding Senior Award. Over the past two years, K-State has given me the opportunity to develop both hard and soft skills. I have enjoyed the classes and getting to know my professors. It has been a wonderful experience and I am grateful for my K-State family," Hoskin said.

Reed Middleton, Hermiston, Oregon, is completing her Bachelor of Science in Agriculture, majoring in Agricultural Economics. Reed decided to pursue a degree at K-State because of her interest in agriculture and desire to see new places. Reed quickly found KSU and the Agricultural Economics department to be a place not only for learning, but also for building lifelong friendships and professional networks. During her time at K-State, Reed has been a College of Agriculture

Outstanding
Seniors
2022



Walker Clawson



Reagan Hoskin

Ambassador, a member of Kappa Delta Sorority, a teaching assistant for Dr. Barry Flinchbaugh, and, most recently, Student Coordinator for Food Security Scholars. She will also graduate with a secondary major in Global Food Systems Leadership and minors in Spanish and Leadership Studies. Reed is currently completing her final semester abroad in Montevideo, Uruguay and will begin a Master of Science in Food Economics and Marketing at the University of Reading in September.

"The Ag Economics department has given me so much. It has served as a place to be curious and encourages me to take ownership in my own learning. Our faculty are some of our biggest cheerleaders and our peers quickly become some of our best friends and future professional connections. I am honored to receive this recognition, especially alongside such stellar peers," Middleton said.

Summer Santillana, Leoti, Kansas, graduated from Kansas State University with a Bachelor of Science in Agriculture, majoring in Agricultural Economics in December 2021, with Summa Cum Laude honors, and served as the College of Agriculture graduation commencement speaker. While at K-State, Summer served as the president, vice president, and chaplain of the Alpha of Clovia 4-H Cooperative Leadership House; member of the XIX Mortar Board Chapter; member of K-State Ag Economics Club; member of K-State Minorities in Agriculture, Natural Resources, and Related Sciences Chapter; and was a student assistant in the College of Ag Diversity Programs Office. Throughout her college career, she was selected as a K-State Truman Scholar nominee and a recipient of the David and Susan Barton Leadership Scholarship for 2020 and 2021, she has also received her Conflict Resolution certificate. Summer has completed an internship with Union Pacific Railroad and previously worked for Archer Daniels Midland and Scott Cooperative Association. Through her work

in the Diversity Programs Office, Summer has co-facilitated numerous programs and presentations and has assisted in leading partnerships across campus. After graduation, Summer transitioned into the role of Diversity Programs Office Coordinator at the K-State College of Agriculture.

"I am honored to have been selected as one of the outstanding seniors in Agricultural Economics at K-State. Coming from a small town, I didn't know what to expect from college, but K-State Ag Econ truly provided me with professors and resources that helped it to be fun to learn and easy to find help when needed. I am proud to have come from this department and hope that it continues to grow and works to create a sense of belonging for all students," Santillana said.

Agricultural Economics **Spring 2022 Graduates**

BS in Agricultural Economics - 21

B.S. in Agribusiness - 43

Master of Science - 3

Master of Agribusiness - 14

Ph.D. - 2



Reed Middleton



Summer Santillana

Barkley authors book for educators

Dr. Andrew Barkley, an agricultural economics professor at Kansas State University, authored and recently released *Imperfect Heroes: Teaching in Challenging Times to Motivate Student Achievement*. This new book is intended to help teachers flourish during challenging times.

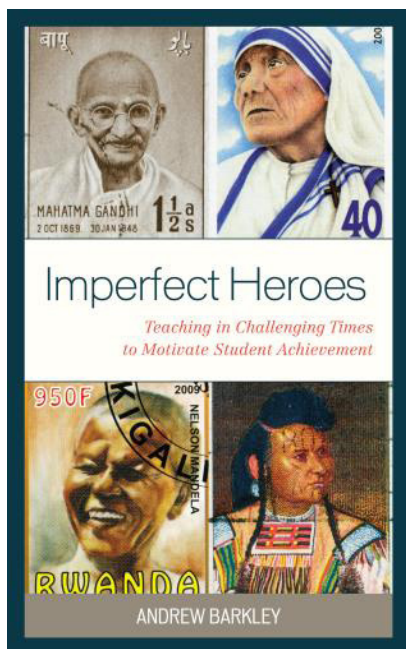
"The book is written for all educators, but especially those who seek renewal in their ability to help students learn and grow. Included are the inspiring and motivational stories of 12 'Teaching Heroes.' Successful leaders, writers, and artists face challenges strikingly similar to obstacles faced by teachers. Iconic individuals often use life hardships as a springboard to achieve higher levels of effectiveness. Teachers can do this, too," Barkley said.

The main idea of *Imperfect Heroes* is that learning about the lives of other people can provide benefits. The application of ideas from new and divergent sources to teaching practices can result in transformative growth in the ability to help others learn. Included in the book are chapters featuring Muhammad Ali, Anne Frank, Mother Teresa, and Mister Rogers to name a few.

"Teachers can use the hero stories intertwined with classroom examples to gain confidence, motivate students, and renew their commitment to making a positive contribution to the world," he said. "In each chapter, I share common teaching experiences to stimulate reflections, dialog, and action. Emphasized throughout the book is my conviction that any teacher who desires to improve can become a great teacher, regardless of personality type, classroom style, submit matter, or pedagogical tools."

Each chapter describes how one of the

heroes motivates improvement in teaching and learning. Ideas that educators can adopt to enhance their teaching style and improve student learning are summarized.



"The reason behind why I wanted to write this book is because, teachers have an enormous positive impact on the world through enhanced student learning. This book was written to inspire teachers to continue their efforts to motivate and support student learning, and through their actions make the world a better place," Barkley said.

His book has received positive reviews on Amazon. Kris Nelson, a retired elementary

teacher and administrator, said, "Andy Barkley has created a powerful book that will inspire educators by taking a deep, insightful look into the lives of 12 unique heroes. Teachers are encouraged to mindfully rethink what makes an effective teacher by delving into significant characteristics of each of these role models. Written in a straightforward, easy to comprehend style, this book is a must read for any teacher who wants to consciously elevate his or her own teaching from a basic level to exemplary!"

Barkley's research areas at K-State focus on the wheat industry, teaching and learning. Barkley has won numerous awards for teaching, advising, research and scholarship at the College, University, Regional and National levels. In addition to K-State, he has taught at the University of Cambridge in Cambridge, England, the University of Arizona, Quaid-I-Azam University in Islamabad, Pakistan, and the University of Chicago.

Imperfect Heroes is available on Amazon and Rowman and Littlefield websites.

Upcoming Events

Risk Management on the Farm Online Class Available Now

This self-paced course will teach principles of determining cost of production, developing a marketing plan, evaluating crop insurance options, and participating in farm programs (ARC/PLC). Participants will work with a case farm to apply these topics to a real-world farming operation through hands-on, self-graded activities. The goal is for participants to acquire risk management skills they can apply directly to their own farming operations. Contact Robin Reid for more information.

Farm Financial Management Online Available Now

Self-paced online course for farmers and ranchers of all types. Six Lessons: Recordkeeping, Balance Sheet, Income Statement, Cash Flow, Managing Family Living Expenses, Goal Setting. Three case farm activities to apply what you learn. Contact Robin Reid for more information.

Risk and Profit Conference August 16-17, 2022

K-State Alumni Center, Manhattan

This conference provides you with opportunities to interact with other producers as well as Ag Economics faculty. What you take home helps you make better risk and profit decisions.

Agricultural Economics Scholarship Banquet

September 30, 2022

K-State Alumni Center, Manhattan,

Agricultural Economics Tailgate

October 1, 2022

Manhattan, KS

KSU vs Texas Tech - Celebrate Ag Day

Ifft releases series on risk management strategies for cow-calf producers

Farmers and ranchers face risk each day. Finding strategies to mitigate risk is necessary to be successful. Dr. Jennifer Ifft, associate professor of agricultural economics, recently released a nine-part series and historic performance decision aid about price risk management considerations and strategies for cow-calf producers.

Cow-calf producers with limited experience hedging, and producers who are interested in learning more about Livestock Risk Protection (LRP), including cow-calf producers with hedging experience and stockers and feedlot operators, will find helpful insights in the series.

"In today's volatile commodity markets, price risk management is as important as ever. Cow-calf producers historically have had limited options for formal price risk management. Livestock Risk Protection (LRP) is a livestock insurance product that has been available for two decades, but recent policy changes make it more affordable to producers. LRP makes payments when national prices drop below the producer-selected coverage price," Ifft said.

The purpose of this series was twofold: (1) to help cow-calf producers assess whether LRP might be a good fit for their operation or if they want to learn more, and (2) increase awareness of key policy characteristics and decisions for producers that are interested in LRP. Given that cow-calf producers, especially small and midsize operations, may have limited experience with hedging, which LRP is similar to, this series was designed to provide a gradual introduction to LRP.

"The series begins with key price risk management concepts and practices before presenting policy details. The series concludes



with a discussion of how LRP would have performed historically for Kansas cow-calf producers," she said.

Ifft says there are three main takeaways from the series, "LRP is very similar to a put option but is more affordable and small-producer friendly. A producer can enroll anywhere from 1 to 6,000 head of cattle (feeder or fed) in a single policy (endorsement) and premiums are not due until the

end of the coverage period (usually after cattle would be sold)." Another takeaway is that, "LRP is designed to replace the income that is lost due to unexpected price declines. The producer must select a coverage price, or the level to which prices must drop for an LRP payout to be triggered." Her final takeaway is, "Like other Federal crop and livestock insurance products, LRP is designed so the producer comes out ahead in the long run. In other words, producers are more likely than not to receive more in payouts than they pay in premiums in the long run. The key phrase here is the long run: several years can pass without a payout. Having a long-term perspective and understanding how LRP works as insurance against price declines can help producer decide whether LRP is a good choice for their operation."

The series of articles can be found at <https://www.agmanager.info/crop-insurance/livestock-insurance-papers-and-information/price-risk-management-cow-calf-producers>.

Capper-Volstead Act 100th Anniversary

February 18, 2022 marked the 100th anniversary of the Capper-Volstead Act. This piece of legislation provided limited exemption from antitrust laws for agricultural producers who market their products on a cooperative basis. Before the signing of Capper-Volstead, individual producers had an economic disadvantage in the marketplace. To make markets more competitive, producers began to market, price and sell their products collectively through cooperative associations.

Early cooperatives did exist, but legal challenges loomed large. Producers marketing their products together were argued to be in violation of antitrust regulation in the Sherman Act. Senator Arthur Capper from Kansas and Representative

Andrew Volstead from Minnesota sponsored the Capper-Volstead Act, which is often referred to as the "Magna Carta" of cooperatives. Senator Capper put it simply, "[The Capper-Volstead Act's] purpose gives the farmer the same right to bargain collectively that is already enjoyed by corporations." 62 Cong. Rec. 2057 (1922). For 100 years, the Capper-Volstead Act continues to empower agricultural producers to market cooperatively.

The Arthur Capper Cooperative Center (ACCC), a public-private partnership between Kansas State University's Department of Agricultural Economics and Kansas Cooperative Council, is named in honor of Senator Arthur Capper. The purpose of the ACCC is to determine, develop and deliver research and education for the cooperative community.

