

Brian K. Coffey
Updated 12/20/2018

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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

Guy and Edna Smith Scholarship, Kansas State University College of Agriculture, 2001-2004
SAEA Graduate Student Paper Distinguished Professional Contribution Award, 2001
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
1st Place, Univ. of Kentucky Oswald Creativity Award for Social Science Undergrad Research, 2000
H.G. and Margaret Thrasher Scholarship, University of Kentucky, 1999-2000

JOURNAL ARTICLES

- Coffey, B.K. 2019. "Teaching Economics Across Cultures: Challenges and Lessons Learned in Tajikistan and Kyrgyzstan", *Intercultural Education*, in press, published online at: <https://doi.org/10.1080/14675986.2018.1540108>.
- Coffey, B.K., D.L. Pendell, and G.T. Tonsor. Contemporaneous and Lagged Causal Relationships Among Negotiated Live Cattle Cash Markets, *Journal of Agricultural and Applied Economics*, forthcoming.
- Schroeder, T.C., G.T. Tonsor, and B.K. Coffey. 2018. "Commodity Futures with Thinly Traded Cash Markets: The Case of Live Cattle", *Journal of Commodity Markets*, in press, published online at: <https://doi.org/10.1016/j.jcomm.2018.09.005>
- Coffey, B.K. and T.C. Schroeder. 2018 "Factors Influencing Midwestern Grain Farmers' Use Risk Management Tools", *Agricultural Finance Review*, forthcoming. Available online: <https://doi.org/10.1108/AFR-04-2018-0026>.
- Barkley A.P. and B.K. Coffey. 2018 "An Economic Model of Student Learning", *Journal of Agricultural and Applied Economics*, Vol 50 (4): 503-525. <http://dx.doi.org/10.1017/aae.2018.13>
- Coffey, B.K., G.T. Tonsor, and T.C. Schroeder. 2018. "Impacts of Changes in Market Fundamentals and Price Momentum on Hedging Live Cattle", *Journal of Agricultural and Resource Economics*, Vol. 43(1): 18-33. Available at: <http://www.waeonline.org/UserFiles/file/JAREJanuary20182Coffey18-33.pdf>
- Coffey, B.K., A.P. Barkley. 2018 "Evaluation of Teaching in Departments of Agricultural Economics" *NACTA Journal*, Vol. 62(March 2018)1: 47-54.
- Parman, B. J., A.M. Featherstone, and B.K. Coffey. 2017. "Estimating product-specific and multiproduct economies of scale with data envelopment analysis." *Agricultural Economics*, 48:523-533. doi:10.1111/agec.12353 <http://onlinelibrary.wiley.com/doi/10.1111/agec.12353/abstract>

JOURNAL ARTICLES (continued)

Coffey, B.K., L. Britton. 2017. "A Classroom Experiment to Teach Students How Markets Set Prices." *NACTA Journal*, Vol. 61(March 2017) 1: 52-55.

Coffey, B.K. 2015. "Strategic Management Consulting for ATO." *International Food 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. 2011. "Disaggregated household meat demand with censored data." *Applied Economics*, 43 (18), 2343-2363. <https://doi.org/10.1080/00036840903194238>

Coffey, B.K. 2001. "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 20th 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)

EXTENSION/OUTREACH/OTHER PUBLICATIONS (NOT PEER REVIEWED)

Schroeder, T.C. and B.K. Coffey. "Assessment of Physical Delivery Mechanisms on the Live Cattle Futures Market" Report prepared for National Cattlemen's Beef Association Live Cattle Marketing Committee. Available at: https://www.agmanager.info/sites/default/files/pdf/LiveCattleFuturesDelivery_FinalReport.pdf

Coffey, B.K., G.T. Tonsor, and T.C. Schroeder (2017). "What Influences Ability to Hedge Live Cattle?" Published on the Kansas State Agricultural Economics AgManager.info website as publication AM-BKC-2017.1. <http://agmanager.info/livestock-meat/marketing-extension-bulletins/price-risk/what-influences-ability-hedge-live-cattle>

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

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

- 10/2017 to 9/2018 “Effective Packing Practices to Control Postharvest Diseases in Small Fruit Crops.” Trinetta, V. (PI), U. Yucel, E. Pliankoni, L. Nwadike, and B.K. Coffey. Kansas Department of Agriculture Specialty Crop Block Grant Program. \$70,000
- 2009 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 Title Research Grant, \$20,000.

INVITED PRESENTATIONS

- B.K. Coffey. “Principles of Hedging Livestock Sales Using Futures Markets.” 2018 Kansas State University Risk and Profit Conference, Manhattan, KS, August 16-17, 2018.
- Schroeder, T.C., G.T. Tonsor, and B.K. Coffey. “Risk Management in Evolving Live Cattle Markets.” 2018 Kansas State University Risk and Profit Conference, Manhattan, KS, August 16-17, 2018.
- B.K. Coffey. “Hedging Agricultural Commodities.” Workshop given as a component of the 2018 Kansas Farm Management Association Professional Development Meeting, Salina, KS, July 30-31, 2018.
- B.K. Coffey. “Economics of Climate Change in the Flint Hills Region.” Presented at Flint Hills Regional Conference. Manhattan, KS, May 16, 2018.
- Schroeder, T.C., G.T. Tonsor, and B.K. Coffey. “Commodity Futures with Thinly Traded Cash Markets: The Case of Live Cattle.” Presented at Protecting America’s Agricultural Markets: An Agricultural Commodity Futures Conference. Overland Park, KS, April 5-6, 2018.
- Schroeder, T.C. and B.K. Coffey. “Assessment of Physical Delivery Mechanisms on the Live Cattle Futures Market.” Presented at the Live Cattle Marketing Committee Meeting at the National Cattlemen’s Beef Association National Trade Show and Convention. Phoenix, AZ, February 1-3, 2018.
- Coffey, B.K., D.L. Pendell, G.T Tonsor. “Updated Look at Live Cattle Price Discovery.” 2017 Kansas State University Risk and Profit Conference, Manhattan, KS, August 17-18, 2017.
- Coffey, B.K., D.L. Pendell, G.T Tonsor. “Live Cattle Price Discovery: The Roles of Live and Dressed Prices,” Prepared for the Organized Symposium *Issues in Today’s Cattle Markets*. Western Agricultural Economics Association Annual Meeting, Lake Tahoe, NV, July 9-12, 2017.
- Coffey, B.K., “Live Cattle Futures and Options Pricing.” 2016 Kansas State University Risk and Profit Conference, Manhattan, KS, August 18-19, 2016.

INVITED PRESENTATIONS (Continued)

- 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.

INVITED PRESENTATIONS (Continued)

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

Media/Interviews

“The Cost of Taking a Day Off” (with Terry Griffin), K-State Radio Network, December 13, 2018

“Assessment of Physical Delivery on the CME Live Cattle Contract” (with Ted Schroeder), K-State Radio Network, August 6, 2018

“Reaching out: Kansas State University agricultural economist volunteers with Farmer-to-Farmer”, K-State Research and Extension article. September 12, 2017. <http://www.ksre.k-state.edu/news/stories/2017/09/farmer-to-farmer-program.html>

Note: This article detailed my volunteer assignment with the USAID Farmer to Farmer Program and was also featured in the Manhattan Mercury, High Plains Journal, The Hutchinson News, and various internet agricultural news outlets.

“Updated Look at Live Cattle Price Discovery”, K-State Radio Network, August 16, 2017

“CME extends short-dated soybean options”, *FarmWorld*, October 21, 2015

Consulting

Marketing and Strategic Planning. ACDI/VOCA Farmer to Farmer Tajikistan (USAID) assignment in Khatlon Region of Tajikistan, May 27 to June 9, 2017. Conducted trainings for various farmer groups (114 people total) to encourage understanding of consumer demands, markets and marketing strategies. Most groups were made up of small-holder female farmers who must manage crops while their husbands are working abroad. (*Volunteer Service*)

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. (*Volunteer Service*)

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. (*Volunteer Service*)

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. (*Volunteer Service*)

Consulting (continued)

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. (*Volunteer Service*)

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, Spring 2017, Fall 2017, Spring 2018, Fall 2018)

AGEC 520: Market Fundamentals and Futures/Options Trading (Fall 2015, Spring 2016, Fall 2016, Spring 2017, Fall 2017, Spring 2018, Fall 2018)

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 of three units that each included a video lecture, a catalog of online resources, and basic assignments. These were for a seminar course on basic academic writing, research skills, citation principles, and how to prepare a senior thesis on a topic relevant to 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, and 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 EVALUATION RESULTS

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	Semester	Overall Effectiveness As a Teacher	Willingness to Help Outside of Class	Responses/ Enrollment
AGEC 500	Fall 2018	4.4	4.7	56/61
	Spring 2018	4.3	4.5	64/85
	Fall 2017	4.2	4.4	70/76
	Spring 2017	4.3	4.6	70/83
	Fall 2016	3.6	4.2	70/77
	Spring 2016	3.6	4.0	92/98
	Fall 2015	2.9	3.5	45/75
AGEC 520	Fall 2018	4.7	4.6	16/18
	Spring 2018	4.6	4.6	26/28
	Fall 2017	4.5	4.3	23/25
	Spring 2017	4.1	4.2	40/45
	Fall 2016	4.2	4.2	30/32
	Spring 2016	3.8	4.1	42/46
	Fall 2015	3.8	3.5	12/25

Notes:

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

AGEC 500 Production Economics is an intermediate microeconomic theory course required for all K-State Agricultural Economics and Agribusiness majors and minors

AGEC 520 Marketing Fundamentals: Futures and Options Trading is an elective, experiential trading course where students invest their own money in futures and options strategies throughout the semester

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)

DEPARTMENTAL, PROFESSIONAL, AND COMMUNITY SERVICE

Screening Committee, Kansas Farm Management Association, Extension Economist, Chanute, KS, 2018

WAEA Graduate Student Paper Competition Judge, 2017

Reviewer, Food Distribution Research Society's Richardson-Applebaum Scholarship Award for Best M.S. Case Study, 2017

AAEA Selected Paper Proposal reviewer for the Demand/Price Analysis Section, 2017

Western Association of Agricultural Experiment Station Directors project: "Enhancing the Competitiveness and Value of U.S. Beef." (W-4177), Member 2016 to present

Department representative on the College of Agriculture Committee for Effective Instruction (2016, 2017, 2018)

Nominating Committee, Teaching, Learning, and Communications Section, Agricultural and Applied Economics Association, 2017-18.

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.

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

Journal Articles Reviewed for:

Agricultural Economics, Applied Economics, International Food and Agribusiness Management Review, Journal of Agricultural and Applied Economics, Journal of Agricultural and Resource Economics, Journal of Applied Economics, Western Economic Forum, Journal of Commodity Markets, Applied Economics Teaching Resources

Graduate Student Advisory Committees

Student	Degree	Role	Graduation
Sam Baseley	M.S.	Co-Major Advisor	TBD
Hannah Shear	Ph.D.	Committee Member	TBD
Phil Steichen	MAB (distance)	Major Advisor	2019 (est)
Drew Perez	MAB (distance)	Committee Member	2019 (est)
Geovanni Ceratti	MAB (distance)	Committee Member	2018
George Warui	MAB (distance)	Committee Member	2018
Matthew Irsik	MAB (distance)	Committee Member	2017

AFFILIATIONS

Agricultural and Applied Economics Association

Teaching, Learning, and Communications Section, Agricultural and Applied Economics Association

Western Agricultural Economics Association

Southern Agricultural Economics Association

North American Colleges and Teachers of Agriculture