**SAEA Lifetime Achievement Award**
Orlando, February 6, 2006

**DR. STEPHEN H. AMOSSON**
Texas A&M University

Dr. Stephen H. Amosson is a Regents Fellow, Professor and Extension Economist in the Department of Agricultural Economics, Texas A&M University. Dr. Amosson has served the Texas A&M University System since 1977 serving as an Area Economist for Texas Cooperative Extension in the Amarillo District for the past 20 years. Over his career, Dr. Amosson has given 500 presentations, coordinated 150 short courses, organized 73 symposiums/conferences, conducted 400 interviews and authored over 120 professional publications. Dr. Amosson has obtained or participated in 90 grants to support his Extension and applied research program. He has been recognized 20 times over the last 15 years as an individual or part of a group by producers, industry groups and professional organizations such as the American Agricultural Economics Association (twice), Western Agricultural Economics Association and has received the Secretary of Agriculture's Honor Award for Excellence.

Dr. Amosson's primary emphasis is on developing educational resources and conducting applied research in support of all segments of the agriculture industry in the areas of marketing, management, finance, policy and community development. He works closely with all levels of the agriculture industry to improve efficiency and profitability and to strengthen farm and ranch management.

Dr. Amosson has used creative techniques and innovative programming to bring positive benefits to clientele throughout his career. In the late 1980s, he provided well-documented analyses and Congressional testimony on wheat losses incurred by drought and Russian Wheat Aphid infestations during 1988 and 1989. His efforts helped free up 22 million dollars in disaster payments being withheld by ASCS.

Dr. and Mrs. Stephen H. Amosson

Dr. Amosson has prepared economic justifications for more than 20 special chemical use exemptions (Section 18C) at the request of the Texas wheat, corn and sorghum organizations, and the Texas Department of Agriculture. Every Section 18C Dr. Amosson has assisted with has been approved, saving producers in excess of 200 million dollars. Prominent involvement in these efforts led to Dr. Amosson being appointed to the USDA's Russian Wheat Aphid (RWA) Task Force and economic advisor to the Great Plains Task Force on Russian Wheat Aphid (RWA) and Green Bugs. As a result of Amosson's contributions and reputation, he became the first and one of the few economists ever to be honored by the National Association of Wheat Growers with "Outstanding Extension Program" award.

As a result of this reputation within the wheat industry, Dr. Amosson was asked to accompany NAWG members on a trip to study European wheat production and to participate in an international wheat conference in Paris, France in 1991. Dr. Amosson also traveled to Peru in 1994, on a project funded by a U.S. Agency for International Development grants, as an advisor to help develop agricultural finance training for lenders and producers as they made the transition to privatized financing.

During the mid-1990s, Dr. Amosson and co-workers developed the national award winning Master Marketer Program. Since January 1996, sixteen Master Marketer trainings have been conducted around the state, turning out more than 680 graduates. A survey of producers done two and one-half years after attending the training indicated that their income, on average, had increased more that $32,000 annually as a result of implementing strategies learned. This effort has continued to expand and evolved into the Master Marketer Educational System which also includes and Advanced Topic Series and a number of other support activities to enhance producer's risk management skills. Dr. Amosson has served as co-director of this effort from the inception of the Master Marketer Program.

Dr. Amosson's interdisciplinary applied research and commodity group support are important components of this program. In the late 1990s, Dr. Amosson served as project director of a multidisciplinary team of scientists that provided support for the development of a water plan for the High Plains of Texas. The economic analysis developed in the project has been adopted by other regions across the state. Since then, Amosson has served as project director or principle investigator on several water related grants. These projects have addressed: The Development of an Irrigation Demand Methodology for the state; Evaluation of Agricultural Water Management Strategies; Impact of Natural Gas Prices on Irrigation Demand; Feasibility of Wind Powered Irrigation; and Socio-economic Impacts of Various Agricultural Water conservation Policies. In addition, Dr. Amosson has conducted applied research projects in the areas of Precision Agriculture, Air quality and Cropping Systems.

**DR. GERALD A. DOEKSEN**
Oklahoma State University

From left: Richard Kilmer, SAEA Past President; Mrs. Doeksen; Dr. Gerald Doeksen, Lifetime Achievement Awardee; Kimberly Jensen, SAEA President.

Dr. Gerald A Doeksen, Regents Professor of Agricultural Economics, Oklahoma State University, has established a national reputation in rural economic development with emphasis on community services. During the past 34 years he has received more than $5.5 million in grant funds to support his research and extension program. He has written or co-authored 60 refereed journal articles, 97 Experiment Station publications and other bulletins and 331 professional presentations.

He was a charter member of the Southern Agricultural Economics Association and has been an active member ever since. Dr. Doeksen served the SAEA as the SJAE/JAAE second editor from 1973-1975 and served as First Vice-President in 1981.

Dr. Doeksen has provided distinguished leadership and stimulation for innovative thinking about emerging issues related to rural community service and rural impact analysis over thirty-five years. He has taken sound economic principles and applied these principles to critical issues facing rural society. His exceptional professional contributions include research and scholarship, publications in professional journals and a legacy of sharing his findings, techniques and programs with young extension professionals and seasoned colleagues across the nation.

Dr. Doeksen's professional career started with the application of solid economic theory to address the critical issue of providing rural emergency medical services (EMS). His scholarship work using optimization models and budgeting allowed him to work with rural leaders in designing cost-effective EMS systems.

Dr. Doeksen has built upon his applied research efforts to develop an outstanding extension program. He was a pioneer in applying farm management techniques, such as partial budgeting, to the issue of community services. His work with community services and infrastructure has included budget analysis for solid waste systems, rural physicians, clinics, emergency medical services, rural housing, sewer systems and water systems. The community service budgets were computerized and offered a rapid response for rural decision-makers.

Dr. Doeksen has built a program in cooperation with rural health care providers that has become a national model. The strategic planning model Dr. Doeksen has developed focuses on economic analysis at the local level, data collection, and community health care assessment. The model has been so successful that Dr. Doeksen and his colleagues have delivered training sessions in approximately 45 states, training extension and rural health care providers in those states. In addition, he has also presented at many workshops and conferences sponsored by such organizations as the Southern Rural Development Center. Dr. Doeksen is a recognized national expert in rural health care and is frequently called upon to provide information and input for policy makers. For his outstanding Extension program, he has received the Distinguished Extension Program Award from the SAEA, WAEA, and AAEA twice.

Dr. Doeksen's peers across the country recognized and appreciate his significant contributions as a scholar, as an Extension educator, and as a role model and mentor for students. He has operationalized scholarly research and converted it to useful extension products that have improved the quality of life in rural areas around the nation.

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**DR. DANNY A. KLINEFELTER**
Texas A&M University
SAEA Lifetime Achievement Award
Orlando, February 6, 2006

From left: Richard Kilmer, SAEA Past President; Professor Danny Klinefelter, and Kimberly Jensen, SAEA President

Dr. Klinefelter's contributions to agriculture began with his career defining book co-authored with Tom Frey on *Coordinated Financial Statements for Agriculture in 1978*. This book has been updated twice and released under a new title (*Agricultural Financial Reporting and Analysis*) for two editions. In total, these five editions have sold more than 400,000 copies. These books have significantly benefited both agricultural producers and agribusiness and served as the foundation for several of Dr. Klinefelter's extension education programs. His work in coordinated financial statements led to many major revisions in the design of lender financial statements and resultant financial analysis techniques across all groups of vendors providing credit services to farmers. His extension program was the foundation for a revolution among agricultural lenders that led to more consistency and professionalism in analyzing the financial performance of agricultural operations.

He won the Outstanding Extension Award form the SAEA and Quality of Published Communication Award from the AAEA. His work on financial statements was a major catalyst in development of the Farm Financial Standards Council recommendations in the 1980s to broaden the standardization of financial terminology and financial analysis procedures. Numerous extension publications have been written by economists across the country based on the Farm Financial Standards Task Force report, thus providing even greater payoffs to his efforts to standardize financial terminology and analysis procedures.

In 1991, Dr. Klinefelter created a professional executive management training program for agricultural producers named TEPAP - The Executive Program for Agricultural Producers. TEPAP consists of two, week-long sessions in two years and uses a Harvard Business School setting to give producers tools to better manage their business. TEPAP offers an innovative curriculum that features cutting edge management concepts taught by leading faculty and business leaders. To keep the material fresh, Dr. Klinefelter identifies leading issues and recruits the best teachers to present instruction in innovative management practices to deal with the next issues facing agriculture. More than 800 agribusiness managers and agricultural producers have participated in TEPAP meetings, coming from more than 40 states, six Canadian provinces, and six other countries. The TEPAP program has been copied in Canada, Australia, and New Zealand, an indication that others regard it as highly as producers in the United States.

To follow-up the TEPAP program, Dr. Klinefelter founded the Association of Agricultural Production Executives. AAPEX is for graduates of TEPAP to provide continuing education and networking among members who have benefited from interfacing with their forward thinking, aggressive entrepreneurial and proactive peer group. This new program created in 1994 has more than 400 members who represent a most diverse group of producer executives. The success of this program is attributed to Dr. Klinefelter's leadership skills and his ability to identify leading edge issues and attract instructors to address these issues in a timely manner. Dr. Klinefelter's total external funding is in excess of 9 million dollars.

In addition to having an award winning extension education program, Dr. Klinefelter has had an outstanding teaching program that has spanned 27 years at Texas A&M. Through his more than 5,000 undergraduate students, Danny has had a significant contribution to southern agriculture that will yield benefits for years to come. His more than 30 years of experience in agricultural finance is truly an asset in the classroom and has inspired many students. He has been called an innovative teacher who inspires his students to want to learn more. He won the Texas A&M Former Student Distinguished Faculty Achievement Award twice.

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**DR. THOMAS H. SPREEN**
University of Florida

From left: Richard Kilmer, SAEA Past President; Mrs. Spreen; Dr. Thomas Spreen, Lifetime Achievement Awardee; Kimberly Jensen, SAEA President

Dr. Thomas H. Spreen has compiled an extensive list of publications that includes refereed journal articles, books and book chapters, presentations at professional meetings, and, more recently, publications targeted for lay audiences through the Electronic Digital Information Source system used by the Florida Cooperative Extension Service which provides extension materials through an online system.

In the first part of his career, Dr. Spreen worked primarily on issues related to beef and dairy production and marketing. This work included econometric analysis of cattle prices, development of bio-economic simulation models of beef cattle performance on tropical forages, evaluation of the feasibility of fattening cattle in Florida, and assessment of alternative pricing systems for milk in Florida.

With the advent of regional trade agreements including the North American Free Trade Agreement (NAFTA) and the Caribbean Basin Economic Recovery Act (also known as CBI), Dr. Spreen became more involved in economic analysis of high valued crops such as citrus and sugarcane. He also supervised several students who conducted studies related to Mexican agriculture. This shift in emphasis resulted in a series of short books dealing with limes and Mexican production and marketing of oranges and sugar. The lime book remains one of the most comprehensive monographs available on the production and marketing of limes. He also co-organized a major conference dealing with the world market for sweeteners which resulted in an edited volume that was published in 2003.

In the last ten years, Dr. Spreen has become recognized as an international expert on the production and marketing of citrus products. He has made presentations in several countries including China, Mexico, Cuba, Brazil, Italy, Spain, Portugal, and Belize as well as the United States related to world production, future trends, and policy issues confronting the world citrus industry. This work also includes several publications on trade policy issues related to citrus and the impact of invasive diseases in the Florida citrus industry.

Given his modeling expertise, he has also worked on other issues such as the banana trade controversy between the United States and the European Union, the impact of withdrawal of methyl bromide on Florida horticultural producers, and the application of optimization techniques in aquaculture.

As a result of this effectiveness in research, Dr. Spreen has published more than 40 refereed journal articles, presented some 90 papers at professional meetings, and published several books, book chapters, bulletins, etc. These publications and presentations indicated that his work is well accepted and valued by other professional economists. He has also produced a large number of “outreach” types of publications and presentations at industry and public meetings which attests to the practical value of his research work. In support of his research program, he and co-PIs have acquired more than 25 grants and contracts totaling over $1.4 million. His research has also led to several important government and private industry consultancies which have, in turn, reinforced his research abilities.

Dr. Spreen is also an outstanding teacher, especially at the graduate level. He has taught a number of courses during his tenure at Florida. Most of them relate directly to his research using simulation and optimization models. He has received a number of awards for this teaching excellence. He has also directed and mentored 50 graduate students as chair and was a member of another 56 graduate committees. These students have contributed directly to his research program and several have garnered honors for their theses/dissertations.

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**DR. ABNER WOMACK**
University of Missouri

From left: Richard Kilmer, SAEA Past President; Dr. Abner Womack, Lifetime Achievement Awardee; Kimberly Jensen, SAEA President.

Dr. Womack has made major contributions to the agricultural economics profession and to the development of food and agricultural policy research. A native of Alabama and a graduate of Auburn University, Dr. Womack has maintained deep ties to southern agriculture even as he has been at the center of national and international policy debates. He was one of the main players in founding the Food and Agricultural Policy Research Institute (FAPRI) and leading it to its current prominent status. He has also mentored many graduate students who have gone on to prominent positions with domestic and international agencies, interest groups, and businesses. His mentoring has influenced many researchers that have made significantly contributions to southern agriculture.

Dr. Womack began his career in the U.S. Department of Agriculture (USDA) in 1969 and in this year he also received his Ph.D. degree at the University of Minnesota. As a forecast analyst for USDA in the 1970's, he worked with a team of researchers in developing commodity forecast models that contributed to the basis for most agricultural policy models used today. Within four years, he held the position of the Branch Chief of the World Analysis Branch, International Division, Economics, Statistics, and Cooperative Service, USDA. In 1979, he accepted the opportunity to become associate professor in the Department of Agricultural Economics at the University of Missouri.

In 1981, Dr. Womack co-founded the Food and Agricultural Policy Research Institute (FAPRI). Since its inception, FAPRI has developed into the primary public service institute for evaluating agricultural policy. Close interaction with Washington policy makers has made it possible for FAPRI to have profound influence on the farm policy process. FAPRI estimates are frequently cited in Congressional Committee and floor debates and in public statements by top policy makers. On several occasions, Congressional staff has asked FAPRI to turn around a complex analysis in a matter of days or even hours, and the results have sometimes had a direct influence on legislation. In recognition for Dr. Womack's contribution to agricultural policy he has received numerous awards, including the USDA Secretary's Honor Award (2002), CSREES Award for Superior Service (2002), Missouri Farm Bureau Outstanding Service to Agriculture Award (1999), Council for Agricultural Science and Technology Charles A. Black Award (1999), and American Agricultural Economics Association Distinguished Policy Contribution Award (1991).

Through Dr. Womack's mentoring, many of his graduate students have become respected opinion leaders in the global agricultural industry. Many of the thirty-three graduate students Dr. Womack supervised have gone on to influential positions in government, international agencies, and to interest groups involved in agricultural issues. Dr. Womack has authored or co-authored 24 scholarly publications. He has authored or co-authored 45 chapters in books or proceedings and 32 professional papers. Dr. Womack's extramural funding is in excess of $30 million dollars since 1990.

In addition to his role in founding FAPRI, Dr. Womack was a founding member of the multi-institutional Rural Policy Research Institute (RUPRI) and of the European Union Center at the University of Missouri. He has served on numerous boards and task forces and made many other service contributions.

Dr. Abner Womack's contributions to agriculture and the agricultural economics profession are significant. As co-founder of FAPRI, he has established a research and public service institute that will continue to impact how agricultural policy is evaluated and designed. The students and staff he has educated over the years are making contributions and will continue his legacy for decades to come.

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**SAEA Outstanding Teaching of a Course Award**

**DR. KEITH H. COBLE**
Mississippi State University

PUBLIC PROBLEMS OF AGRICULTURE

Public Problems of Agriculture is a senior-level class focused on the economic analysis of public policy issues related to the food and fiber sector of the U.S. economy. The objective of the class is to give students the tools to evaluate and analyze agricultural policy issues as they are encountered in post-graduate careers. This course is unique among classes because of its heavy emphasis on critical thought and the use of writing and oral presentations. This course requires practical application of fundamental economic concepts such as market failure, technological change, and long-run competitive equilibrium to evaluate agricultural policies. The class uses current policy topics as a context for discussion and for assignments requiring cost-benefit analysis. Many topics in the class are introduced through comparative readings on a current policy issue.

The finale of each semester's class has become "the debate." This approach of having a major semester-ending debate is not used in any other agricultural policy class. During the final five weeks of class, students are randomly assigned to argue opposing views on a current agricultural policy topic. Standard debate rules are used with teams speaking in the affirmative and negative and presenting rebuttals to the opposing views.

Performing before an audience and outside judges is meant to raise the expectation level of student performance. The outside attention given this debate has increased each year. A CD was produced by the *Farmweek TV crew*, which aired a segment of the class debate on Mississippi Public Television. *Farmweek* is a weekly program aired by eight public TV stations in the state and is widely watched by individuals involved in Mississippi agriculture. The University press office and the student newspaper also reported the debate, and the press interviewed several class members. Ultimately, this adds another pedagogical dimension to the class in that interviewing skills and the ability to speak before a TV camera are expected.

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**SAEA Distinguished Extension Program Award**

**THE TOBACCO BUYOUT**

Drs. Blake Brown, S. Gary Bullen, Ted Feitshans, Arnold Oltmans, Guido van der Hoeven, and Michael Walden (North Carolina State University)
Dr. Kelly Tiller (University of Tennessee)
Drs. Will Snell, Steve Isaacs, Tracy Probst, and the Kentucky Farm Business Analysis Specialists (University of Kentucky)

The Tobacco Buyout

The four key individuals – Blake Brown, Kelly Tiller, Will Snell, and Steve Isaacs – were able to collaborate across universities and tobacco regions to conceive and implement an awareness and decision-making aide program to assist the thousands of quota holders, producers, and tenants affected by the termination of the tobacco program. In addition to these individuals, other faculty and staff from the three land grant universities played pivotal, collaborating roles in this team-approach with hard work, a cooperative attitude, and effective educational work done by all these individuals. Their work is a model for multi-state economic educational work.

Members of the Tobacco Buyout Program who attended the business meeting flanked by Richard Kilmer, the SAEA Past President (left) and Kimberly Jensen, SAEA President (right).

The financial and management implications of the buyout provisions demanded that these agricultural economists take the tools of micro theory and financial analysis and apply them in an educational setting filled with high emotion and wild claims about what the future holds for tobacco farmers. For example, the recipients of buyout payments are being offered lump-sum payments by several financial firms and banks. This extension program was targeted to improve knowledge of net value analysis so that beneficiaries could select the best terms for their lump-sum settlements. This may sound simple enough, but imagine the diversity of the tobacco buyout clientele in terms of education, age, income levels, location, and race (e.g. participants live in all 50 states!).

The program implemented by this group of nominees had broad impact. Specific program components were developed to address the needs of major groups such as agricultural lenders, county extension agents, accountants, financial institutions, farmers and landowners. Some of the meetings they conducted were the largest extension meetings in anyone's memory. They were innovative in their use of new educational technology but continued to emphasize face-to-face contact in order to facilitate instruction and discussion.

The fine work done by Drs. Brown, Tiller, Snell and Isaacs and the entire nomination group has been noticed and appreciated by Congressional offices, state government, the USDA, farm group leadership, and the hundreds of holders of small quota who needed help in analyzing their alternatives. This group of nominees demonstrated that the land grant system can respond with targeted economic educational programs which are timely and effective.

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**DR. JIANQIANG HAO**
University of Kentucky
**SAEA Outstanding Doctoral Dissertation**

Major Professor: Professor Jerry Skees

From left: Richard Kilmer, SAEA Past President, and Dr. Jianqiang Hao.

MODELING AND FINANCING WEATHER RISK: THREE ESSAYS

This dissertation develops procedures for modeling weather risk and providing a more efficient financing mechanism. Three topics were studied: 1) the investigation of the weather-crop yield model; 2) the statistical modeling of the tail risk through extreme value theory; and 3) to envision an alternative financing system for catastrophic weather risk.

The first essay provides a statistical analysis for estimating the tail risk through extreme value theory (EVT) and comparing premium rates based on standard statistical methods and EVT. The result demonstrates the feasibility and effectiveness of the extreme value model in modeling and assessing weather tail risk over the alternative parametric method.

The second essay develops a mean-variance model to investigate the efficiency of a weather derivative on agriculture and a simultaneous demand for potential weather derivatives and multiple peril crop insurance. The emphasis is to analyze the impacts of the risk aversion level, transaction cost and the basis risk under a mean-variance framework.

The final essay envisions an alternative mechanism that blends public sector and market-based solutions in financing the catastrophic risk through insurance and securitization. A general equilibrium model is developed to model the optimal decisions of different participants in this mechanism and comparative statics are performed.

In addition to important implications on crop insurance design and the development of a potential weather index, this study can be applied to finance the catastrophic risk and other related issues.

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**MARK MCCULLOH BYRD**
University of Georgia
**SAEA Outstanding Master's Thesis Award**

Major Professor: Professor Cesar L. Escalante

A FARM-LEVEL APPROACH TO THE METHYL BROMIDE PHASE-OUT: IDENTIFYING ALTERNATIVES AND MAXIMIZING NET-WORTH USING STOCHASTIC DOMINANCE AND OPTIMAZATION PROCEDURES

Methyl bromide (MeBr) is an effective yet toxic soil fumigant that is subject to an accelerated phase-out under the Montreal Protocol on Substances That Deplete the Ozone Layer. As a result of the phase-out, Georgia farmers now require a substitute fumigant and herbicide combination that can control for weeds, pests, and diseases while delivering comparable yields to those of MeBr. This study analyzes the economic viability of alternative production methods on a representative Georgia pepper farm. The analysis is addressed through stochastic dominance analysis, an enterprise budget, and the development of a linear programming model. Alternative fumigants are ranked, analyzed within the budgetary framework, and subjected to production constraints such as farm acreage, capital structure, and asset allocation within the programming model. Compared with MeBr, the models prescribe results supporting the economic feasibility of several alternative fumigants, and thus serve to educate Georgia vegetable farmers on available input-substitution strategies.

From left: Richard Kilmer, SAEA Past President, Mark McCulloh Bryd, and Kimberley Jensen, SAEA President.

**ERIN WHEELER**
Texas Tech University
**Runner up for SAEA Outstanding Master's Thesis Award**

Professor Eduardo Segarra, Co-Chairperson
Professor Phillip N. Johnson, Co-Chairperson

POLICY ALTERNATIVES FOR THE SOUTHERN OGALLALA AQUIFER: ECONOMIC AND HYDROLOGIC IMPLICATIONS

Since the late 1800s, irrigated agriculture has played a role in the development and growth of the United States Great Plains. The primary source of ground water in this region is the Ogallala Aquifer, which encompasses 174,000 square miles and underlies parts of eight states. The regional economic dependency on irrigated agriculture and the decline of the Ogallala Aquifer have caused governmental entities to consider policy alternative water conservation policies on net return to farmers and saturated thickness of the aquifer for a sixty-year planning horizon in the High Plains of Texas and Eastern New Mexico.


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## First Place Quiz Bowl Winners

From left: David Ortega, a student at the University of Florida and Tyler McClenden, a student at the University of Arkansas. Missing from the photo is the third member of the winning team, Dustin Mackie, a student at West Texas A&M University.

## Second Place Quiz Bowl Winners

From left: Erin Anderson, a student at North Carolina A&T University, and Dusty Bass, student at the University of Florida. Missing from the photo is the third member of the 2nd place team, Devon Smith, a student from Virginia Tech.

# SAEA Annual Meeting, Orlando, Florida, February 4-8, 2006

Kim Jensen, the outgoing SAEA President, received a certificate recognizing a year of diligent work as the leader of the Association.

Kim Jensen, the outgoing SAEA President, passes the gavel to Damona Doye as she takes over the responsibilities of the SAEA President.

Damona Doye, SAEA President, shares her thoughts about the members involvement in the Association's activities.

# After the Business Meeting the Real 'Business' Begins

-Henry, I can't believe it. We're meeting in Mobile next year.

-I know. I have been thinking of Tulsa!