

DILLON M. FEUZ

Applied Economics Department
Utah State University
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Logan, Utah 84322
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EDUCATION

Ph.D. Agricultural Economics, Colorado State University, 1990.
Major Fields: Production & Finance; Marketing & Price Analysis.

M.S. Agricultural Economics, University of Wyoming, 1986.
Primary Focus: Ranch and Range Livestock Economics.

B.S. Agricultural Business, University of Wyoming, 1984.
Graduated with honor.

EXPERIENCE

Applied Economics Department, Utah State University Professor and Extension Specialist, June 2006 to Present

Position is an Extension (55%), Research (25%), Teaching (15%), and Service (5%) appointment. Extension responsibilities are to (1) work with fellow agricultural economists and scientists from other disciplines to determine optimal livestock production systems for ranches in Utah that enhance profitability with an acceptable amount of risk; and (2) analyze national and regional cattle markets and provide continuing education on these markets. Research focus is primarily involved with marketing and management issues effecting the beef cattle industry including optimal calf marketing, cull cow feeding and marketing, and optimal ranch enterprise combinations. Teaching is in the area of agricultural marketing.

Panhandle Research & Extension Center, University of Nebraska-Lincoln Assistant/Associate/Full Professor of Agricultural Economics, July 1996 to June 2006.

Position was an Extension (50%) Research (50%) appointment. Extension responsibilities were to work with fellow agricultural economists and scientists from other disciplines to determine optimal crop and livestock production systems that enhanced the profitability of ranches/farms in the Nebraska Panhandle. Research focus was primarily involved with marketing and management issues effecting the beef industry and analyzing beef demand. Understanding the risks involved with alternative cropping systems was investigated. There was also a teaching responsibility in the Agri-business program of Western Nebraska Community College through 2001.

Economics Department, South Dakota State University Assistant/Associate Professor, Jan. 1990 to July 1996.

Position was a Research (85%) Teaching (15%) appointment. Research areas were (1) analyzing the efficiency of the slaughter cattle marketing system and evaluating alternative value based marketing

methods; (2) analyzing risk management and marketing alternatives associated with retained ownership of calves; (3) analyzing past and present prices at the Sioux Falls and other terminal markets and developing ARIMA and Econometric forecasting models; and (4) evaluating management issues involved with "sustainable" or "organic" beef production. Teaching responsibilities included Agricultural Marketing and Prices, Economics of Grain and Livestock Marketing, and Production Economics. Research and teaching responsibility also includes advising graduate and undergraduate students, and the supervision of a Research Associate.

**Department of Agricultural & Resource Economics, Colorado State University
Research and Teaching Assistant, Sept. 1987 - Jan. 1990.**

Dissertation research involved classifying farms into a set of typical farms and developing the "Farm Optimization and Financial Analysis System (FOFAS)". Teaching responsibilities were one undergraduate Farm and Ranch Management course and one course for foreign professionals with the International Farm Management Program during the summer of 1988.

**Utah State Extension Service, Rich County
Extension Agent (Temporary), May 1987 - Aug. 1987.**

Was responsible for all agricultural and 4-H programs in the county i.e., livestock health and marketing, no-till farming practices, weed control, mosquito control, 4-H camp, county fair, etc.

**Department of Agricultural Economics, University of Wyoming
Graduate Assistant, Jan. 1985 - May 1986.**

Thesis research involved surveying ranches in Wyoming to obtain economic and production data. Constructed computerized budgets to analyze data and used linear programming to depict optimal ranch organization. Prior to thesis research, was a computer programmer for the department.

ACADEMIC SERVICE

Livestock Market Information Center, Technical Advisory Committee, Chair Elect, September 2011.

Applied Economics, Graduate Committee, July 2009-Present.

Agribusiness Extension/Research/Teaching Search committee chair, 2009.

USU Faculty Senate, September 2008 to present.

Western Beef Resource Committee, member February 2007 to present.

Western Extension Marketing Committee and Western Extension Farm Management Committee, member July 2006 to present.

United States Department of Agriculture, Farm Service Agency, Utah State Committee member, July 2006 to December 2008.

Utah State University, Economics Department, Extension Committee, July 2006 to present.

University of Nebraska, Department of Agricultural Economics, Promotion & Tenure Committee, July 2002 - June 2006, Chair July 2004 - June 2006.

University of Nebraska, Agricultural Research Division, Deans Advisory Council, 2004-2006.

Vice President and Selected Paper Chair, Western Agricultural Economics Association, July 2001- July 2002.

University of Nebraska, Panhandle Res. & Ext. Center, Research Committee Chair, July 2000-2002.

University of Nebraska, Department of Agricultural Economics, Graduate Committee, 1999-2000, 2003-04.

University of Nebraska, Department of Agricultural Economics, Extension Affiliates Committee, Chair, July 1999-June 2001.

University of Nebraska, Panhandle Res. & Ext. Center, Director Advisory Committee, Chair, 1999.

University of Nebraska, Panhandle Res. & Ext. Center, Review Steering Committee, 1998.

Western Agricultural Economics Association Extension Awards Committee 1998.

Member of the W-177 Technical Committee, "Domestic and International Marketing Strategies for U.S. Beef", January 1994 to present. Elected Secretary for 1995, Vice Chair for 1996, and Chair for 1997.

Served on the planning committee for the 1995 Western Agricultural Economics Association annual meeting held in Rapid City, SD. April 1993 to July 1995.

M.S. Thesis Awards Committee, West. Ag. Econ. Assoc., 1995.

Served on the Great Plains Agricultural Council, Integrated Resource Management (IRM) Task Force. September 1992 to July 1995.

Member of the South Dakota IRM Steering Committee. January 1992 to July 1996. Created a record book for cow-calf producers.

Served on the Extension Beef Cattle Resource Development Committee. Worked on rewriting and developing fact sheets for the Beef Cattle Handbook.

Reviewer for the American Journal of Agricultural Economics, 1993-96, 2002, 2004-2005; the Journal of Agricultural and Resource Economics, 1995-97, 1999-2004, 2006, 2010-11; the Review of Agricultural Economics, 1994, 2000; the International Food & Agribusiness Management Review, 2000; Marketing Science, 2004; Journal of Animal Science, 2007; Agricultural Economics, 2007; and Journal of Agricultural and Applied Economics, 2007, 2008, 2009, 2010.

Selected Paper Reviewer for the Western Agriculture Economics Association, 1991-93, 1995, 2000, 2003, 2006, 2009.

HONORS, AWARDS & MEMBERSHIPS

Utah State University, Extension Specialists Association, Specialist of the Year, 2010.
 University of Nebraska, Institute of Agriculture & Natural Resources, Cooperative Extension, Excellence in Team Programing award, 2002
 Nebraska Beef Council, Prime Promoter, 2002
 Western Agricultural Economics Association, Outstanding Extension Program Award 2000.
 American Agricultural Economics Association, Distinguished Extension Program Award 1997.
 Western Agricultural Economics Association, Outstanding Extension Project Group Award 1997.

Member

American Agricultural Economics Association
 Western Agricultural Economics Association
 Gamma Sigma Delta and Sigma Xi

GRANTS

“Risk Management Education for Small, Beginning and Transitioning Utah Producers” **\$315,957** from the USDA, Risk management Agency. P.I. D.M. Feuz, co P.I. K.R. Curtis and R. Ward, Oct. 1, 2011-Sept. 30, 2012.

“Understanding domestic and international consumer demand for beef: the relative importance of product information, visual and taste preferences” \$445,702 from USDA-NIFA, AFRI program. P.I. D.M. Feuz, co-pi’s S. Martini and D. Bailey. Oct 1, 2011- Sept 30, 2015. Was not funded.

“Price Reporting Issues in Under-Reported and Non-Reported Commodity and Direct to Consumer Markets.” \$152,379 from the USDA, Federal-State Marketing Improvement Program. P.I. D.M. Feuz, co-pi K. Curtis. Sept 1, 2011 - Aug 31, 2013. Was not funded.

“Understanding domestic and international consumer demand for beef: the relative importance of product information, visual and taste preferences” \$457,600 from USDA-NIFA, AFRI program. P.I. D.M. Feuz, co-pi’s S. Martini and D. Bailey. Jan 1, 2011-Dec 31, 2014. Was not funded.

“Risk Management Education Program for Utah Producers 2010-2011” **\$315,905** from the USDA, Risk management Agency. P.I. D.M. Feuz, co P.I. R. Ward, Oct. 1, 2010-Sept. 30, 2011.

“Verification of Ranch Management, Costs, Returns and Practices in Northern Utah” **\$4,000** from USU Cooperative Extension. P.I. L. Holmgren, co P.I. D.M. Feuz. Apr 1, 2010 -Jun 30, 2010.

“Risk Management Education Program for Utah Producers 2009-2010” **\$314,971** from the USDA, Risk management Agency. P.I. D.M. Feuz, co P.I. R. Ward, Oct. 1, 2009-Sept. 30, 2010.

MacAdam (PI), Feuz (co-PI). Improved beef liveweight gain using birdsfoot trefoil pasture. Natural Resources Conservation Service. Conservation Innovation Grant, Utah Component 69-8D43-9-03. **\$74,906.04** from NRCS plus \$75,126.38 cost share (MacAdam partial salary from three years, 09-10, 10-11, and 11-12). 9/30/09-9/29/12.

"Risk Management Education Program for Utah Producers 2008-2009" **\$165,000** from the USDA, Risk management Agency. P.I. D.M. Feuz, Sept. 1, 2008-Sept. 30, 2009.

"A Ranch Risk Management Tool: With Supporting Documents and Fact sheets in English and Spanish" **\$155,060** from the USDA, Risk Management Agency. P.I. D.M. Feuz. Oct 1, 2007-Sept. 30, 2010.

"Wyoming and Utah Sheepman Program" \$21,664 from the Western Center for Risk Management Education. P.I. D.M. Feuz and B.M. Feuz. Was not funded.

"Solutions to Small and Medium Sized Ranch Challenges" **\$89,914.29** Utah State University share from the National Research Initiative. P.I. M.C. Stockton, D.M. Feuz and L. Makus. September 2007-August 2011.

"Replacing Grazed Forages with Dried Distillers Grain" **\$10,000** from the Helen Porter Van Spronsen Trust. P.I. D.C. Adams, T. Klopfenstein, J.D. Volesky, D. Feuz and W. Schacht. June 2005- May 2006. Year two funding at \$10,000 based on satisfactory performance of year one.

"Integrating Extended Grazing into Beef Calving and Finishing Systems." **\$5,000** from Ralph H. Bainbridge Fund. P.I. D.C. Adams, D. Feuz, J.D. Volesky, T. Klopfenstein and R. Funston. June 2005-May 2006. Year two funding at \$5,000 based on satisfactory performance of year one.

"World Beef Project - Discerning the Value of Sensory Traits and Marketing Strategies in Export Markets for U.S. Beef." **\$150,000** from the U.S. Meat Export Federation. P.I. Chris Calkins and Dillon M. Feuz. October 2004 - September 2005.

"Evaluation of Production costs and Returns for Western Nebraska Specialty Crops with a Process for Producer Assessment of Potential New Crops." **\$24,000** from the Nebraska Department of Agriculture. P.I. Dillon M Feuz and Paul Burgener. July 2002 - June 2004.

"Biologically Intensive Areawide IPM of the Russian Wheat Aphid and Greenbug" Total value \$2.5 million, Nebraska PHREC share **\$400,000**. P.I. Norm Elliot, Paul Burgener et.al. October 2001 - September 2006.

"Nebraska Dry Edible Bean Industry." **\$2,100** from the State Line Dry Bean Grower Cooperative. P.I.'s Paul Burgener and Dillon Feuz. 2001.

"Farming and Rural Value-Added Opportunities Related to Sugar Beet Production" \$388,911 requested from FFRA-USDA. Principle Investigators: G. Brester, K. McNew and D.M. Feuz. Was not funded.

"Economic and financial Viability of U.S. Farms in a Changing Sugar Market" \$388,911 requested from IFAFS-USDA. Principle Investigators: G. Brester, K. McNew and D.M. Feuz. Was not funded.

"The Value of Beef Flavor as Influenced by Aging Method and/or Country of Origin" **\$54,300** was obtained from the Nebraska Beef Council. Oct. 1, 2000 - Sept. 30, 2001. P.I. C Calkins and D.M. Feuz.

"What Drives Consumers' Beef Purchase Decisions and Post-Purchase Satisfaction?" \$16,525 requested from the ARD Interdisciplinary Research Support Program. Principal Investigators: L. Price and D.M. Feuz. July 1, 2000 - June 30, 2001. Was not funded.

"Risk/Return of Winter Annual Grass Control Using Crop Rotations in Winter Wheat" \$31,000 requested from the USDA, Integrated Pest Management Funding. Principal Investigator: D.M. Feuz. July 1, 2000 - June 30, 2002. Was not funded.

"Profitability of Alternative Dryland Cropping Systems in the Central Great Plains." \$36,200 requested from the USDA Sustainable Agriculture Research and Education Program (SARE). Preproposal not accepted. Principal Investigators: D.M. Feuz and D.M. O'Brien. 1999.

"The Value of Beef Flavor" **\$30,000** from the National Cattlemen's Beef Association. Principle Investigators: Chris Calkins and D.M. Feuz. 1999-2000.

"Economics of Using Crop Rotation for Winter Annual Grass Control in Winter Wheat" \$33,700 requested from the USDA, Integrated Pest Management Funding. Principal Investigator: D.M. Feuz. July 1, 1999 - June 30, 2001. Was not funded.

"Taking Advantage of Winter Wheat Protein Premium through Late-Season Nitrogen Fertilization." **\$11,000** from the ARD Interdisciplinary Research Support Program. Principal Investigators: J.M. Blumenthal, D.M. Feuz and E.D. Kerr. July 1998 - June 1999.

"Economic Analysis of the Nebraska Corn-Fed Beef Program." **\$8,400** from the Nebraska Cattlemen. Principal Investigator: D.M. Feuz. Sept. 1997 - Dec. 1999.

"Comparing and Assessing Formula Pricing of Fed Cattle" **\$22,825** from the Research Institute on Livestock Pricing. Co-Investigators: Clement Ward, Oklahoma State University, Ted Schroeder, Kansas State University, Dillon Feuz, University of Nebraska. Nebraska Share \$2,975. Nov. 1997 - May 1999.

"Marketing opportunities for Nebraska cattle producers to improve economic sustainability." \$27,330 requested from IANR Interdisciplinary Research Proposal Program. Principal Investigators: Dillon Feuz and Ivan Rush. Was not funded.

"A Cost Effectiveness Evaluation of Value-Based marketing and its Commercial Application to Nebraska Beef Producers." **\$3,000** Nebraska Department of Agricultural, Sept. 1, 1997 - Nov. 21, 1997.

"Zero Tolerance: The Total Costs to the Beef Industry." **\$4,100** from the South Dakota Beef Industry Council. Principal Investigators: D.M. Feuz and J.J. Wagner. March - September, 1995.

"Selection of Management and Marketing Alternatives to Increase Profits and Reduce Risk of Cattle Producers." \$62,067 requested from the American Farm Bureau Research Foundation. Principal Investigators: D.M. Feuz, S.W. Fausti and J.J. Wagner. Proposal was not funded. 1994

"Impact of Value Based Marketing and Ultrasound Technology on Feeder Cattle Producers and Auction Markets." **\$6,500** from the Governor's Office of Economic Development through the Center for Innovation, Technology and Entrepreneurship. Principal Investigators: J.J. Wagner and D.M. Feuz. November, 1993 through October 1994.

"Economic, Social, and Environmental Feasibility of Alternative Integrated Crop-Beef Cattle Farming Systems in the Northern Plains." \$120,000 requested from the USDA Sustainable Agriculture Research and Education Program (formerly LISA). Preproposal accepted. Full proposal was not funded. 1993

"Economic, Social, and Environmental Feasibility of Alternative Integrated Crop-Beef Cattle Farming Systems in the Northern Plains." A concept paper submitted to the W.K. Kellogg Foundation, Integrated Farming Systems Initiative. \$308,000 requested. Development of full proposal was not solicited. 1992

"Economic and Environmental Impacts of "Organic" versus "Conventional" Beef Cattle Finishing in the Northern Plains." \$86,995 requested from the USDA LISA program. Pre-proposal was accepted, full proposal wasn't funded. 1992

"Increasing the Value of South Dakota's Calf Crop Through Retained Ownership and Custom Feeding." **\$30,000** from the Governor's Office of Economic Development through the Center for Innovation, Technology and Entrepreneurship. Principal Investigators: J.J. Wagner, D.M. Feuz, and R.H. Pritchard. October 1990 through July 1992.

"Sustainability of "Organic" versus "Conventional" Beef Production in the Northern Plains." \$109,580 requested from the USDA LISA program. Pre-proposal was accepted, full proposal was not funded.

REFEREED JOURNAL ARTICLES

Rowley, D., B.L. Black, D. Drost and D. Feuz. 2011. "Late Season Strawberry Production Using Day-Neutral Cultivars in High-elevation High Tunnels." *HortScience*. 46(11):1480-1485. Utah State University (journal paper number 8329).

Stevens, M.D. B.L. Black, J.D. Lea-Cox and D. Feuz. 2011. "Horticultural and Economic Considerations in the Sustainability of Three Cold-Climate Strawberry Production Systems." *HortScience* 46(3):1-7. Utah State University (journal paper number 8241).

Rowley, D., B.L. Black, D. Drost and D. Feuz. 2010. "Early Season Extension Using June-bearing 'Chandler' Strawberry in High-elevation High Tunnels." *HortScience* 45(10) 1464-1469. Utah State University (journal paper number 8214).

Stockton, M.C. and D.M. Feuz. 2009. "The Mad Cow Disease Trade Ban and Changes in the U. S. and Canadian Cull Cow Markets: A DAG Analysis." *Journal of Food Distribution Research*, 40(2):72-90.

Chapman, C.K., D. Zobell, B. Godfrey, D. Feuz and R. Banner. 2008. "Measuring Impacts in Risk Management Education – The Beehive Master Beef Manager Program" *Journal of Extension*, Vol:46(5). October.

Griffen, W.A., T.J. Klopfenstein, G.E. Erickson, D.M. Feuz, J.C. MacDonald and D.J. Jordan. 2007. "Comparison Performance and Economics of a Long Yearling and Calf-fed System." *Professional Animal Scientist* 23(5):490-499.

Feuz, D.M., W.J. Umberger and C.R. Calkins. 2007. "The Potential for Canadian Branded Beef Steaks in the U.S. Market: Results from an Experimental Auction.", *Current Agriculture, Food & Resource Issues* 8:16-27.

Stalker, L.A., D.C. Adams, T.J. Klopfenstein, D.M. Feuz, and R.N. Funston. 2006 "Effects of pre- and postpartum nutrition on reproduction in spring calving cows and calf feedlot performance" *Journal of Animal Science*, 84: 2582-2589.

- Sitz, B.M., Calkins, C.R., Feuz, D.M., Umberger, W.J., and Eskridge, K.M. 2006. "Consumer sensory acceptance and value of wet aged and dry aged beef." *Journal of Animal Science*, 84:1221-1226.
- Sitz, B.M., Calkins, C.R., Feuz, D.M., Umberger, W.J., and Eskridge, K.M. 2005. "Consumer sensory acceptance and value of domestic, Canadian, and Australian grass-fed beef steaks". *Journal of Animal Science*, 83: 2863-2868.
- Pavlista, A.D. and D.M. Feuz. 2005. "Potato Prices as Affected by Demand and Yearly Production" *American Journal of Potato Research* 82:339-343. University of Nebraska Cooperative Extension Division, Journal Series #1026.
- Feuz, D.M, W.J. Umberger, C.R. Calkins, and B. Stitz. 2004 "U.S. Consumers' Willingness to Pay for Flavor and Tenderness in Steaks as Determined with an Experimental Auction" *Journal of Agricultural and Resource Economics*, 29(3):501-516. ARD J Series #14387.
- Killinger, K.M., C.R. Calkins, W.J. Umberger, D.M. Feuz and K.M. Eskridge. 2004. "Consumer Visual Preference and Value for Beef Steaks Differing in Marbling Level and Color" *Journal of Animal Science*, 82:3288-3293. ARD J Series #14012 .
- Killinger, K.M., C.R. Calkins, W.J. Umberger, D.M. Feuz and K.M. Eskridge. 2004. "Consumer Sensory Acceptance and Value for Beef Steaks Differing in Marbling Level" *Journal of Animal Science*, 82:3294-3301. ARD J Series # 14011.
- Killinger, K.M., C.R. Calkins, W.J. Umberger, D.M. Feuz and K.M. Eskridge. 2004. "A Comparison of Consumer Sensory Acceptance and Value of Domestic Beef Steaks and Steaks from a Branded, Argentine Beef Program" *Journal of Animal Science*, 82:3302-3307. ARD J Series #14010 .
- Kniss, A., R. Wilson, P. Burgener, D. Feuz, A. Martin, C. Rice, A. Meshah, S. Miller. 2004. "Economic analysis of glyphosate-tolerant sugarbeet." *Zuckerindustrie*, 129(3):171-173.
- Kniss, A.R., R.G. Wilson, A.R. Martin, P.A. Burgener and D.M. Feuz. 2004. "Economic Evaluation of Glyphosate-Resistant and Conventional Sugar Beet." *Weed Technology* 18:388-396. ARD J Series # 14086.
- Umberger, W.J. and D.M. Feuz. 2004 "The Usefulness of Experimental Auctions in Determining Consumers Willingness-to-pay and Relative Willingness-to-pay Values for Closely Related Products" *Review of Agricultural Economics* 26(2):170-185. ARD J Series #14150.
- Mackay, W.S., J.C. Whittier, W.J. Umberger, T.G. Field, R.B. Teichert, and D.M. Feuz. 2004. "To Replace or Not to Replace: Determining Optimal Replacement Rates in Beef Cattle Operations." *Professional Animal Scientist* 20:87-93. ARD J Series #14388.
- Umberger, W.J., D.M. Feuz, C.R. Calkins and B.M. Sitz. 2003 "Country-of-Origin Labeling of Beef Products: U.S. Consumers' Perceptions" *Journal of Food Distribution Research* 34(3):103-116. ARD J Series #14386.
- Tronstad, R. and D. Feuz. 2002. "Impacts of the 2002 Drought on Western Ranches and Public Land Policies." *Western Economics Forum* 1(2):19-23.

- Umberger, W.J., D.M. Feuz, C.R. Calkins, and K. Killinger. 2002 "U.S. Consumer Preference and Willingness-to-Pay for Domestic Corn-fed Beef versus International Grass-fed Beef Measured through an Experimental Auction." *Agribusiness An International Journal* 18(4):491-504. ARD J. Series # 13604
- Dobbs, T.L., R.C. Shane and D.M. Feuz. 2000. "Lessons for Organic Agriculture from the Upper Midwest Organic Marketing Project." *American Journal of Alternative Agriculture*. 15(3):119-128.
- Burgener, P. and D. Feuz. 2000. "Equitable Cropshare Arrangements for Intensive Dryland Cropping Systems." *Journal of American Society of Farm Managers and Rural Appraisers*. 64(1):112-117.
- Feuz, D.M. 1999. "Market Signals in Value Based Pricing Premiums and Discounts." *Journal of Agricultural and Resource Economics*. 24(2):327-341.
- Liang, Chyi-lyi, D.M. Feuz, and R.G. Taylor. 1998. "Spatial and Varietal Price Analysis of Dry Edible Bean Markets." *International Food and Agribusiness Management Review*. 1(3):417-433.
- Fausti, S.W., D.M. Feuz, and J.J. Wagner. 1998. "Value Based Marketing for Fed Cattle: A Discussion of the Issues." *International Food and Agribusiness Management Review* 1(1):73-90.
- Feuz, D.M., and J.J. Wagner. 1996. "Retained Ownership: Understanding Performance Risk and Evaluating Marketing Alternatives." *Journal of American Society of Farm Managers and Rural Appraisers*, 60(1):65-71.
- Taylor, D.C., D.M. Feuz, and M. Guan. 1996. "Organic Versus Sustainable Fed Cattle Production: South Dakota Case Study." *American Journal of Alternative Agriculture*, (11:1):30-38.
- Wagner, J.J. and D.M. Feuz. 1995. "Predicting the Value of Feeder Cattle Placed into an Accelerated Finishing Program Under Dynamic Market Conditions." *Professional Animal Scientist*, (11):180-185.
- Fausti, S.W. and D.M. Feuz. 1995. "Production Uncertainty and Factor Price Disparity in the Slaughter Cattle Market: Theory and Evidence." *American Journal of Agricultural Economics* (77):533-540.
- Feuz, D.M., S.W. Fausti and J.J. Wagner. 1995. "Risk, and Market Participant Behavior in the U.S. Slaughter Cattle Market." *Journal of Agricultural and Resource Economics* 20(1):22-31.
- Feuz, D.M., S.W. Fausti and J.J. Wagner. 1993. "An Empirical Analysis of the Efficiency of Four Alternative Marketing Methods for Slaughter Cattle." *Agribusiness An International Journal*, vol 9(5):453-463.
- Wagner, J.J. and D.M. Feuz. 1993. "Effect of Slaughter Cattle Marketing Method on the Productions Signals Sent to Beef Producers." *Professional Animal Scientist*. vol 9:53-59
- Held, L.J., D.M. Feuz, and E.R. Edens. 1993. "A Risk Evaluation of Alternative Western Ranching Systems." *Journal of American Society of Farm Managers and Rural Appraisers*, 57(1):63-69.

- Feuz, D.M. 1992. "Replacement Beef Heifer Economics: When Price and Reproductive Performance are Uncertain." *Journal of the American Society of Farm Managers and Rural Appraisers*, 56(1), pp 61-66.
- Feuz, D.M. and M.D. Skold. 1991. "Typical Farm Theory in Agricultural Research." *Journal of Sustainable Agriculture*, II(2), pp 43-58.
- Feuz, D.M., N.L. Dalsted, and P.H. Gutierrez. 1990. "Leasing Cows -- What is Equitable." *Journal of the American Society of Farm Managers and Rural Appraisers*, vol. 54(1), pp 21-28. April.

SUBMITTED FOR REVIEW

PUBLISHED ABSTRACTS

- Stockton, M.C., R.K. Wilson, L.A. Stalker, D.M. Feuz, and R.N. Funston. 2009. Development of a maturity index as a predictor of first pregnancy probability. *J. Anim. Sci.* 87 (e-Suppl. 3):58.
- Feuz, D.M., C. Harris, D. Bailey and G. Halverson. 2008. "Transportation and Quality Adjusted Basis: Does the Law of One Price Hold for Feeder Cattle." *Journal of Agricultural and Resource Economics*, Vol 33, p.
- Wilson, R. M. Stockton and D. Feuz. 2008 "The Economic Optimal Pre-breeding Target Weight of Beef Heifers Based on Recent Animal Research." *Journal of Agricultural and Resource Economics*, Vol 33, p.
- Feuz, D.M. 2006. "Optimal Cull Cow Marketing." *Journal of Agricultural and Resource Economics*, Vol 31, p.
- Burgener, P.A., D. Christian, D.M. Feuz C. Halstead and S. Keeman. 2005. "Economic Evaluation of Cropping Systems for Russian Wheat Aphid and Greenbug Control in the Great Plains." *Abstract Journal of Agricultural and Resource Economics*, Vol. 30, p.618.
- Feuz, D.M.. 2005. "The Economics of Carcass Weight: A Weighty Matter for the Beef Industry" *Abstract Journal of Agricultural and Resource Economics*, Vol. 30, p. 624.
- Feuz, D.M., W.J. Umberger, S. Perversi, C.R. Calkins and B. Sitz. 2004. "Consumer Preference and Willingness to Pay for U.S. versus Australian and Canadian Beef" *Abstract Journal of Agricultural and Resource Economics*, Vol. 29, p. 589.
- Umberger, W.J., D.M. Feuz, C.R. Calkins and B.M. Sitz. 2003 "Consumers' Preferences and Willingness-to-Pay for Beef Originating from the U.S., Canada, and Australia" *Abstract Journal of Agricultural and Resource Economics*, Vol. 28, p. 657.
- Feuz, D.M., W.J. Umberger, C.R. Calkins, S. Perversi and B. Sitz. 2003. "The Importance of Beef Tenderness, Marbling and Production Methods to U.S. Consumers" *Abstract Journal of Agricultural and Resource Economics*, Vol. 28, p. 657.

- Burgener, P.A., D.M. Feuz, and D.J. Lyon. 2003. "How do We Get There From Here? Transition Crops for Continuous Dryland Systems on the High Plains." *Abstract Journal of Agricultural and Resource Economics*, Vol. 28, p. 654.
- Perversi, S., D.M. Feuz. and W.J. Umberger. 2002. "Basis Variability on the Feeder Cattle Contract versus the Failed Stocker Contract." *Abstract Journal of Agricultural and Resource Economics*, Vol. 27, p. 586.
- Burgener, P.A., D. Kaan, D. O'Brien and D.M. Feuz. 2002. "Risk and Returns for Alternative Dryland Crop Rotations in the Central Great Plains." *Abstract Journal of Agricultural and Resource Economics*, Vol. 27, p. 579.
- Clark, R.T., D.M. Feuz, D.C. Adams, B. Plugge, P. Reece, B. Stolzenburg and J. Volesky. 2002. "Teaching Marketing and Management to an Extension Audience in an Inter-Disciplinary Setting." *Abstract Journal of Agricultural and Resource Economics*, Vol. 27, p. 576.
- Umberger, W.J., and D.M. Feuz. 2001 "Experimental Auctions to Elicit Value for Product Attributes." *Abstract Journal of Agricultural and Resource Economics*, Vol. 26, p. 558.
- Burgener, P.A., D.A. Kaan, D. O'Brien, and D.M. Feuz. 2001. "An Economic Analysis of Intensive Dryland Cropping Systems for the Central Great Plains." *Abstract Journal of Agricultural and Resource Economics*, Vol. 26, p. 568.
- Umberger, W.J., D.M. Feuz, C.R. Calkins, and K. Killinger. 2000 "The Value of Beef Flavor: Consumer Willingness-to-Pay for Marbling in Beef Steaks." *Abstract Journal of Agricultural and Resource Economics*, Vol. 25, p. 722.
- Feuz, D.M., W. Umberger, C. Calkins, K. Killinger. 2000. "Consumer Preference for Domestic versus International Beef." *Abstract Journal of Agricultural and Resource Economics*, Vol. 25, p. 723.
- Burgener, P.A., D. Feuz and R. Wilson. 2000. "Economics of Transgenic Sugarbeets." *Abstract Journal of Agricultural and Resource Economics*, Vol. 25, p. 716.
- Feuz, D.M. and W.J. Umberger. 2000 "Hedging Effectiveness and Basis Variability for different Weight Feeder Steers Using the CME Stocker and Feeder Futures." *Abstract Journal of Agricultural and Applied Economics*, Vol. 32, p. 412.
- Umberger, W.J. and D.M. Feuz. 2000. "Basis Predictability Using the New CME Stocker Cattle Futures Contract." *Abstract Journal of Agricultural and Applied Economics*, Vol. 32, p. 411.
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PROFESSIONAL PAPERS

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- Maslova, I., A. Ticlavilca, D.M. Feuz and M. Mckee. 2011. "Commodity Price Modeling and Forecasting Using Wavelet and Bayesian Machine Learning Regression." Paper presented at the 31st International Symposium on Forecasting, Prague, Czech Republic. June 26-29.

- A. Ticlavilca, D.M. Feuz and M. Mckee. 2010. "Forecasting Agricultural Commodity Prices Using Multivariate Bayesian Machine Learning Regression." Paper presented at the NCCC-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management Conference, Saint Louis, MO. April 19-20.
- Hirschi, M. and D.M. Feuz. 2010. "Does the Law of One Price Hold for Feeder Cattle Purchased in Various Regions of the US and Shipped to One State in the Midwest?" Selected paper presented at the annual Southern Agricultural Economics Association meeting, Orlando, FL, February 7-9.
- A. Ticlavilca, D.M. Feuz and M. Mckee. 2009. "Sparse Bayesian Regression Approach to Forecast Agricultural Commodity Prices" Poster presented at the Agricultural and Applied Economics Association Annual Meeting, Milwaukee, WI. July 26-28.
- Feuz, D.M. 2009. "A Comparison of the Effectiveness of Using Futures, Options, LRP Insurance, or AGR-Lite Insurance to Manage Risk for Cow-calf Producers." Paper presented at the NCCC-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management Conference, Saint Louis, MO. April 20-21.
- Feuz, D.M. 2009. "Using I-Clicker technology to Engage Producers." Presented at the 2009 National Extension risk Management Education conference, Reno, NV. March 31-April 1.
- Feuz, D.M. C. Harris, D. Bailey and G. Halverson. 2008. "Transportation and Quality Adjusted Basis: Does the Law of One Price Hold for Feeder Cattle." Selected paper presented at the annual Western Agricultural Economics Association meeting. Big Sky, MT, June 25-27.
- Wilson, R. M. Stockton and D. Feuz. 2008 "The Economic Optimal Pre-breeding Target Weight of Beef Heifers Based on Recent Animal Research." Selected paper presented at the annual Western Agricultural Economics Association meeting. Big Sky, MT, June 25-27.
- Halverson, G., D. Bailey, C. Harris and D.M. Feuz. 2008. "Price Impacts of Natural and Other Certifications on Feeder Cattle Prices." Paper presented at the NCCC-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management Conference, Saint Louis, MO. April 21-22.
- Feuz, D.M. 2008. "Economic Aspects of Stocker Programs." Plains Nutrition Council Spring Conference, San Antonio, TX, April 10-11.
- Feuz, D.M. and M.C. Stockman. 2008. "Market Risk of Feeding Cows vs Yearling Steers: An Historical Perspective and a Simulated Future." Paper presented at the SCC-76 Economics and Management of Risk in Agriculture and Natural Resources Conference, Gulf Shores, AL, March 13-14.
- Feuz, D.M. 2007. "Influence of Commodity Prices on Long-Term Nutritional Decisions." Invited Paper, Beef Symposium, Western Section American Society of Animal Science, Moscow, ID June 20.
- Chapman, C.K, D.R. ZoBell, E.B. Godfrey, D. Feuz, C.V. Bagley, R.E. Banner, T.D. Cooper, D. Rothlisberger, R.M. Nelson, and L. Greenhalgh. 2007. Teaching cattle producers to manage Risk - The Beehive Master Beef Manager Program. WSASAS Proceedings, Vol. 58:183-185.

- Feuz, D.M., M.C. Stockton and S. Bhattacharya. 2006. "The relationship of U.S. and Canadian Cull Cow Prices to Lean Beef Prices: A DAG Analysis." Selected Paper presented at the American Agricultural Economics Association Annual Meeting, Long Beach, California, July 23-26.
- Feuz, D.M. 2006. "Optimal Cull Cow Marketing." Selected paper presented at the annual Western Agricultural Economics Association meeting. Anchorage, Alaska, June 28-30.
- Stockton, M.C. and D.M. Feuz. 2006. "Determining Causality in the Cull Cow Market: The Application of a DAG to the Sioux Falls Cattle Market." Paper presented at the NCCC-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management. Saint Louis, MO, April 17-18.
- Burgener, P.A., D. Christian, D.M. Feuz C. Halstead and S. Keeman. 2005. "Economic Evaluation of Cropping Systems for Russian Wheat Aphid and Greenbug Control in the Great Plains." Selected paper presented at the annual Western Agricultural Economics Association meeting San Francisco, CA, July 6-8.
- Feuz, D.M.. 2005. "The Economics of Carcass Weight: A Weighty Matter for the Beef Industry" Selected paper presented at the Western Ag. Econ. Association Meetings, San Francisco, CA, July 6-8.
- Mark, D.R., R. Smith, D.M. Feuz and A. Prosch. 2005. "Comparing Basis Risk in futures Hedging and Livestock Risk Protection Insurance: Implication for Use of Livestock Insurance." Presented at the NCR-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management Conference, Saint Louis, MO. April 18-19.
- Clark, R.T., D.C. Adams, D. Feuz, P. Reece, B. Plugge, B. Stolzenburg, and J. Volesky, 2004. "The Nebraska Ranch Practicum: An interdisciplinary hands-on training school." NCR Extension Specialist Triennial Workshop. Michigan State University, East Lansing, Michigan, USA.
- Feuz, D.M., W.J. Umberger, S. Perversi, C.R. Calkins and B. Sitz. 2004. "Consumer Preference and Willingness to Pay for U.S. versus Australian and Canadian Beef" Selected paper presented at the Western Ag. Econ. Association Meetings, Honolulu, HI. June 30- July 2.
- Umberger, W.J., D.M. Feuz, C.R. Calkins and B.M. Sitz. 2003 "Consumers' Preferences and Willingness-to-Pay for Beef Originating from the U.S., Canada, and Australia" Selected paper presented at the Western Ag. Econ. Association Meetings, Denver, CO. July 11-15.
- Feuz, D.M., W.J. Umberger, C.R. Calkins, S. Perversi and B. Sitz. 2003. "The Importance of Beef Tenderness, Marbling and Production Methods to U.S. Consumers" Selected paper presented at the Western Ag. Econ. Association Meetings, Denver, CO. July 11-15.
- Burgener, P.A., D.J. Lyon, and D.M. Feuz. 2003. "How do We Get There From Here? Transition Crops for Continuous Dryland Systems on the High Plains." Selected paper presented at the annual Western Agricultural Economics Association meeting, Denver, Colorado. July 13-15, 2003.
- Umberger, W.J., D.M. Feuz, C.R. Calkins and B. Sitz. 2003. "Characteristics Affecting Consumers' Perceptions and Preferences for US versus Imported Beef Products." Paper presented at the 2003

- WCC-72 Western Coordinating Committee on Agribusiness's Annual Meeting. Las Vegas, NV. June 9.
- Umberger, W.J., D.M. Feuz, C.R. Calkins and B.M. Sitz. 2003 "Country-of-Origin Labeling of Beef Products: U.S. Consumers' Perceptions" Presented at the Food & Agricultural Marketing Policy Section Conference, Washington, DC, March 20-21.
- Feuz, D.M., S. Perversi and W.J. Umberger. 2002. "Basis Variability on the Feeder Cattle Contract versus the Failed Stocker Contract." Selected paper presented at the Western Ag. Econ. Association Meetings, Long Beach, California, July 28-31.
- Burgener, P.A., D.M. Feuz, D. Kaan and D. O'Brien. 2002. "Risk and Returns for Alternative Dryland Crop Rotations in the Central Great Plains." Selected paper presented at the Western Ag. Econ. Association Meetings, Long Beach, California, July 28-31.
- Clark, R.T., B. Stolzenburg, J. Volesky, P. Reece, B. Plugge, D.C. Adams and D.M. Feuz. 2002. "Teaching Marketing and Management to an Extension Audience in an Inter-Disciplinary Setting." Selected paper presented at the Western Ag. Econ. Association Meetings, Long Beach, California, July 28-31.
- Feuz, D.M. 2001 "Economics of Young Female Management" Paper Presented at, and in the proceedings of the 2001 Range Beef Cow Symposium XVII, Casper, WY. December 11-13.
- Umberger, W.J. and D.M. Feuz. 2001. "Experimental Auctions to Elicit Value for Product Attributes" Organized Symposium paper presented at the Western Ag. Econ. Association Meetings, Logan, Utah, July 8-11, 2001.
- Burgener, P.A., D.M. Feuz, D. Kaan and D. O'Brien. 2001. "An Economic Analysis of Intensive Dryland Cropping Systems for the Central Great Plains." Selected paper presented at the Western Ag. Econ. Association Meetings, Logan, Utah, July 8-11, 2001.
- Umberger, W.J. and D.M. Feuz, 2001. "Consumer Panelist Behavior in Experimental Auctions: What Do We Learn From Their Bids?" Presented at and in the proceedings of the NCR-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management Conference, Saint Louis, MO. April 23-24.
- Umberger, W.J., D.M. Feuz, C.R. Calkins, and K. Killinger, 2001. "U.S. Consumer Preference for Domestic Corn-fed versus International Grass-fed Beef." Presented at the International Agricultural Trade Research Consortium, Trade in Livestock Products. Auckland, New Zealand, January 18-19.
- Umberger, W.J., D.M. Feuz, C.R. Calkins, and K. Killinger. 2000 "The Value of Beef Flavor: Consumer Willingness-to-Pay for Marbling in Beef Steaks." Selected paper presented at the Western Ag. Econ. Association Meetings, Vancouver, BC. June 29 - July 2.
- Feuz, D.M., W. Umberger, C. Calkins, K. Killinger. 2000. "Consumer Preference for Domestic versus International Beef." Selected paper presented at the Western Ag. Econ. Association Meetings, Vancouver, BC. June 29 - July 2.

- Burgener, P.A., D. Feuz and R. Wilson. 2000. "Economics of Transgenic Sugarbeets." Selected paper presented at the Western Ag. Econ. Association Meetings, Vancouver, BC. June 29 - July 2.
- Umberger, W.J., D.M. Feuz, C.R. Calkins and K.M. Killinger. 2000. "Consumer Preferences and Willingness-to-pay for Flavor in Beef Steaks." IAMA Agribusiness Forum, International Food and Agribusiness Management Association Meetings, Chicago, IL. June 24-25.
- Killinger, K.M., Calkins, C.R., Umberger, W.J., Feuz, D.M., and Eskridge, K.M. 2000. Consumer acceptance and value of beef differing in marbling level. Proc. Reciprocal Meat Conf., Amer. Meat Sci. Assoc. 53:121.
- Killinger, K.M., Calkins, C.R., Umberger, W.J., Feuz, D.M., and Eskridge, K.M. 2000. Consumer acceptance and value of Argentine and domestic beef. Proc. Reciprocal Meat Conf., Amer. Meat Sci. Assoc. 53:133.
- Killinger, K.M., C.R. Calkins, W.J. Umberger, D.M. Feuz and K.M. Eskridge. 2000. "Consumer visual Preferences of Marbling and Color of Fresh Beef Steaks." Abstracts American Society of Animal Science Midwestern Section, Des Moines, IA. March 13-15.
- Feuz, D.M. and W.J. Umberger. 2000 "Hedging Effectiveness and Basis Variability for different Weight Feeder Steers Using the CME Stocker and Feeder Futures." Selected paper presented at the Southern Ag. Econ. Association Meetings, Lexington, KY. January 31 - February 2.
- Umberger, W.J. and D.M. Feuz. 2000. "Basis Predictability Using the New CME Stocker Cattle Futures Contract." Selected paper presented at the Southern Ag. Econ. Association Meetings, Lexington, KY. January 31 - February 2.
- Feuz, D.M. 1999. "Market Signals in Value Based Pricing Premiums and Discounts." Selected paper presented at the Western Ag. Econ. Association Meetings, Fargo, ND. July 11-14.
- Burgener, P.A. and D.M. Feuz. 1999. "Equitable Cropshare Arrangements for Intensive Dryland Cropping Systems." Selected paper presented at the Western Ag. Econ. Association Meetings, Fargo, ND. July 11-14.
- Burgener, P.A. and D.M. Feuz. 1999. "Evaluation of Cropshare Arrangements for Alternative Dryland Cropping Systems." Paper presented at the Western Society of Crop Science meeting, Powell, WY. June 27-30.
- Umberger, W.J. and D.M. Feuz. 1999. "A Risk-Return Comparison of Retained Ownership Programs Using Alternative Hedging and Pricing Strategies." Selected paper presented at the Southern Ag. Econ. Association Meetings, Memphis, TN. Jan. 30 - Feb. 3, 1999.
- Feuz, D.M. 1998. "Market Structure and Other Implications of Increasing Organic Dairy Supply and Demand." Part of an AAEEA Organized Symposium, Organic Agriculture in the Upper Midwest: Economics, Strategies, and Challenges, Annual AAEEA/WAEA meeting, Salt Lake City, UT. August 2-5.

- Ward, C., D.M. Feuz and T.C Schroeder. 1998. "Price Discovery Implications from Formula (Grid) Pricing of Fed Cattle." WAEA Organized Symposium, Annual AAEA/WAEA meeting, Salt Lake City, UT. August 2-5.
- Feuz, D.M., C. Liang, and R.G. Taylor. 1998. "Marketing Margins Under Price Uncertainty - A Case Study of Dry Edible Beans." Poster presented at the WCC-72 annual meeting, Las Vegas, NV. June.
- Feuz, D.M. 1998. "Economic Implications of Showlist, Pen Level, and Individual Animal Pricing of Fed Cattle." Presented at and in the proceedings of the NCR-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management Conference, Chicago, IL, April 20-21, 1998.
- Feuz, D.M. 1997. "Pricing/Formula Grids: Which Fit and Which Don't Fit." Paper Presented at, and in the proceedings of the 1997 Range Beef Cow Symposium XV, Rapid City, SD. December 9-11.
- Feuz, D.M. 1997. "Live, In-the-Beef, or Formula: Is there a 'Best' Method for Selling Fed Cattle?" Selected paper presented at the Western Ag. Econ. Association Meetings, Reno, Nevada. July 13-16.
- Liang, C., D.M. Feuz and R.G. Taylor. 1997. "Cointegration Tests of Spatial and Variety Price Linkages in Regional Dry Bean Markets." Selected paper presented at the Western Ag. Econ. Association Meetings, Reno, Nevada. July 13-16.
- Feuz, D.M. 1997. "Pricing Fed Cattle — How Do Returns From Various Grids and Formulas Compare to Live Weight Pricing?" Presented at the 1997 NCR Extension Specialists Tri-annual Workshop: Extension's Presence and Impact Within a Changing Livestock Industry, Lincoln, Nebraska. May 19-22.
- Fausti, S.W., D.M. Feuz, and J.J. Wagner. 1997. "Value Based Marketing for Fed Cattle: A Discussion of the Issues." Presented at the Southern Agricultural Economics Association's Annual Meeting, Birmingham, AL. February.
- Fausti, S.W., D.M. Feuz, and J.J. Wagner. 1997. "Value Based Marketing for Fed Cattle: A Discussion of the Issues." Presented at the W-177, "Domestic and International Marketing Strategies for U.S. Beef," Committee Meeting, Denver, Colorado. January.
- Feuz, D.M., J.J. Wagner and K. Petik. 1996. "Strict Enforcement of Zero Tolerance: The Total Cost to the Beef Industry." Presented at the W-177, "Domestic and International Marketing Strategies for U.S. Beef," Committee Meeting, Las Vegas, Nevada. January.
- Feuz, D.M. 1995. "Marketing Cull Cows - How and When?" Paper presented at, and in the proceedings of the 1995 Range Beef Cow Symposium XIV, Gering, Nebraska. December.
- Feuz, D.M. and J.A. Schulte. 1995. "The Effect of Calf Weight & Age on Returns to Retained Ownership: A Target-MOTAD Approach." Selected paper presented at the Western Ag. Econ. Association Meetings, Rapid City, SD. July.
- Feuz, D.M. and C.E. Ward. 1995. "Industrialization of the Beef Subsector." Invited paper presented at the Western Ag. Econ. Association Meetings, Rapid City, SD. July.

- Feuz, D.M. and C.E. Ward. 1995. "Industrialization of the Beef Subsector." Presented at the Western Outlook Conference, Rapid City, SD. July.
- Feuz, D.M. 1994. "Terminal Markets for Fat Cattle: Are they 'Lemons' Markets?" Presented at, and in the proceedings of the NCR-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management Conference. April.
- Fausti, S.W., and D.M. Feuz. 1994. "Production Uncertainty and Factor Price Disparity in the Slaughter Cattle Market: Theory and Evidence". Presented at the 1994 annual meeting of the Midwest Economic Association, March.
- Feuz, D.M., J.J. Wagner and S.W. Fausti. 1993. "Revenue and Risk Associated with Alternative Slaughter Cattle Marketing Methods." Presented at, and in the proceedings of the Western Ag. Econ. Association Meetings, Edmonton, Alberta. July.
- Feuz, D.M., J.J. Wagner and L.J. Held. 1992. "Retained Ownership Revisited: The Economic Significance of Genetic Variability." Presented at, and in the proceedings of the Western Ag. Econ. Association Meetings, Colorado Springs, Colorado. July.
- Edens, E.R., L.J. Held and D.M. Feuz. 1992. "A Stochastic Dominance Evaluation of Alternative Western Ranching Systems." Presented at, and in the proceedings of the Western Ag. Econ. Association Meetings, Colorado Springs, Colorado. July.
- Feuz, D.M. and J.J. Wagner. 1992. "Four Alternative Marketing Methods for Slaughter Cattle: The Effect on Profits and the Production Signals Sent to Producers." Paper presented at the Western Regional Coordinating Committee - 72, Agribusiness Research Emphasizing Competitiveness. Las Vegas, Nevada. June.
- Wagner, J.J. and D.M. Feuz. 1991. "Retained Ownership Revisited: Balancing Market Prices and Genetic Potential." Paper presented at, and in the proceedings of the 1991 Range Beef Cow Symposium, Fort Collins, Colorado. December.
- Feuz, D.M. 1991. "1991-1992 Fed and Feeder Cattle Outlook." Paper presented at AG OUTLOOK '92, St. Paul, Minn. September.
- Feuz, D.M. 1991. "The Optimal Prebreeding Target Weight for Replacement Beef Heifers." Presented at, and in the proceedings of the Western Ag. Econ. Association Meetings, Portland, OR. July.
- Held, L.J., D.M. Feuz and E.R. Edens. 1991. "Risk-Return Relationships for Mountain Valley Ranching Systems: A Target- MOTAD Analysis." Presented at, and in the proceedings of the Western Ag. Econ. Association Meetings, Portland, OR. July.
- Feuz, D.M. and W.G. Kearl. 1989. "The On-Ranch Retained Ownership Decision -- In Periods of Relatively Low Prices Versus Relatively High Prices." Presented at, and in the proceedings of the Western Agricultural Economics Association Meetings, Coeur d'elaine, Idaho. July.

EXTENSION WEB DEVELOPMENT AND UPDATES

Program, Maintain and weekly update the **Feuz Cattle and Beef Market Analysis** web site.

<http://cattlemarketanalysis.org/>

This web site has over 50 separate web pages, many of which are updated weekly with the dedicated purpose of providing timely analysis of the national and Utah cattle markets. I write a short weekly market summary, and every 6 weeks I write a two page article on a current economic issue facing the beef industry. There are a number of “cowboy calculators” that I have had programmed for the web site that allow producers to enter their own values and get instant analysis of projected break-even prices for various cattle enterprises. In 2010, I added an on-line Marketing and Risk Management Series of Workshops. Links are provided to USDA reports, various market reports, and to the major futures markets. In 2010, this web site averaged 67,000 page loads and had an average of over 700 returning visitors each month, almost a fourth who spend over an hour per site visit. As a result of this site, I have received email questions from producers across the US and from a number of foreign countries.

I also write in a four week rotation with three other agricultural economists, the weekly electronic newsletter “In the Cattle Markets”. This newsletter is posted directly on numerous web sites and many agricultural news media frequently use this in writing for newspapers, magazines, or other electronic media outlets.

EXTENSION TEAM PROGRAMMING

Beehive Master Beef Manager 2006-2008 and 2010-2011. Integrated program for Utah cow-calf producers covering reproduction, nutrition, health, management and marketing issues. I teach workshops on budgeting and risk management and on cattle marketing alternatives. Workshops in 2006: Roosevelt. Workshops in 2007: Randolph, Tooele, Roosevelt, Beaver, Richfield, and Price. Workshops in 2008: Tooele, Park Valley. Workshops in 2010-11. I presented on Risk Management Strategies, Budgeting, Retained Ownership Strategies, and Cull Cow Marketing at Beaver, Heber and Morgan.

Nebraska Ranchers Practicum. 1999-2006. The Nebraska Ranch Practicum is a three-season, hands-on educational program designed to give participants the skills and education needed in today's complex ranching industry. Participants develop the ability to efficiently use decision support tools to critically evaluate numerous management and marketing alternatives dealing with: grazing strategies and systems, methods of managing market risk, calving and weaning dates, winter livestock nutrition, cull cow management, feed rations and seasonal mineral supplements. I provide 8 hours of market/management education over four different days. Visit the web site at:
<http://www.panhandle.unl.edu/ranchpracticum/index.html>

IRM Cattle Retained Ownership Project. 1996-2006. This program is designed for cow-calf producers to be able to feed five or more head of steers or heifers in a commercial feedlot and receive all feedlot performance and carcass merit data on their cattle. Monthly marketing conference calls, a mid-winter meeting, and a final program highlight the educational opportunities for producers. The use of futures and options markets to manage risk is a part of this program. I participate in the monthly marketing calls and provide education at the mid-winter and final program.

SELECTED EXTENSION PRESENTATIONS

“Cattle Market Outlook”, Nebraska Cattlemen’s Association, Kearney, NE, Dec. 7, 2011.

“Feeder Cattle Relationships and Outlook” Utah Cattlemen’s Association, SLC. Dec. 2, 2011.

“Backgrounding Calves” Valentine and Mullen, NE, Nov. 14-15, 2011

“Livestock Market Outlook” American Farm Bureau Federation, Portland, OR, Oct. 13, 2011

“Pricing Opportunities & Private Market Risk Management” Via Distance to Paniolo Marketing, Hawaii, Sep 19, 2011.

“Insuring Against Drought” Tri-State Range Tour, Evanston, WY, Sep. 14, 2011.

“Ethanol Briefing” Utah Farm Bureau Federation, SLC, Sep. 6, 2011.

“Private Market Alternatives for Feeder Cattle” Fort Peck Conference, Billings, MT, Jul 27, 2011.

“Beef Supply and Tomorrow’s Consumer” 2011 Arkansas Beef Quality Conference, UACC- Morrilton, AR, Apr 9, 2011.

“Economic Analysis of Alternative Cattle Production Systems”, Arizona Strip Range Livestock Workshops, Hurricane and Kanab, Apr 5-6, 2011.

“Economic Analysis of Alternative Cattle Production Systems”, Evanston, WY, Monticello, and Tooele, Mar 3, 17, 22, 2011.

“Cattle and Sheep Outlook” Cedar City, Mar 8, 2011.

“Cull cow Marketing and Management”, Tooele, Mar 1, 2011.

“Cattle, Corn and Hay Market Outlook”, Utah Bankers Ag Outlook Conference, Logan, Feb 25, 2011.

“Feeder Cattle Outlook”, Ogden Area Cattle Feeders Annual Meeting, Ogden, Feb 23, 2011.

“Crop Outlook” Cache Crop School, Logan, Feb 22, 2011.

“Using Futures, Options or LRP Insurance”, Diversify Ag Conference, Richfield, Feb 21, 2011.

“Crop Outlook”, Harwood Irrigation Expo, Springville, Feb 17, 2011.

“Marketing Workshop”, Brigham City, Feb 9, 16, 23, 2011.

“Hay Market Outlook” Hay and Forage Symposium, St. George, Jan 27, 2011

"Cattle Market Outlook", Utah Cattlemen's Association. Salt Lake City. December 2, 2010.

"Web Based Decision Tools", Utah Cattlemen's Association, Cattlemen's College, Salt Lake City. November 30, 2010.

"Understanding Feeder Cattle Markets And Market Outlook", Beef Production Conference, Torrington, WY. November 23, 2010.

"Using Futures, Options or LRP Insurance to Manage Feeder Cattle Price Risk", The Beef Production Conference, Torrington, WY. November 23, 2010.

"Understanding Feeder Cattle Markets And Market Outlook", Nevada Cattlemen, Elko, NV. November 12, 2010.

"Understanding Feeder Cattle Markets", Cowman's Reproduction Workshop, Alton, UT. September 21, 2010.

"Cull cow Marketing and Feeding Alternatives", Tri-State Range and Livestock Tour, Rich County. August 31, 2010.

"Agricultural Market Outlook", Ag Mediation Conference, Utah Department of Agricultural and Food, Park City. June 8, 2010.

"Hay & Cattle Market Outlook", Indian Ag Summit, Fallon, NV. May 26, 2010.

"Risk Management and Marketing Club", AZ/UT Range Livestock Workshop, Hurricane and Kanab. April 6, 2010 - April 7, 2010.

"Economic Analysis of Alternative Cattle Production Systems", Wyoming Master Cattlemen, Big Piney, WY. March 2, 2010.

"Fed and Feeder Cattle Outlook", Box Elder County Cattlemen, Tremonton. February 25, 2010.

"Utah Grain, Hay & Cattle Market Outlook", Irrigation Expo, Springville. February 18, 2010.

"Agricultural Commodity Marketing: Futures, Options & Insurance", This was a series of 12 workshops to Producers that was then used to create the On-Line version of these Workshops, Cache County. January 19, 2010 - February 16, 2010.

"Feed Grains and Fed Cattle Outlook", Utah Bankers Outlook Conference, Thanksgiving Point. January 29, 2010.

"Agricultural Marketing and Risk Management", Coleville. January 27, 2010.

"Economic Analysis of Alternative Cattle Production Systems" 2009 Range Beef Cow Symposium, Casper, WY Dec. 1-3, 2009.

"Cattle Marketing & Risk Management Alternatives: An Introduction to the Cow-Calf Risk Analysis Tool" Utah Cattlemen's Association, Cattlemen's College, Salt Lake City, UT Dec. 1, 2009.

"Cattle & Sheep Outlook" Utah Range Society Meeting, Cedar City, UT, Nov. 6, 2009

"Livestock Marketing Strategies for Challenging Times" Ag in Uncertain Times National Webinar Presentation, Sept 16, 2009

"Utah's Dairy Industry" Utah Farm Bureau Mid-Summer conference, Provo, UT July 16, 2009.

"Calf Marketing" Utah Cattlemen's Association Summer Convention, Midway, UT, July 9, 2009.

"Calf Marketing and Retained Ownership" Arizona Strip Workshops, Kanab & Hurricane, UT, April 7-8

“Managing Feed and Milk Price Risk: Futures Markets and Insurance Alternatives” Western Dairy Management Conference, Reno, NV, March 11-13, 2009.

“Marketing Club Workshop” Richfield, Ut, Mar 4, 2009

“Risk Management Alternatives for Cattle Producers” Diversified Ag Conference, Delta, UT, Feb 26, 2009.

“Managing Feed and Milk Price Risk: Futures Markets and Insurance Alternatives” Diversified Ag Conference, Delta, UT, Feb 26, 2009.

“Utah Crop Price Outlook and Expected Returns/Acre” Cache Crop School, Logan, UT, Feb 24, 2009.

“Calf Marketing: Capturing the Greatest Value from a Weaned Calf” Wyoming Master Cattlemen Program, Sheridan, WY, Feb 19, 2009

“Cull Cow Marketing Non-Fed Beef Market” Wyoming Master Cattlemen Program, Woreland, WY, Feb 18, 2009

“Calf Marketing: Capturing the Greatest Value from a Weaned Calf” Beef Day, Provo, Ut Feb 10, 2009

“Corn, hay and Feeder Cattle Outlook”. Utah Bankers Outlook conference, St George, UT Jan 30, 2009

“The Economics of hay Production” Hay and Forage Symposium, St George, UT Jan 29, 2009

“Marketing club workshop” Richfield, UT Jan 21, 2009

“Calf Marketing” Beaver, UT Jan 21, 2009

“Cattle Outlook and Feeder Cattle Marketing Alternatives” Tooele and Park Valley, UT. March 2008

“Managing Value Sale Day: Enhancing Calf Market Value” Buffalo, WY. March 2008

“Marketing Calves and Cull Cows” Cokeville, WY. February 2008.

“Utah Grain & Hay Markets: Impact of Current Energy Policy on Prices” Crop and Water School, Cedar City, UT. February 2008.

“Cattle Market Outlook: Will There Be Enough Corn” Michigan Short Course, Decatur, IL, East Lansing, MI, Bowling Green, OH and Wyoming, Ontario, Canada. February 2008.

“Ethanol’s Effect on Agriculture” Utah Banker’s Outlook Conference, St. George, UT. February.

“Managing Value Sale Day: Enhancing Calf Market Value” Colorado Farm Show, Beef Day. Greeley, CO. January 2008.

“Retained Ownership Alternatives” Utah Cattlemen, Young Cattlemen College. Salt Lake City, UT. December 2007.

- "Fire and Drought Management Workshop" Park Valley and Roosevelt, UT. September 2007.
- "Cow-calf Management and Marketing Decisions" Utah Young Cattlemen, Hyrum, UT. August 2007.
- "Calf Markets: Fuel and Corn Effects" Arizona Strip Workshops. Hurricane and Kanab, UT. April 2007.
- "Ethanol Production and its Influence on the Cattle Market" Bridger Land Technical College, Logan, UT March 2007.
- "Canadian Cattle Effects on Northwest Markets" Northwest Intertribal Agriculture Council Conference. Pacatello, ID. March 2007
- "Ethanol Production and its Influence on the Grain Markets" Cache County Crops School. Logan, UT February 2007.
- "Beef Replacement Heifer Economics" 27th Annual Beef Cattle Field Day, Provo, UT. February 2007
- "Calf Weaning and Marketing Strategies" 27th Annual Beef Cattle Field Day, Provo, UT. February 2007
- "Ethanol's Impact on Grain and Cattle Markets" Utah Bankers Association, Ag Outlook. St. George, UT February 2007
- "Cattle Marketing and Risk Management" Bicknell, UT. February 2007
- "Cull Cow Management and Marketing" Evanston, WY. February 2007.
- "Non-fed Beef Market" Inter-mountain Beef 3910, Logan UT. January 2007.
- "Replacement Heifer Value" Arizona Strip Workshops. Hurricane and Kanab, UT. March, 2006
- "Livestock Outlook" Cornhusker Economics Management and Outlook Conference, Sidney, NE. February, 2006.
- "Cattle Market Forecast and Trade Issues" Husker Beef Nutrition Conference, ARDC Mead, NE October 2005.
- "Cattle Market Outlook" Gudmundsen Sandhills Lab Open house. Whitman, NE. August 2005.
- "Marketing Issues and Considerations" Cattle Retained Ownership Conference, Lyman, WY. March 2005.
- "Risk Management Seminar" Nebraska Cattlemen. Alliance, NE. February 2005.
- "Cattle Market Outlook and Trade" Nebraska Beef Feedlot Roundtable, Grand Island, NE. February 2005.
- "Beef Marketing Issues" Beef Satellite Short-Course. Several locations in NE. February, 2005.
- "Adding Value to Cull Cows" Ranching for Profitability Conference, Torrington, WY. December 2004.

- "Cattle Outlook and Risk Management" Columbus Cattlemen, Columbus, NE. September 2004.
- "Beef Industry: Economics of Labeling" American Wagyu Association. Omaha, NE. September 2004.
- "Fed Cattle Market Fundamentals" Nebraska Beef Feedlot Roundtable, Grand Island, NE. February 2004.
- "Replacement Heifer Economics" Ranching for Profitability meetings, Ainsworth, Vallentine, Broken Bow, NE, October 2003
- "Cull Cow Marketing" & "Young Female Management" Nebraska Rancher's Practicum, Whitman, NE, September, 2003.
- "Cattle Market Outlook" Scottsbluff, Chappel, Grant, Culbertson, NE, September, 2003
- "IRM Closing Program" Chadron, NE, July 2003.
- "Cattle Marketing: Issues and Considerations" Nebraska Rancher's Practicum, North Platte, Ne June, 2003.
- "Value Based Marketing" Colorado State University, IRM Program, Fort Collins, CO, April 2003
- "Cattle Cycle and Drought" Tri-state Cattle Conference, Wray, CO, February, 2003
- "Cattle Hedging" IRM Midyear Workshop, Banner County, NE, January 23, 2003.
- "Replacement Heifer Economics" Partners in Progress Beef Seminar", Clay Center, NE, January 22, 2003.
- "Cattle Marketing Review and Summary" Nebraska Rancher's Practicum, Whitman, NE, January 2003
- "Wheat Marketing" Chappel and Sidney, NE, December 2002.
- "Economic Trends and Market Structure of the Beef Industry" Nebraska Limosine Association, Kearney, NE, December 2002.
- "Economics of Extended Grazing" Integrated Resource Management Conference, Chadron, NE, Nov. 2002.
- "Commodity Market Outlook" USBank Regional Ag Lenders and Farm Managers, Lincoln, NE, Nov. 2002
- "Cattle Marketing and Risk Management" Nebraska Rancher's Practicum, Whitman, NE, November, 2002.
- "Beef Industry: Commodity versus Product and the Policy Implications" Women in Agriculture Conference, Kearney, NE. September, 2002.
- "Cull Cow Marketing" & "Young Female Management" Nebraska Rancher's Practicum, Whitman, NE, September, 2002.

- "Cattle Market Outlook" Gudmundsen Sandhills Laboratory Open House. Whitman, NE, August, 2002
- "Cattle Marketing and Risk Management" Farmer-feeders workshop. Scottsbluff, NE. August, 2002
- "Cattle Drought Workshops" Bridgeport and Chadron, NE. July, 2002.
- "Cattle Marketing: Past, Present and Future" Presented at the Beef Improvement Federation annual meeting. Omaha, NE. July, 2002
- "Cattle Marketing: Issues and Considerations" Nebraska Rancher's Practicum, North Platte, Ne June, 2002.
- "Economics of Grazing" Financial Workshop for the Grazing Coalition, Halsey, NE, May 22. 2002
- "Retained Ownership Considerations" Oskosh, NE, May 14, 2002.
- "Beef Industry Issues" IRM Workshop, Sterling, CO, April 26, 2002.
- "Marketing and Risk Management" Sheridan County Workshop, February 28, 2002
- "The Economics of Carcass Weight: A Firm Level and an Industry Level Analysis" 2002 Nebraska Beef Feedlot Roundtable, Grand Island, NE, February 21. 2002
- "Beef Industry Issues" IRM Midyear Workshop, Banner County, NE, January 25, 2002.
- "Beef Industry Issues" Nick Petry Workshop at the Denver Stock Show, Denver, CO, January 23, 2002.
- "The Economic Cost of Raising Replacement Heifers" Presented at the Rancher's Practicum, North Platte, NE, January, 9, 2002.
- "Cattle Marketing and Risk Management" Nebraska Rancher's Practicum, Whitman, NE, November, 2001.
- "Cull Cow Marketing" Nebraska Rancher's Practicum, Whitman, NE, September, 2001.
- "Cattle Marketing: Issues and Considerations" Nebraska Rancher's Practicum, North Platte, Ne June, 2001.
- "Economics of Grazing" Financial Workshop for the Grazing Coalition, Halsey, NE, May 14. 2001
- "Beef Supply and Demand Fundamentals" Presented at the IRM Midyear Meeting, Banner County, NE March 2001.
- "The Economic Cost of Raising Replacement Heifers" Presented at the Rancher's Practicum, North Platte, NE, January, 11, 2001.
- "Cattle Marketing in the 21st Century" Presented via Distance to the Partners in Progress Beef Seminar", Clay Center, NE, January 10, 2001.

"Basis Commodity Marketing" Presented at the Women in Ag meeting, Chadron, NE, January 6, 2001.

"Marketing Alliances in the Beef Industry" Presented at the Carbon county Stock Growers Annual Meeting, Rawlins, WY, December 2000.

"Marketing Wheat and Alternative Dryland Crops" USDA Conservation Tillage Seminar, Cheyenne, WY, November, 2000.

"Grain and Livestock Market Outlook" Outlook 2001, Ord, NE, September, 2000.

"Cull Cow Marketing" Nebraska Rancher's Practicum, September, 2000.

"Understanding Grid Marketing" Nebraska IRM Tour, Banner County, NE, August, 2000.

"Economic Analysis of the Nebraska Corn-Fed Beef Program" Nebraska Cattlemen, Broken Bow, NE, June, 2000.

"Grain & Livestock Marketing Workshops." Scottsbluff, Sidney, Lisco, and Winside, NE January-March, 2000.

"Beef Demand: What the New Millennium Holds for Beef." Beef Feedlot Roundtable. Grand Island, NE. February 24, 2000.

"Beef Marketing Issues" Consolidate Livestock Nutrition and University of Nebraska Cooperative Extension Meetings, North Platte and Norfolk, NE. January 13-14, 2000.

"Marketing Alliances in the Beef Industry" Presented at the Tennessee Cattlemen's Annual Convention, Cookeville, TN. October 28-30, 1999.

"Beef Marketing Issues" Presented at the Women in Agricultural: The Critical Difference, Annual Conference, Kearney, NE September 16-17, 1999.

"Value Based Marketing of Cattle" Presented at the Red Angus Association of America annual meeting, Gering, NE September 15-17, 1999.

"Marketing into the 21st Century" Presented at the Purina Brood Cow Symposium, Blair, NE and Highmore, SD. September, 1999.

"Cattle Marketing: Issues and Considerations." The Nebraska Ranch Practicum. North Platte, Nebraska. June, 1999.

"Fed Cattle Marketing: Current Issues and Future Direction." Nebraska Beef Feedlot Roundtable. Grand Island, Nebraska. March, 1999.

"Formula Pricing and Grid Pricing Fed Cattle: Implications for Price Discovery and Variability." Presented at the Cattlemen's College of the National Cattlemen's and Beef Association, Annual Meeting, Charolette, NC Feb. 10-13, 1999. With Clem Ward and Ted Schroeder.

Grain Marketing Workshops. Scottsbluff, Sidney, Big Springs, NE January-March, 1999.

"What is Value Based Pricing? Is it for You?" American Simmental Association, Annual Meeting, Lincoln, NE. December 3-5, 1998.

"Fed Cattle Price Discovery." Nebraska Cattlemen Annual Convention, Kearney, NE. December 2-4, 1998.

"Beef Industry Productivity, Price and Profits" in Strengthening Beef's Demand. Columbus, Broken Bow, and Gering, Nebraska. June, 1998.

"Grid Marketing of Beef Cattle — What are the important Considerations?" University of Nebraska Cooperative Extension April Update. Lincoln, Nebraska. April, 1998.

"Grid Pricing and Marketing Cattle on a Carcass or Live Basis" Nebraska Beef Feedlot Roundtable. Grand Island, Nebraska. March, 1998.

Grain Marketing Workshop. Scottsbluff, Nebraska. January-February, 1998.

"Pricing Cattle on a Grid or Formula: What are the important considerations." Presented at the Nebraska Veterinary Medical Association Annual Meeting, Kearney, Nebraska. January, 1998.

"Pricing Cattle on a Grid or Formula: What are the important considerations." and "Cull Cow Marketing" North Platte, Broken Bow and Ainsworth, Nebraska. January, 1998.

"Corn and Wheat Market Outlook." Hemmingford, Nebraska. November, 1997.

"Alfalfa: One of the best value added opportunities for western Nebraska producers." Oskosh, Nebraska. November, 1997.

"Marketing Quality Beef." Quality Beef Workshop. Bridgeport, Chadron and Gordon Nebraska. September-October, 1997.

"The Economics of Additional Days on Feed." Wyo-Braska Cattle Feeders, Gering, Nebraska. September, 1997.

"Break-Even Projections for Cattle Feeding." Wyo-Braska Cattle Feeders, Gering, Nebraska. September, 1997. With Burt Weichenthal.

"Market Outlook for Fed Cattle and Market Alternatives." Retained Ownership Participants, Darnall Feedlot. Harrisburg, NE. April, 1997.

"Economics of Turfgrass Seed Production." Turfgrass Seed Production: Can it Fit Your Farming System? Conference, Scottsbluff, NE. February, 1997.

"Value Based Marketing: Grids, Formulas, and Alliances." Annual Retained Ownership Meeting at the Darnall Feedlot. Harrisburg, Nebraska. February, 1997.

"Prospects for the Beef Market." 5th Annual Western Conference of the Nebraska Sustainable Agriculture Society. Sidney, Nebraska. February, 1997.

- "Pricing Strategies for Beef - Grid Pricing Structures," 1997 Market Outlook Conference, Gering, Nebraska. January, 1997.
- "Live Weight vs Grid Marketing," Marketing Opportunities for Beef Producers. WJAG Farm Show, Madison, Nebraska. January, 1997.
- "Cattle Performance and Hedging Possibilities," Marketing Opportunities for Beef Producers. WJAG Farm Show, Madison, Nebraska. January, 1997.
- Grain Marketing Seminar. Scottsbluff, Nebraska. December-January, 1996-7.
- "Use of Futures and Options to Price Fed Cattle." IRM Marketing Workshop, Scottsbluff, Nebraska. December, 1996.
- "Corn Market Outlook." Corn Grower Meetings, Scottsbluff and Hemmingford, Nebraska. December, 1996.
- "Wheat Market Outlook." CRP Agency and Extension In-service Meeting. Scottsbluff, Nebraska. November, 1996.
- "Marketing Opportunities for Panhandle Producers." Kiwanis, Scottsbluff, Nebraska., 1996.
- "Marketing Opportunities for Retained Ownership Participants." Darnall Feedlot, Harrisburg, Nebraska, 1996.
- "Economics of Crop and Livestock Diversity" Nebraska Sustainable Agricultural PROFESSIONAL Development Program 1996, Scottsbluff, Nebraska, 1996.
- "Cattle Feeding Opportunities and Cattle Market Outlook." Kimball-Banner County Cattlemen, Kimball, Nebraska, 1996.
- "Technology in Agricultural Marketing." Technology Fair, Sidney Nebraska, 1996.
- "Break-Evens in Cattle Feeding and Hedging Possibilities." Wyo-Braska Cattle Feeders, Gering, Nebraska, 1996. With Burt Weichenthal.
- "Break-Evens in Cattle Feeding and Hedging Possibilities." Panhandle Agricultural Bankers, Scottsbluff, Nebraska, 1996. With Burt Weichenthal.
- "Improving Profit Margins on Traditional Enterprises." Alternative Enterprises Conference, Crawford, Nebraska, 1996.
- "Retained Ownership." Presentation at the Pipestone County Cow/Calf Program. Pipestone, Minnesota. February, 1996.
- "Determinants of Cattle Feeding Returns." Presentation at the SDSU Beef 2000 Conference. Brookings, South Dakota. January, 1996.

"Marketing Cull Cows...How and Why." Presentation at the Kansas Livestock Association Cattleman's College. Wichita, Kansas, 1995.

"Retained Ownership & Hedging Possibilities." Presentation at the Kansas Livestock Association Cattleman's College. Wichita, Kansas. November, 1995.

"Marketing Cull Cows." Presentation at the Nebraska Cattlemen's Association Cattleman's College. Omaha, Nebraska. November, 1995.

"Marketing Calves & Hedging Possibilities." Presentation at Kimball, South Dakota. September, 1995.

"Raising versus Purchasing Replacement Heifers." Presented on the Cattlemen's Satellite Shortcourse. A Cooperative Extension Service production by South Dakota State University, University of Nebraska-Lincoln, Washington State University, and University of Georgia. February, 1995.

"Cull Cow Marketing." Presented on the Cattlemen's Satellite Shortcourse. A Cooperative Extension Service production by South Dakota State University, University of Nebraska-Lincoln, Washington State University, and University of Georgia. November, 1994.

"Beef Cattle Cycle, Retained Ownership, Price Protection." Presentation at Brookings and Howard, South Dakota. September, 1994.

"Retained Ownership Programs." Presented at the Beef Profit Opportunities Conference. Sioux City, Iowa. September, 1994.

"Maximizing Profits Throughout the Complete Cattle Cycle." Presented at the Purina Mills Centennial Brood Cow Symposium, Eagle Pass Ranch, Highmore, South Dakota. May, 1994.

"Value Based Marketing." Presentation at Kimball, South Dakota. August, 1993.

"Futures Market Workshop." Desmet, South Dakota. January, 1993.

"The Economics of Cow Herd Replacement Strategies: Raising Versus Purchasing Replacements." Proceedings for the 1991 Nebraska Cattlemen Replacement Heifer Clinics, University of Nebraska, Lincoln Nebraska. November, 1991.

"Cow Herd Replacement Strategies -- Raising Versus Purchasing Replacements." Proceedings for the 1990 South Dakota Cow and Replacement Heifer Clinics. Cooperative Extension Service, South Dakota State University. ARSB 90-1. October, 1990.