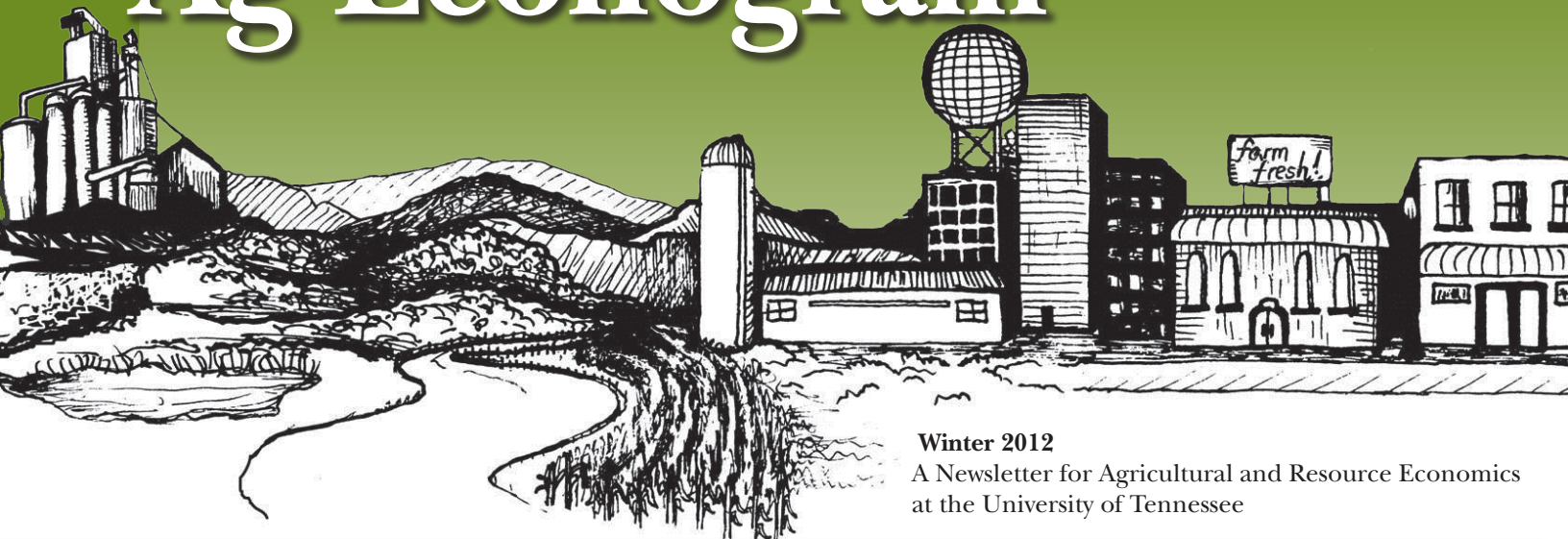


Ag Econogram



Winter 2012

A Newsletter for Agricultural and Resource Economics
at the University of Tennessee

Department Celebrates Ag Day

Ag Day 2011 was held on Oct. 29 on E. J. Chapman Drive. "It is important that the department has a presence at this event," said Dr. Edward Yu, department Ag Day chairperson. Yu indicated that this year, the department placed more emphasis on providing brief reviews about the teaching, research and Extension programs to Ag Day participants. Yu also said he was particularly pleased to see parents picking up information about the undergraduate program. About 25 alumni plus their families and friends came by the display to visit with current faculty. It was a good day!



In This Issue

Department Celebrates Ag Day. 1

Nontraditional Students Bring
Different Perspectives to
the Department 2

Agricultural and Resource
Economics Club Update 3

Department Head's Notes 4

Department Spotlight 5

Career Fair Opens Doors. 5

Alumni Spotlight 6

More Undergraduates Choose
Ag Econ 6

Graduate Student Profile. 7

*Agricultural &
Resource Economics*

THE UNIVERSITY of
TENNESSEE 
INSTITUTE of
AGRICULTURE

Nontraditional Students Bring Different Perspectives to the Department

Sometimes they are referred to as 'nontraditional' students. Sometimes they refer to traditional students as 'kids.' These are the students over 25 years of age. For some, this is a second experience with their college studies. For others, it is the first time in college.



Paul Toney is 32. He graduated from Bearden High School in Knoxville in 1998 and came to UT in fall 1999. He says, "I should have waited." In 2001, he left UT and became the Internet manager of a local Mazda dealership. For several years that job treated him well, but by fall 2009, he had become dissatisfied with his current status and decided to return to school. A college degree was "unfinished business" for him. He will graduate with a major in food and agricultural business. This past summer he pursued an internship with Tennessee Farmers Cooperative and was stationed at Valley Farmers Co-op in Loudon, Tenn. The internship was his way of gaining more experience in

production agriculture. Paul's internship project was to find ways to better market some of the in-store products. Pet food products were his main focus and his efforts resulted in tripling sales of some items. He was hired by the co-op in a part-time position when school started again in the fall. Ultimately, he would like a management position in an agribusiness firm. Paul says his age has made him more focused and more determined to do well. With five children, he feels he also has more to explain to the family about his current efforts.



Jason Crawford is from Greeneville, Tenn. Following high school graduation in 2002, he went to work with an electrical contractor. He also did some part-time farming. In 2004, he started taking a few hours at Northeast State Community College. He worked part-time for a beer distributor. His studies lasted two years. He returned to Northeast in 2007 and transferred to UT in the fall of 2008. It was ag that brought him to UT. His studies have also included an internship with Tennessee Farmers

Cooperative. He also will graduate with a degree in food and agricultural business. What has been his challenge as an older student? Jason feels age has helped him to become more concentrated on his studies and make better use of his time. What does he do when not in school? He sells and ships hay as far as Texas. Jason also sells feeder calves.



Upon his high school graduation, Danny Anderson worked retail for Eastman Chemical and Home Depot. A native of Kingston, Tenn., he began his college studies part-time at Roane State Community College in 1997. He came to UT for one semester in 2002 but had to leave college because of family finances. His desire to obtain the college degree brought him back to UT in the fall of 2009. He travels from Kingston each day and struggles with the college atmosphere not being for his age. Besides his studies, he operates his own lawn mowing business. Upon graduation in spring 2012, Danny wants to work with an ag equipment company or in agricultural manufacturing.

[Continued from previous page]

Kelly Vancor is a Polk County native from Benton, Tenn. Kelly graduated from a high school of 68 people in 2003. Upon arrival at UT Knoxville, she soon discovered that things were very different. She said she was too young to make that adjustment and decided to take time away from college. Three years later she returned to UT and is in the natural resources and environmental economics major. While in school she has worked for Dillard's and currently works at a veterinary hospital. Her interests are in environmental issues, specifically regulation and information transfer. What are her plans after graduation in summer 2012? Graduate school.

Billy Ray Sauls is proud to be 39 years old and proud to be a college student.



Hotel and restaurant management at Knoxville Business College is where he started his college studies in the '90s. But his heart just wasn't in it. He went to work for a local exterminator but in 2005 started his own exterminator business. He named the business Alpha Pest

Management so he could be listed first in the telephone directory and be seen before the name of his old employer. College became a part of his life again when he enrolled in Pellissippi State, from which he graduated in May 2011. It

was immediately to UT. Billy is married and has sixth- and seventh-grade sons. Upon UT graduation, he wants to be with a regulatory agency like the Environmental Protection Agency or the Tennessee Department of Agriculture.

Agricultural and Resource Economics Club Update

2011-2012 Officers

President: Jonathan Harrison, Watertown, Tenn.

Vice President: Lindsey Rochelle, Nunnally, Tenn.

Secretary/Treasurer: Will Batey, Williamsport, Tenn.

Historian/Reporter: Clayton Mitchell, Jackson, Tenn.

The Agricultural and Resource Economics Club continues to provide enrichment opportunities for its members. The year started with a visit from Dr. Gerloff, who updated the members on the department activities and talked about where the department is headed. Another meeting featured a presentation about organ donations. Students also took time to fill shoe boxes to be sent to children in underdeveloped countries through the Samaritan's Purse organization. Looking to the future, the students elected a new slate of officers who are now representing the club for the 2011-2012 year.



Department Head's Notes



Our 2011 academic year seemed to rush by. This article is a summary of our departmental news during 2011, including an introduction to a new faculty member, a listing of our ongoing faculty searches, and some of the accomplishments of our faculty, staff and students.

Dr. Chris Boyer has been hired to fill the farm management/ environmental faculty position and began work on Jan. 3, 2012. This position is an 80 percent research/20 percent teaching faculty appointment. We also have four active faculty searches being conducted currently. They include Extension positions in farm and

financial management, livestock marketing, grain marketing, and the Greever Chair. The first three searches will fill vacancies due to retirements or changes in appointments. Two candidates were interviewed the first week of January for the livestock marketing position, with more interviews being planned later in the year.

Our budget situation still remains a challenge, but so far we have managed departmental funding cuts such that our programs are still expanding and successful. Departmental undergraduate student enrollment increased again this past fall, for the sixth consecutive year.

Notable news for the department from 2011 includes:

- Seong-Hoon Cho and Daniel De La Torre Ugarte served Sabbatical Faculty Development leaves.
- Jim Larson and Steven Yen were promoted to professor.
- Dayton Lambert was promoted to associate professor with tenure.
- Christopher Clark, Jane Starnes and Michael Wilcox were on teams that won both the Dickson Extension Award for Innovative Programming and the Cavender Outstanding Award for Best Publication at UTIA's awards banquet.

- Clark Garland was awarded the National Award for Excellence in Extension, Southern Region (Association of Public and Land-Grant Universities).
- John Riley was honored by having a national award renamed after him, now known as the Dr. John B. Riley Outstanding Advisor Award (National Agri-Marketing Association).
- Michael Wilcox was named as president-elect of the National Association of Community Development and Extension Professionals.
- Edward Yu's graduate student, Yuan "Monica" Gao, will be presented the SAEA's 2012 Master's Thesis Award at the February Annual meeting in Birmingham, Ala.
- Four of our undergraduate students received college-level awards in 2011:
 - John Schultz — Outstanding Junior
 - Sarah McDonald and Katie Teague — Outstanding Seniors
 - Sarah McDonald — Chancellor's Citation for Extraordinary Academic Achievement
 - Caroline Ellis and Katie Teague — Chancellor's Citation for Extraordinary Professional Promise

All in all the department had a very busy and productive year. We look forward to an even more successful 2012.

Delton C. Gerloff

Departmental undergraduate student enrollment increased again this past fall, for the sixth consecutive year.

Department Spotlight



JAMEY MENARD

One of the key faces in the Department of Agricultural and Resource Economics is Jamey Menard. Jamey is a research associate who works with Dr. Kim Jensen and Dr. Burt English. What does he do? Jamey says that is the beauty of his job: lots of variety. One day he may be working with a GIS data system and the next day doing a study that uses IMPLAN (Impact Analysis for Planning) to conduct economic impacts of an agriculture or forestry investment in Tennessee. His current work includes a study of the impacts of occasional flooding on agriculture lands below the Pickwick Dam, an analysis of the socioeconomic impacts of the North Cumberland Wildlife Management Area, and the investment and returns associated with Tennessee Agricultural Enhancement Program activities through the Tennessee Department of Agriculture. The biggest project will be the recent grant made to the department under the Integrated Biomass Supply System (IBSS)

program. Jamey says it is a good time to be associated with research in the ag bioenergy field.

Dr. Jensen says, "Jamey Menard is a key 'go-to' research resource for our department, focusing on economic impact analysis for many facets of Tennessee and U.S. agriculture. He is an invaluable part of both the BEAG and AIM-AG Research Teams."

Jamey graduated from UT in Plant and Soil Science in 1979. He completed a master's program in Ag Econ in 1986. He has worked with the Natural Resource Conservation Service (NRCS), the Foreign Agriculture Service (FAS) in Washington D.C., TVA as a mineral economist, and Oak Ridge Associated Universities (ORAU) as a project manager. He returned to UT in 1999 as a research associate.

Jamey's motto: Take whatever life throws at you and make the best of it.

Career Fair Opens Doors

One way many of the students find summer internships and full-time positions is by attending the annual College of Agricultural Sciences and Natural Resources Career Fair. Held in October, the fair attracted more than 30 companies and agencies. Dr. John Riley, who serves at the placement coordinator for the department, says he has not seen the enthusiasm for making new hires in the last few years as was exhibited this year. Some companies had multiple positions open with beginning salaries up from last year.



Alumni Spotlight

It's been just few years since Danny Terry sat in a classroom in Morgan Hall as a doctoral student. Now, he is on the opposite side of the podium, teaching students at Western Illinois University in Macomb, Ill., where he has been guiding students since 1995. He has a full plate at WIU, teaching environmental economics, sales, success strategies, and a first-year studies course. Danny has received numerous teaching awards through the years and served as the president for the North American Colleges & Teachers of Agriculture Association (NACTA) in 2001-2002. While Danny served as chair of the department at WIU (a position that rotates among the faculty) for a number of years, in 2003 he stepped back into teaching full time.

Even with his full plate in the classroom, Danny finds time to carry on the volunteer spirit by working with end of life patients in hospice. His carrying on the volunteer spirit is not too surprising: while working on his Ph.D. in the department in the mid-1980s, he served as a Big Brother.



DR. DANNY TERRY

He still keeps in touch with his little brother, who is now 35 years old.

Back when Danny was working on his Ph.D., which he completed in 1985, he was co-chaired by Drs. John Brooker and David Eastwood. Danny believes getting the Ph.D. was the key to opening the door of teaching students in a higher education program, but the skills he learned in the program were critical to his success once the door was opened. One of things Danny enjoys most about working with students is to help them develop their goals and

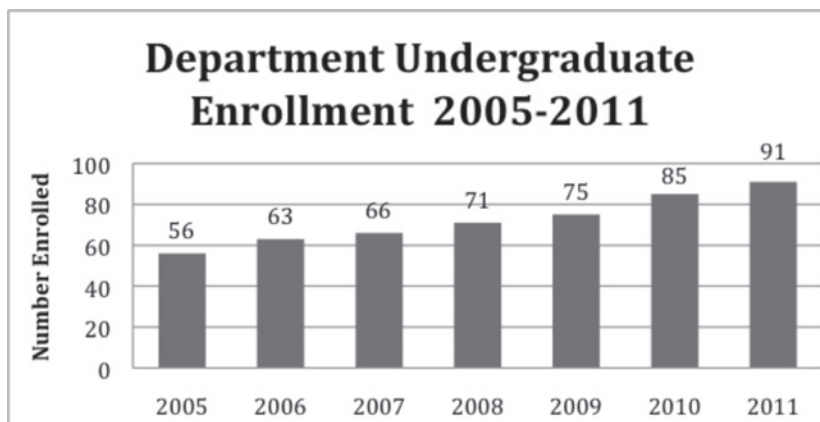
dreams as young professionals and hone their skills to achieve these goals. His advice for graduates: find a career you are passionate about and pursue that passion. He says working with students is a little like the fountain of youth and helps keep him feeling young.

Danny enjoyed the camaraderie of working with other graduate students in classes and the fun extracurricular activities. One activity he still laughs about was the graduate students fishing for carp in Third Creek between "main" and "ag" campuses. The students liked to build the fishing trips up as "official graduate student fishing tournaments." He still keeps in touch with a number of his classmates and enjoys sharing some of the fun memories with them. Danny also fondly remembers going to the 1982 World's Fair when it was here, quite a unique experience for a graduate student.

As Danny's blood still runs orange, he never misses a UT football game. His drive from Illinois to Knoxville is 11 hours! That's a pretty committed Volunteer.

More Undergraduates Choose Ag Econ

Enrollment numbers for departmental undergraduate majors continue to increase, rising from just 56 in 2005 to 91 in 2011. Many of the majors transfer into the department as opposed to starting as freshmen. Graduate student numbers remain relatively stable, with 24 students enrolled at the beginning of the fall 2011 semester. The department's goal is to reach 120 students.



Graduate Student Profile

BY OLGA KHALIUKOVA

There are many interesting and outstanding graduate students in the Department of Agricultural and Recourse Economics. Carey Wolanin, from Detroit, Mich., (B.S. Tennessee Tech), a first-year graduate student and research assistant, talks about her passion for horses.

Q: Carey, why and when did you start to ride horses?

A: My first time on a horse was when I was around 7 years old (1994). My family and I lived in Detroit, Mich., at the time, and, to ride a horse, we had to drive about an hour and a half to a place in Armada, Mich., called Sundown Stables. I was put up on a huge, black leopard Appaloosa named Cookie. He was evil; I fell off; and thus began my love for horses.

Q: Do you remember your first ride? Share your memories.

A: The above, is a short story to this question. The longer version goes something like this: Cookie didn't like me. Cookie took me under every low-hanging branch he could find; he rubbed my legs up against every tree there was (even though the path was wide enough for a car to drive on), and then he took off like a racehorse when he caught sight of the barn near the end of our ride. Unfortunately, that fast pace was more than I could handle. I woke up on the ground flat on my back with my dad standing over me praying, "Take me, not her! Linda [my mom] is going to kill me!" After checking to make sure I was fine, my dad put me up on his horse, Moose, and we (my sister, dad, and I) started back towards the barn.

I suffered a concussion that day, but, like I mentioned already, that day began my love affair with horses.

Q: Tell us about your favorite horse.

A: I don't have a favorite horse. I cannot choose between the many different horses I have worked with in the past. On the flip side, I have never found a horse I didn't like. I always found something good in every horse I came across. They all have unique personalities, and I loved all of them for different reasons.

Q: Have you ever participated in any kind of competitions? Racings?



A: I have done a little showing, all in Western style. I have never competitively raced, but there is nothing better to be out in an open field, and just let the horse you are on go at breakneck speed.

Q: Are you planning to work with horses after graduation?

A: I always want to work with horses. There is nothing better than being out in the barn! I can hardly wait to have a horse of my own in the future.

The University of Tennessee
**Department of Agricultural and
Resource Economics**
2621 Morgan Circle
302 Morgan Hall
Knoxville, TN 37996-4518

Non-Profit Org.
US Postage

PAID

Permit No. 481
Knoxville, TN

Econogram Committee: John Riley, Harwood Schaffer, Kim Jensen, Chris Boyer, Olga Khaliukova, Mark Clark, Design and Layout by Kim Stallings, Edited by April Moore, Illustration by Daniel Hughs

12-0084 E11-1125-00-005-12 1.4M 2/12

The University of Tennessee is an EEO/AA/Title VI/Title IX/Section 504/ADA/ADEA institution in the provision of its education and employment programs and services.



Across the nation, approximately 1 graduate out of every 10 from public universities chooses to make an annual financial contribution to his or her alma mater. We hope you take pride in being an alumnus, alumna or friend of one of the first Agricultural and Resource Economics Departments in the United States. We also hope you know how helpful your gifts are. Please consider making a gift to support the department in 2012. You may designate your gift to any existing fund or support our general fund highlighted below. Thanks for your time, interest and loyalty.

The Agricultural and Resource Economics Department Support Fund is the general support fund for the department. It is typically used to address the areas of greatest need within the department including scholarships to deserving students and/or supplemental funding for student participation in various conferences and competitions.

You can make a gift online by going to <http://economics.ag.utk.edu> and clicking on "Support Our Programs" in the left column. Or, you can mail checks to

Agricultural and Resource Economics
302 Morgan Hall
2621 Morgan Circle
Knoxville, TN 37996-4518

Thanks again for your support!