

A. BLAKE BROWN

Hugh C. Kiger Professor

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Education Ph.D. Economics with minor in Statistics. North Carolina State University, 1991.
 M.S. Agricultural Economics with minor in Statistics. North Carolina State University, 1984.
 B.S. Animal Science. North Carolina State University, 1982.

Professional Experience

May 2019 – Present Professor with tenure. Department of Agricultural and Resource Economics with responsibility for policy and farm management for tobacco and peanuts.

Aug 2018 - May 2019 Senior Economist, Council of Economic Advisors-Executive Office of the President of the United States Assigned to CEA for academic year 2018/19 with focus on agricultural economics

Jan. 2014- June 2018 Professor with tenure and Director NC Tobacco Trust Fund Commission Agricultural Leadership Development Program plus policy and farm management for tobacco and peanuts.

May 2009 – 2014 Professor with tenure. Department of Agricultural and Resource Economics, Responsible for value-added programs; the NC Value-Added Cost Share Program and the NCSU Rural Cooperative Development Program plus policy and farm management for tobacco and peanuts.

Aug. 2002 - Apr 2005 Professor with tenure. Department of Agricultural and Resource Economics, North Carolina State University. Extension (80%) and research (20%) appointment with responsibility for agricultural policy and farm management for tobacco, peanuts, and cotton.

Aug. 1997 - May, 2002 Associate Professor with tenure. Department of Agricultural and Resource Economics, North Carolina State University. Extension (80%) and research (20%) appointment with responsibility for agricultural policy and farm management for tobacco, peanuts, and cotton.

Aug. 1991- May 1997 Assistant Professor, Extension Economist. Department of Agricultural and Resource Economics, North Carolina State University. Extension (80%) and research (20%) appointment with responsibility for agricultural policy and farm management for tobacco and peanuts.

Jan. 1990- Aug. 1991 Research Assistant. Department of Agricultural and Resource Economics, North Carolina State University. Conduct research in applied bio-economics and optimal control models.

Sept. 1989- Dec. 1989 Teaching Assistant. Department of Economics and Business, North Carolina State University. Assisted with farm management class.

Dec. 1985- Area Specialized Agent, Farm Business Management. North Carolina Agricultural Extension

- Aug. 1988 Service. Provided individual consultation and developed educational programs on business management for farmers and agribusinesses. In service training in FINPAK, N.C. Farm Business Management System (St. Joseph Data Service, Inc.), and real estate appraisal. Graduate course work in long range business planning (NC State Univ.) and financial management (Duke Fuqua School of Business).
- May 1984-
Nov. 1985 Assistant Agricultural Extension Agent. North Carolina Agricultural Extension Service. Provided individual consultation and developed educational programs in the areas of farm management, livestock and forage crops. In service training in Swine, Beef Cattle, and Forage Crops management and Hedging and Agricultural Options.
- Aug. 1982-
May 1984 Research Assistant. Department of Economics and Business, North Carolina State University. Developed biological and economic model of genetic improvement in beef cattle.

Research Focus

U.S. Agriculture Policy
 Economic impacts of regulations on the tobacco sector.
 Impacts of non-combustible tobacco products on demand for tobacco.
 Farm Bill implications for Virginia type peanuts

Extension Focus

U.S. Agriculture Policy
 Executive Farm Management Program for large farms
 Develop and implement educational programs on the situation and outlook for tobacco
 Develop and implement educational programs on the situation and outlook for peanuts
 Provide timely and pertinent economic analyses to stakeholders

Awards and Distinctions

Hugh C. Kiger Professor 1997-present
 Selected in 2016 as one of the Farm Credit Fresh Perspectives top 100 leaders in US Agriculture
 2010 Faculty Resource Development Award. College of Agriculture and Life Sciences, NCSU.
 Distinguished Extension Program Team Award. 2006. American Agricultural Economics Association
 Distinguished Extension Program Team Award. 2006. Southern Agricultural Economics Association.
 2005 Search for Excellence Award. NC Cooperative Extension Service.
 2000 Search for Excellence Award. NC Cooperative Extension Service
 1999 President's Award, Tobacco Growers Association of North Carolina
 Tobacco Merchant's Association 1999-2000 Award for Tobacco Economics
 Hugh Kiger Faculty Award for Excellence in Extension and Research, 1995 and 1996

Refereed Journal Articles

- Brown, A.B., R.R. Rucker and W.N. Thurman. "The End of the Federal Tobacco Program: Economic Impacts of the Deregulation of U.S. Tobacco Production." *Review of Agricultural Economics* 29(2007):635-655.
- Rezitis, A.N., A. B. Brown and W.E. Foster. "Dynamic Factor Demands for US Cigarette Manufacturing Under Rational Expectations." *Applied Economics* 33 (2001): 1301-1311.
- Cheney, L. M., A.B. Brown, T. Yamano, and M. Masterovsky. "Issues of Demand Specification and Industry Structure in Turkeys and Broiler Chickens." *Journal of Agricultural and Applied Economics* 33(2001): 25-34.

- Brown, A.B., W.M. Snell, and K.H. Tiller. "The Changing Political Environment for Tobacco – Implications for Southern Tobacco Farmers, Rural Economies, Taxpayers and Consumers." Journal of Agricultural and Applied Economics 31(1999): 291-308.
- Rezitis, A.N. and A. B. Brown. "Pass-Through of Exchange Rates and Tariffs in Greek-U.S. Tobacco Trade." Agricultural Economics 21 (1999): 269-277.
- Rezitis, A.N., W.E. Foster and A.B. Brown. "A Cost Function Approach to Dynamic Duality: An Application to the U.S. Cigarette Manufacturing Industry." Journal of Agricultural Economics 50(1): 106-123. January, 1999.
- Rezitis, A.N., A. B. Brown and W.E. Foster. "Adjustment Costs and Dynamic Factor Demands for U.S. Cigarette Manufacturing." Agricultural Economics 18(1998): 217-231.
- Beghin, J.C., A. B. Brown and H. Zaini. "Impact of Domestic Content Requirement on the U.S. Tobacco and Cigarette Industries." Agricultural Economics 15(1997): 201-212.
- Brown, A. B. and L. L. Martin. "Price versus Quota Reductions: U.S. Flue-Cured Tobacco Policy." Journal of Agricultural and Applied Economics 28(2):445-452. 1996.
- Martin, L.L. and A.B. Brown. "Economic Impacts in North Carolina of a Peanut Support Price Reduction." Journal of Agribusiness 14(1996):95-108.
- Brown, A. B. and L. L. Martin. "Stabilizing the National Flue-Cured Tobacco Quota." Tobacco Science 40(2):69-73. 1996.
- Brown, A. B. "Cigarette Taxes and Smoking Restrictions: Impacts and Policy Implications." American Journal of Agricultural Economics 77(1995): 946-951.
- Brown, A. B. "Segmentation of the Market for U.S. Flue-Cured Tobacco." Tobacco Science 39(4): 125-129. 1995.
- Brown, A. B. and P. R. Johnson. "A Feasibility Study of the Grade Collection by USDA Graders in U.S. Flue-Cured Tobacco Auction Warehouses." Tobacco Science 38(1994):86-89.

Published Abstracts, Conference Proceedings, and Invited Papers

- Brown, A.B., G. Frisvold, K. Paxton, and J. Reeves. "US Cotton Producers-Past, Present, and Future, Evidence from the 1997 and 2002 Census of Agriculture." Selected Poster. SAEA 2006 Annual Meeting, Orlando, FL.
- Brown, A.B. and J. Reeves. "A Recent History of UNR Cotton Production." Selected Poster, 2003 Beltwide Cotton Conference. Nashville, TN.
- Chvosta, J., W.N. Thurman, and A.B. Brown. "Economic Effects of Considered Federal Peanut Policy." Proceedings of the 2002 American Peanut Research and Education Society.
- Brown, AB, Z. Denaux, A. Wossink, and G. Bullen. "Factors in Yield Variation among North Carolina Cotton Fields for the 2000 Crop Year." 2002 Proceedings Beltwide Cotton Conferences. National Cotton Council of America. In press.
- Wossink, A., Z. Denaux, B. Brown and G. Bullen. "Economic Comparison of Cultural Practices in North Carolina Cotton." 2002 Proceedings Beltwide Cotton Conferences. National Cotton Council of America. In press.
- Bullen, S.G., B. Brown, A. Wossink, Z. Denaux. "North Carolina Cotton Production Practices." 2002 Proceedings Beltwide Cotton Conferences. National Cotton Council of America. In press

- Bullen, S.G., A.B. Brown, and T. Pegram. "Whole Farm Analysis of Ultra Narrow Row Cotton Crop Rotations in the Southern Piedmont." 2001 Proceedings Beltwide Cotton Conferences. National Cotton Council of America. pp. 187-189. 2001.
- Bullen, S.G. and A.B. Brown. "Economic Evaluation of Ultra Narrow Row Cotton on a Whole Farm Basis." 2000 Proceedings Beltwide Cotton Conferences. National Cotton Council of America. pp. 287-289. 2000.
- Vukina T. and A.B. Brown. "Economic Implications of the Introduction of Contracts in the Production of Flue-Cured Tobacco." Presented paper at the 2000 Tobacco Workers Conference, Williamsburg, VA. January, 2000. Abstract published in Current Issues in Tobacco, The Tobacco Merchants Association, Princeton NJ. 2000.
- Brown, A.B. "Long Term Effects of an Increase in Cigarette Prices with and without a Tobacco Program." Recent Advances in Tobacco Science 24: 107-119.
- Brown, A.B. "Farm Level Effects of an Increase in Federal Excise Taxes under Two Scenarios: Keep vs. Eliminate the Tobacco Program." Agricultural Outlook Forum '98 Proceedings, USDA. pp. 267-271. 1998.
- Brown, A.B., T.L. Cole, and J. Alphin. "Ultra Narrow Row Cotton: Economic Evaluation of 1996 BASF Field Plots." 1998 Proceedings Beltwide Cotton Conferences. National Cotton Council of America. pp. 88-91. 1998.
- Brown, A.B. "Keep the Current Flue-Cured Tobacco Program or Create a New Program: Farm Level Effects of the Tobacco Settlement." Selected Paper, 38th Tobacco Workers' Conference, Jan. 1998. Current Issues in Tobacco, The Tobacco Merchants Association, Princeton NJ. 1998.
- Brown, A.B., A. Mishra, and A.M. Rezitis. "Analysis of Farm Workers in the United States." American Journal of Agricultural Economics 79(5)(abstract). 1997.
- Brown, A.B., W.N. Thurman, and W.C. Dugan. "Impacts of Elimination of the US Flue-Cured Tobacco Program." Selected Paper, 37th Tobacco Workers' Conference, August, 1996. Current Issues in Tobacco, The Tobacco Merchants Association, Princeton NJ. 1997.
- Zaini, H., J.C. Beghin, and A.B. Brown. "Evaluating the Effects of the U.S. Domestic Tobacco Content Requirement" Journal of Agricultural and Applied Economics 228(1996)(Abstract): 217.
- Brown, A. B. and L. L. Martin. "Specification Issues in the Demand for Turkey." American Journal of Agricultural Economics 78(5)(abstract). 1996.
- Brown, A.B., W.N. Thurman, and W. Dugan "Impacts of Elimination of the U.S. Flue-Cured Tobacco Program." The Proceedings of the 37th Tobacco Worker's Conference, Hamilton, Ontario. P.35 (abstract). 1996.
- Brown, A.B. and W.M. Snell. "Burley and Flue-Cured Tobacco Situation and Outlook." 1995 Southern Regional Outlook Conference, Atlanta, Georgia. October 3, 1995.
- Zaini, H., J.C. Beghin, and A.B. Brown. "Incentive for Compliance with the Domestic Content Policy for U.S. Cigarette Production." Journal of Agricultural and Applied Economics 27(1995)(Abstract): 324.
- Brown, A. B. "Future of the Tobacco and Peanut Programs." U.S. Department of Agriculture Agricultural Outlook Forum Proceedings pp. 280-83. 1995.
- Brown, A. B. "U.S. Tobacco Policy: Situation and Outlook." Invited paper at Agritab '94, Citta di Castello, Italy. October 1, 1994.

- Snell, W. M. and A. B. Brown. "U. S. Tobacco Situation and Outlook." 1994 Southern Regional Outlook Conference, Atlanta, Georgia. September 27, 1994.
- Brown, A. B. "Cartel Incentives and Transferrable Production Rights." American Journal of Agricultural Economics 76(1994)(Abstract): 1267.
- Rezitis, A., W. Foster, and A. B. Brown. "Adjustment Costs and Factor Demands in U.S. Cigarette Manufacturing." American Journal of Agricultural Economics 76(1994) (Abstract): 1253.
- Brown, A. B. "Is a Two-Tier Pricing Policy for U.S.-Produced Tobacco Feasible?" Presented Paper, Tobacco Marketing Cost Study Committee, 1994. Papers on the Marketing of U.S. Produced Tobacco: Seventh Workproduct pp. 52-57. February, 1995.
- Brown, A.B. "Market Segmentation in the Tobacco Market." Selected Paper, 36th Tobacco Workers' Conference, Jan. 1995. Current Issues in Tobacco, The Tobacco Merchants Association, Princeton NJ 1995.
- Brown, A.B. "Factors Affecting the Optimum Level of the National Flue-Cured Tobacco Quota." Selected Paper, 35th Tobacco Workers' Conference, Jan. 1993. Current Issues in Tobacco, The Tobacco Merchants Association, Princeton NJ. 1993.
- Brown, A. B. and P. R. Johnson. "A Feasibility Study of the Grade Collection by USDA Graders in U.S. Flue-Cured Tobacco Auction Warehouses." Selected Paper, 35th Tobacco Workers' Conference, Jan. 1993. Current Issues in Tobacco, The Tobacco Merchants Association, Princeton NJ. 1993.
- Mafuyai, M., R. Robbins, A.B. Brown, and E.P. Ekanem. "Impacts of Tobacco Policy Legislations on the United States and World Economy." Poster Session. International Association of Agricultural Economists Conference, Harawe, Zimbabwe. August 1994.
- Brown A. B. and T. Johnson. "The Use of S-Systems in the Optimal Control of a Biological System." Invited paper at the Second S-System Symposium, August 27-28, 1992. Tampa, Florida.
- Shirley, W. D., M. C. Lamb, F. D. Mills, Jr., and A.B. Brown. "Regional Peanut Production Costs." Invited Paper, American Peanut Research and Education Society, July 1992. Norfolk, Virginia.

Extension Publications

- Brown, A.B. "2017 Outlook and Situation." 2017 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-2, December 2016.
- Brown, A. B. and W.M. Snell. "U.S. Tobacco Outlook and Situation." Flue-Cured Tobacco, 2017 Information, North Carolina Cooperative Extension Service Publication, AG-187:1-7, December, 2016.
- Brown, A.B. "2016 Outlook and Situation." 2016 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-2, December 2015.
- Brown, A. B. and W.M. Snell. "U.S. Tobacco Outlook and Situation." Flue-Cured Tobacco, 2016 Information, North Carolina Cooperative Extension Service Publication, AG-187:1-7, December, 2015.
- Brown, A.B. "2014 Outlook and Situation." 2015 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2015.

- Brown, A. B. and W.M. Snell. "U.S. Tobacco Outlook and Situation." Flue-Cured Tobacco, 2015 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, December, 2014.
- Brown, A.B. "2014 Outlook and Situation." 2014 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2014.
- Brown, A. B. and W.M. Snell. "U.S. Tobacco Outlook and Situation." Flue-Cured Tobacco, 2014 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, December, 2013.
- Brown, A.B. "2013 Outlook and Situation." 2013 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2013.
- Brown, A. B. and W.M. Snell. "U.S. Tobacco Outlook and Situation." Flue-Cured Tobacco, 2013 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, December, 2012.
- Brown, A.B. "2012 Outlook and Situation." 2012 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2012.
- Brown, A. B. and W.M. Snell. "U.S. Tobacco Outlook and Situation." Flue-Cured Tobacco, 2012 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, December, 2011.
- Brown, A.B. "2011 Outlook and Situation." 2011 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2011.
- Brown, A. B. and W.M. Snell. "U.S. Tobacco Outlook and Situation." Flue-Cured Tobacco, 2011 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, December, 2010.
- Brown, A.B. "2010 Outlook and Situation." 2010 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2010.
- Brown, A. B. and W.M. Snell. "U.S. Tobacco Outlook and Situation." Flue-Cured Tobacco, 2010 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, December, 2009.
- Brown, A. B. and W.M. Snell. "U.S. Tobacco Outlook and Situation." Burley Tobacco, 2010 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 2010.
- Brown, A.B. "2010 Outlook and Situation." 2010 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2010.
- Brown, A. B. and W.M. Snell. "U.S. Tobacco Outlook and Situation." Flue-Cured Tobacco, 2010 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, December, 2009.
- Brown, A. B. "2009 Outlook and Situation." Burley Tobacco, 2009 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 2008.
- Brown, A.B. "2009 Outlook and Situation." 2009 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2009.
- Brown, A. B. "2009 Outlook and Situation." Flue-Cured Tobacco, 2009 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, December, 2008.
- Brown, A. B. "2008 Outlook and Situation." Burley Tobacco, 2008 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 2008.

- Brown, A.B. "2008 Outlook and Situation." 2008 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2008.
- Brown, A. B. "2008 Outlook and Situation." Flue-Cured Tobacco, 2008 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 2007.
- Brown, A. B. "2007 Outlook and Situation." Burley Tobacco, 2007 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 2007.
- Brown, A.B. "2007 Outlook and Situation." 2007 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2007.
- Brown, A.B. "Cotton Situation." 2007 Cotton Information, North Carolina Cooperative Extension Service Publication, AG-417:1-5, January, 2007.
- Brown, A. B. "2007 Outlook and Situation." Flue-Cured Tobacco, 2007 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 2006.
- Brown, A. B. "2006 Outlook and Situation." Burley Tobacco, 2006 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 2006.
- Brown, A.B. "2006 Outlook and Situation." 2006 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2006.
- Brown, A.B. "Cotton Situation." 2006 Cotton Information, North Carolina Cooperative Extension Service Publication, AG-417:1-5, January, 2006.
- Brown, A. B. "2006 Outlook and Situation." Flue-Cured Tobacco, 2006 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 2005.
- Brown, A. B. "2005 Outlook and Situation." Burley Tobacco, 2005 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 2005.
- Brown, A.B. "2005 Outlook and Situation." 2005 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2005.
- Brown, A.B. "Cotton Situation." 2005 Cotton Information, North Carolina Cooperative Extension Service Publication, AG-417:1-5, January, 2005.
- Brown, A. B. "2006 Outlook and Situation." Flue-Cured Tobacco, 2006 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 2005.
- Brown, A. B. "2004 Outlook and Situation." Burley Tobacco, 2004 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 2004.
- Brown, A.B. "2004 Outlook and Situation." 2004 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 2004.
- Brown, A.B. "Cotton Situation." 2004 Cotton Information, North Carolina Cooperative Extension Service Publication, AG-417:1-5, January, 2004.

- Brown, A. B. "2005 Outlook and Situation." Flue-Cured Tobacco, 2005 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 2004.
- Brown, A. B. "2003 Outlook and Situation." Flue-Cured Tobacco, 2003 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 2002.
- Brown, A. B. "2003 Outlook and Situation." Burley Tobacco, 2003 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 2003.
- Brown, A.B. "2003 Outlook and Situation." 2003 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-3, January, 2003.
- Brown, A.B. "Cotton Situation." 2003 Cotton Information, North Carolina Cooperative Extension Service Publication, AG-417:1-6. January, 2003.
- Brown, A. B. "2002 Outlook and Situation." Flue-Cured Tobacco, 2002 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, January 2002.
- Brown, A. B. "2002 Outlook and Situation." Burley Tobacco, 2002 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 2002.
- Brown, A.B. "2002 Outlook and Situation." 2002 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-3, January, 2002.
- Brown, A.B. "Cotton Situation." 2002 Cotton Information, North Carolina Cooperative Extension Service Publication, AG-417:1-6. January, 2002.
- Brown, A. B. "2001 Outlook and Situation." Flue-Cured Tobacco, 2001 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, January 2001.
- Brown, A. B. "2001 Outlook and Situation." Burley Tobacco, 2001 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 2001.
- Brown, A.B. "2001 Outlook and Situation." 2001 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-3, January, 2001.
- Brown, A.B. "Cotton Situation." 2001 Cotton Information, North Carolina Cooperative Extension Service Publication, AG-417:1-6. January, 2001.
- Brown, A. B. "2000 Outlook and Situation." Flue-Cured Tobacco, 2000 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 1999.
- Brown, A. B. "2000 Outlook and Situation." Burley Tobacco, 2000 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 2000.
- Brown, A.B. "2000 Outlook and Situation." 2000 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-3, January, 2000.
- Brown, A.B. "Cotton Situation." 2000 Cotton Information, North Carolina Cooperative Extension Service Publication, AG-417:1-3. January, 2000.
- Brown, A. B. "1999 Outlook and Situation." Flue-Cured Tobacco, 1999 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 1998.

- Brown, A. B. "1999 Outlook and Situation." Burley Tobacco, 1999 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 1999.
- Brown, A.B. "1999 Outlook and Situation." 1999 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-3, January, 1999.
- Brown, A.B. "Cotton Situation." 1999 Cotton Information, North Carolina Cooperative Extension Service Publication, AG-417:1-6. January, 1999.
- Brown, A. B. "1998 Outlook and Situation." Flue-Cured Tobacco, 1998 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 1997.
- Brown, A. B. "1998 Outlook and Situation." Burley Tobacco, 1998 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 1998.
- Brown, A.B. "1998 Outlook and Situation." 1998 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 1998.
- Brown, A.B. "Cotton Situation." 1998 Cotton Information, North Carolina Cooperative Extension Service Publication, AG-417:1-3. January, 1998.
- Brown, A. B. "1997 Outlook and Situation." Flue-Cured Tobacco, 1997 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 1996.
- Brown, A. B. "1997 Outlook and Situation." Burley Tobacco, 1997 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, January, 1997.
- Brown, A.B. "1997 Outlook and Situation." 1997 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, January, 1997.
- Brown, A.B. "Cotton Situation." 1997 Cotton Information, North Carolina Cooperative Extension Service Publication, AG-417:1-3. January, 1997.
- Lychak, T. L. and A. B. Brown. "The Cost of Tobacco Transplant Production in Greenhouses." North Carolina Cooperative Extension Service Publication, AG-488-5, February, 1995.
- Brown, A. B. "Managing Tobacco Produced in Excess of Quota." North Carolina Cooperative Extension Service Publication, AG-490, April, 1994.
- Brown, A. B. "1996 Outlook and Situation." Flue-Cured Tobacco, 1996 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 1995.
- Brown, A. B. "1996 Outlook and Situation." Burley Tobacco, 1996 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, December, 1995.
- Brown, A.B. "1996 Outlook and Situation." 1996 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, December, 1995.
- Brown, A.B. "1996 Outlook and Situation." 1996 Cotton Information, North Carolina Cooperative Extension Service Publication, AG-417:1. January, 1996.

- Brown, A. B. "1995 Outlook and Situation." Flue-Cured Tobacco, 1995 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 1994.¹⁰
- Brown, A. B. "1995 Outlook and Situation." Burley Tobacco, 1995 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, December, 1994.
- Brown, A.B. "1995 Outlook and Situation." 1995 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, December, 1994.
- Brown, A. B. "1994 Outlook and Situation." Flue-Cured Tobacco, 1994 Information, North Carolina Cooperative Extension Service Publication, AG-187: 1-5, December, 1993.
- Brown, A. B. "1994 Outlook and Situation." Burley Tobacco, 1994 Information, North Carolina Cooperative Extension Service Publication, AG-376:1-5, December, 1993.
- Brown, A.B. "1994 Outlook and Situation." 1994 Peanut Information, North Carolina Cooperative Extension Service Publication, AG-331:1-4, December, 1993.
- Brown, A. B. "1993 Outlook and Situation." Flue-Cured Tobacco, 1993 Information, North Carolina Cooperative Extension Service, AG-187:1-4, November, 1992.
- Brown, A. B. "1993 Outlook and Situation." Burley Tobacco, 1993 Information, North Carolina Cooperative Extension Service, AG-376:1-7, January, 1993.
- Brown, A. B. "1993 Outlook and Situation." Peanuts, 1993 Information, North Carolina Cooperative Extension Service, AG-331:1-6, January, 1993.
- Brown, A. B. "1992 Outlook and Situation." Flue-Cured Tobacco, 1992 Information, North Carolina Cooperative Extension Service, AG-187:1-4, November, 1991.
- Brown, A.B. "1992 Outlook and Situation." Burley Tobacco, 1992 Information, North Carolina Cooperative Extension Service, AG-376:1-7, January 1992.
- Brown, A. B. "Changes in the Burley Tobacco Program." Burley Tobacco, 1992 Information, North Carolina Cooperative Extension Service, AG-376:1-7, January 1992.
- Brown, A. B. "1992 Outlook and Situation." Peanuts, 1992 Information, North Carolina Cooperative Extension Service, AG-376:1-3, January, 1992.

Other Publications

- "The End of the Tobacco Transition Payment Program." November 14, 2013. www.tobaccogrowerportal.org.
- "North Carolina Farm Land Prices." April 8, 2013.
- "Part-time Farmers Make a Difference in N.C." July/August 2009. *Value-Added & Alternative Agriculture Newsletter*. Plants for Human Health.
- "The Changing Face of NC Agriculture." February, 2008. *Value-Added & Alternative Agriculture Newsletter*. Plants for Human Health.

- “NC Impacts of an Increase in the Excise Tax on Cigarettes.” March, 2009. Prepared at the request of the NC Commissioner of Agriculture and farm organizations. Used by farm organizations, legislative offices and widely disseminated in the popular press.
- “Potential Impacts of an Increase in the Federal Excise Tax on Cigarettes.” July, 2007. Prepared at the request of the NC Commissioner of Agriculture. Used by farm organizations, legislative offices and widely disseminated in the popular press.
- Brown, A.B. “North Carolina’s Changing Agriculture.” NC State Economist. September, 2006.
- Brown, A.B. “Virginia Type Peanuts: Situation and Outlook.” December 19, 2005. Distributed to extension agents and the North Carolina Peanut Growers Association.
- Brown, A.B. “The U.S. Cotton and Peanut Programs.” NC State Economist. September, 2002.
- Brown, A.B. and J. Perry. “The Impact of the Master Settlement Agreement on North Carolina: An Economic study for the North Carolina Tobacco Trust Fund Commission.” June 11, 2002.
- “Impact of (proprietary technology) on the World Cotton Sector: Report to Monsanto.” Confidential report on potential impacts of a proprietary technology on world cotton markets. June 21, 2001.
- “The Future of Agriculture in North America.” The Edge: Monsanto Journal of Agribusiness and Technology 4(2):16-18. Fall/Winter 2000.
- Brown, A.B. and T. Vukina. “The Emergence of Tobacco Contracts: What Should North Carolina Farmers Expect?” NC State Economist. September/October 2000.
- Beacham, C., A.B. Brown, and M.L. Walden. “The Impact of the 1998 Tobacco Settlement on the North Carolina Economy.” Technical Report No. 104, N.C. Rural Economic Development Center. August, 2000.
- Brown, A.B. “Decoupling of Phase II Grower Payments.” Report requested by Governor Hunt for the Phase II Board of Directors. April 11, 2000.
- Brown, A.B. “Farm Level Impacts of the “Tobacco Products Control Act of 1998” Unpublished Manuscript distributed to Governor’s office, Congressional staffs, farm leadership, and extension agents. Also posted at departmental web site. April, 1998.
- Brown, A. B. and M.L. Walden “Tobacco Products Control Act of 1998:” Impact on the North Carolina Economy.” Unpublished manuscript. Study completed at request of Governor’s office. Distributed to Governor’s office, Congressional staffs, farm leadership, and extension agents. Also posted at departmental web site. April, 1998.
- Brown, A.B. “The Effect of Cigarette Price on Cigarette Consumption: A Partial Summary of Research Findings.” Unpublished Manuscript distributed to Governor’s office, Congressional staffs, farm leadership, and extension agents. Also posted at departmental web site. February, 1998.
- Brown, A.B. “1998 Flue-Cured Season and Implications for the 1999 Quota.” Unpublished Manuscript distributed to Congressional staffs, farm leadership, and extension agents. Also posted at departmental web site. April, 1998.
- Brown, A.B. IMPLICATIONS OF ELIMINATION OF THE US FLUE-CURED TOBACCO PROGRAM, HEARING BEFORE THE UNITED STATES SENATE COMMITTEE ON AGRICULTURE, NUTRITION, AND FORESTRY. September 18, 1997. In press, US Government Printing Office.

- Brown, A.B. "Managing Tobacco Quota." Southeast Farm Press 23(7):27,44. April 3, 1996.
- Brown, A.B. "Flue-Cured Tobacco: Four Decades of Change." NC State Economist. July, 1995.
- Brown, A. B. and P. R. Johnson. "A Feasibility Study of the Grade Collection by USDA Graders in U.S. Flue-Cured Tobacco Auction Warehouses: Phase II." Final Report to USDA-CFSA and USDA-AMS. January, 1995.
- Brown, A.B. and W.N. Thurman. "A Summary of the Effects of GATT on the Market for U.S. Peanuts." Fact Sheet distributed to extension agents, farmers and industry. September, 1994.
- Brown, A.B. OUTLOOK FOR THE TOBACCO MARKET AND FLUE-CURED TOBACCO PROGRAM, HEARING BEFORE THE SUBCOMMITTEE ON SPECIALTY CROPS AND NATURAL RESOURCES OF THE COMMITTEE ON AGRICULTURE, HOUSE OF REPRESENTATIVES, ONE HUNDRED THIRD CONGRESS, FEBRUARY 21, 1994, LUMBERTON, NC. U.S. Government Printing Office Serial No. 103-55, pp. 52-93.
- Brown, A.B. "1994 Flue-Cured Tobacco Outlook and Situation." Unpublished manuscript distributed to extension agents, farmers, industry, and farm press. February 17, 1994.
- Brown, A.B. "Tobacco: Now and Into the Future." The Tobacco Grower 11(3): 1,6. September 1994.
- Snell, W. M., A. B. Brown, and R. W. Sutton. "Tobacco Policy: 1995 Farm Bill Policy Options and Consequences." Fact Sheets on Policy Options and Consequences for the 1995 Farm Bill National Public Policy Educational Committee and Department of Agricultural and Resource Economics, North Carolina State University, 1994.
- Beghin, J. C. and A. B. Brown. "Domestic Content Policies: United States versus Australia." The Flue-Cured Tobacco Farmer, 31(1): 6-7, January, 1994.
- Brown, A. B. "NAFTA Sets Import Limits for Peanuts." Southeast Farm Press, 19(23):16, December 2, 1992.
- Brown, A. B. "Know Your Production Costs." Virginia-Carolina Peanut News, 39(2):17, Summer 1992.
- Yelverton, F., and A. B. Brown. "MH Residues Impacting Leaf Buying Patterns." Southeast Farm Press, 19(12):3, June 17, 1992.
- Brown, A. B. "Tobacco: Contribution to the North Carolina Economy." N.C. State Economist. June, 1993.
- Brown, A. B. "Tobacco: The Flue-Cured Tobacco Program." N.C. State Economist. June, 1993.
- Brown, A. B. and A.M. Beals. "Choosing Between Box and Rack Bulk Curing Barns: Investment Analysis." Unpublished manuscript distributed to extension agents and industry. August, 1993.
- Ferrara, G. and A. B. Brown. "The New European Community Agricultural Policy: Tobacco." Unpublished manuscript, August, 1993.
- Brown, A. B. "Business Management." Chapter XVII in Principles of Tobacco Production. 1993. Edited and Published by W. K. Collins and S. N. Hawks, Jr. NCSU, Raleigh, NC.
- Brown, A. B. and P. R. Johnson. "A Feasibility Study of the Grade Collection by USDA Graders in U.S. Flue-Cured Tobacco Auction Warehouses." Final Report to USDA-ASCS and USDA-AMS. December 30, 1993.

Brown, A. B., W. D. Eickhoff, and D. C. Hoover. "Determining if Standard Units of Production Can be Derived When Piecemeal Rates Are Paid for a Mix of Barn and Crew Sizes in the Tobacco Harvest in Two North Carolina Crop Wage Reporting Areas." Final report submitted to the North Carolina Employment Security Commission and United States Department of Labor, January 29, 1993.

Brown, A. B. and T. Johnson. "Optimal Control in Turkey Feeding." Workshop Paper, Department of Agricultural and Economics, NCSU. September, 1992.

Brown, A.B. and W. D. Toussaint. "The Economic Consequences of Increasing Genetic Potential for Growth in Beef Cattle." Animal Science Departmental Report, 1984.

Advising

Co-Chair of Ph.D. Committee (with W. E. Foster) for Anthony Rezitis. "Adjustment Costs and Dynamic Factor Demand Models: An Application to the U.S. Cigarette Manufacturing Industry." Completed Ph.D. in Economics in August, 1995.

Chair of Master of Economics for Ellis Taylor. Master's Project: "Analysis of Four Cotton Marketing Strategies in Various Market Scenarios." Completed May, 2000.

Chair of Master of Science in Agricultural Economics for Wesley Dugan. "Impacts of Elimination of the U.S. Flue-Cured Tobacco Program." Completed August, 1998.

Chair of Master's Committee for Michael Stone, Completed Master of Agriculture in Agriculture and Resource Economics, August, 1995.

PhD Committee Member for Rod Gurganus (Ron Heiniger, Chair)

Ph.D. Committee member for Jan Chvosta (W.N. Thurman, ARE, Chair).

Ph.D. Committee member for Stanley Culpepper (Alan York, Crop Science, chair)

Ph.D. Committee member for Robert Borges (W.N. Thurman, Chair).

Supervisor, Jonathan Perry, Research Associate, (July 2003 – July 2003) Impacts of the MSA on the tobacco farm economy.

Supervisor, Laura Martin, Post-doctoral Research Associate (January - June, 1995) working on evaluation of policy options for the tobacco and peanut programs.

Supervisor, Anthony Rezitis, Post-doctoral Research Associate (July, 1995 - December, 1996) working on factor demand in the U.S. cigarette industry and world trade in unmanufactured tobacco.

Supervision of Undergraduate Interns: Tara Lychak, John Alphin, Jamie Boaz, John Donovan, Tammara Cole, Emily Maxwell, Chris Simms, Joshua Williamson, Donnie White, Denise Lutz.

Grants, Contracts, and Gifts

"Executive Farm Management Program Pilot for NC Sweet Potato and Tobacco Farmers" \$131,761 2017. NC Tobacco Trust Fund Commission.

“Farm Management Information for Flue-Cured Tobacco Farmers” \$15,000 2016. Tobacco Research Commission.

“Farm Management Programs for Flue-Cured Tobacco Farmers” \$4,500 2015 Tobacco Research Commission.

“E-Cigarettes and the Implications for Tobacco Farmers.” \$7,085 2014. NC Tobacco Foundation.

Rural Cooperative Development Center. \$200,000. 2014. USDA-Rural Development. With Jonathan Baros.

“Market and Production Cost Analyses for Flue-Cured Tobacco.” \$14,248. 2013. NC Tobacco Foundation.

Rural Cooperative Development Center. \$175,000. 2013. USDA-Rural Development. With Jonathan Baros.

“Economic Impact of GAPS on Tobacco” \$8,600. 2012. Altria via the NC Tobacco Foundation.

“Farm Management Information for NC Flue-Cured Producers.” \$3,600. 2012. NC Tobacco Research Commission.

NC Value-Added Cost Share Program. \$250,000. 2012-2014 NC Tobacco Trust Fund Commission

Rural Cooperative Development Center. \$225,000. 2012. USDA-Rural Development. With Rod Gurganus and Jonathan Baros.

Rural Cooperative Development Center. \$200,000. 2011. USDA-Rural Development. With Rod Gurganus.

“Tobacco Growers Information Portal.”. \$9,870. 2010. N.C. Tobacco Foundation

NC Value-Added Cost Share Program. \$155,000. 2010. NC Rural Economic Development Center.

Rural Cooperative Development Center. \$200,000. 2010. USDA-Rural Development. With Rod Gurganus and Gary Bullen.

“Farm Management Programs for NC Tobacco Farms.” \$5,300. 2009. NC Tobacco Research Commission.

One-stop-shopping for Value-Added and Alternative Agriculture. \$124,947. 2008-2009 NC Tobacco Trust Fund Commission

NC Value-Added Cost Share Program. \$1,246,430. 2008-2011 NC Tobacco Trust Fund Commission

Rural Cooperative Development Center. \$200,000. 2009. USDA-Rural Development.

“The Value-Added/Alternative Agriculture Business Toolkit.” \$50,000. AgMRC, Iowa State University.

“Tobacco Extension Support.” \$5,185. NC Tobacco Foundation. With Gary Bullen.

“Value-Added Projects for Tobacco Farmers in Transition.” \$245,000. NC Tobacco Trust Fund Commission.

“Planning a Center for Value-Added Profitability.” \$12,000. Agricultural Advancement Consortium of the North Carolina Rural Economic Development Center.

“Cost of Production in NC Tobacco” \$8,221 NC Tobacco Research Commission with Gary Bullen

“Educational Programs regarding the tobacco buyout.” \$45,000 Tobacco Growers Association of NC

“Educational programs and economic analysis on a tobacco program buyout.” \$21,922 NC Tobacco Research Commission.

- “Implementation of the New Peanut Program.” \$809 NC Peanut Growers Association.
- “Impact of a Tobacco Program Buyout.” \$27,326 NC Tobacco Research Commission. With W. Thurman.
- “Impacts of the MSA in North Carolina.” \$55,000. North Carolina Tobacco Trust Fund Commission. 2001-2002.
- “Economic Evaluation of Production Practices in Ultra-Narrow Row Cotton in Experiment Stations Trials in the Southeast.” \$7,000 Cotton Inc. with Gary Bullen. 2001.
- “Whole-farm Analysis of Conventional and Ultra-narrow Row Cotton” Cotton Inc. With Ada Wossink and Gary Bullen. \$18,400 in 2000; renewed in 2001 for \$16,000; renewed in 2002 for \$5,000.
- “Measuring and mitigating the impact of the decline of tobacco in North Carolina: farm and rural policy.” With Geoff Benson and Mitch Renkow. Subcontract with the Office of Economic Development, Kenan Institute, University of North Carolina at Chapel Hill.
- “Evaluation of Farm Business Strategies.” \$7,500 Brown and Williamson Tobacco Company via North Carolina Tobacco Foundation. 2000.
- “Unmanufactured Flue-Cured Tobacco Exports and the Export Component of the Quota Formula.” \$13,890 NC Tobacco Foundation. With Russel Lamb. 2000/2001.
- “Farm Level Effects and Strategies with Quota Declines and Potential Tobacco Program Changes.” \$6,446 NC Tobacco Research Commission. With Gary Bullen. 2000.
- “Effects of Economic Factors on Growth of US Tobacco and Tobacco Product Exports.” \$4,499 NC Tobacco Foundation. With Matt Holt. 2000/2001.
- “Cost and return comparison of cotton production with strip, no-till and conventional tillage.” \$4,000, 2000. With A. Wossink.
- “Economic Effects of the Tobacco Settlement on North Carolina.” With Mike Walden. \$25,000, 1999. NC Rural Economic Development Center.
- “Philip Morris Agricultural Leadership Development Program.” \$375,000 1999-2001. With Geoff Benson, Leon Danielson, and Chuck Moore. Philip Morris.
- “Tobacco Economic Models Update.” \$13,000, 1999. NC Tobacco Research Commission.
- Gift from Brown & Williamson Tobacco Company. \$8,000. 1999.
- “Economic Evaluation of UNR Cotton.” \$2,900, 1998-99. NC Cotton Quality Improvement Committee.
- Effects of Economic Factors on Growth of US Tobacco and Tobacco Product Exports.” With M. Holt. \$8153, 1999-2000. North Carolina Tobacco Foundation.
- Gift from BASF Corporation. \$2,500, 1998. Proceeds used in economic evaluation of ultra-narrow cotton
- “Effects of Economic Factors on Growth of US Tobacco and Tobacco Product Exports.” With M. Holt. \$8056, 1998-99. North Carolina Tobacco Foundation.
- “Policy and Farm Management Decision Analysis.” \$10,000. 1998. NC Tobacco Research Commission.
- “Farm Business Management Strategies and budgets for Flue-Cured Tobacco.” \$11,800, 1997. North Carolina Tobacco Research Commission.

"Tobacco Trade and Production Data." \$5,000, 1997. North Carolina Tobacco Research Commission. With J.C. Beghin.

"Cotton Marketing Information for North Carolina Cotton Growers." \$7,000, 1997. Cotton Quality Improvement Committee.

"Effects of Economic Factors on Growth of US Tobacco and Tobacco Product Exports." With M. Holt. \$8,571, 1997-98. North Carolina Tobacco Foundation.

"An Expanded Study of the Feasibility of a Packaging and Handling System for Cured Leaf." \$66,000, 1997. North Carolina Tobacco Research Commission. With M.D. Boyette, Bio. & Agri. Engineering, project leader.

Gift from BASF Corporation. \$6,500, 1996. Proceeds used in economic evaluation of ultra-narrow cotton.

"Economic Impact of Transgenic Herbicide- and Caterpillar- Resistant Cotton." \$14,950. Cotton Quality Improvement Committee. With Jack Bacheler, Entomology, and Alan York, Crop Science.

"A Study of the Feasibility of a Packaging and Handling System for Cured Leaf." \$86,453, 1996. North Carolina Tobacco Research Commission. Principle Investigator: Mike Boyette, Biological and Agricultural Engineering.

Gift from Standard Commercial Tobacco Company, \$45,600, 1995-96. The gift proceeds applied towards development of a model of world trade in unmanufactured flue-cured tobacco. With J.C. Beghin.

"Economic Parameters for Policy Analysis and Planning." North Carolina Tobacco Research Commission \$33,910, 1995. With W. E. Foster, and J.C. Beghin.

"Advanced Agricultural Leadership Development Program." \$350,000 With Billy Caldwell. 1995 Philip Morris.

"Economic Parameters for Policy Analysis and Planning." North Carolina Tobacco Research Commission. \$9000, 1994. With J.C. Beghin and W. E. Foster.

"Tobacco Policy Analysis for Extension Education." North Carolina Tobacco Foundation. \$4500, 1994.

"Implications of Changing Cropping Systems on Peanut Production Costs and Farm Returns in the V-C Area." The North Carolina Peanut Growers Association, \$8,000, 1993.

Equipment Funding. RJR Tobacco Research Equipment Fund, \$2,500, 1993.

"A Feasibility Study of the Grade Collection by USDA Graders in U.S. Flue-cured Tobacco Auction Warehouses: Phase II." USDA-ASCS and USDA-AMS, \$112,658, 1993, with P. R. Johnson.

"A Feasibility Study of the Grade Collection by USDA Graders in U.S. Flue-cured Tobacco Auction Warehouses." USDA-ASCS and USDA-AMS, \$92,740, 1992, with P. R. Johnson.

"Determining if Standard Units of Production Can be Derived When Piecemeal Rates are Paid for a Mix of Barn and Crew Sizes in the Tobacco Harvest in Two North Carolina Crop Wage Reporting Areas." North Carolina Employment Security Commission, \$68,125, 1992, with W. Eickhoff and D. Hoover.

"Effect of Harvest Method on Farm Profits and Leaf Quality." North Carolina Tobacco Foundation, \$5,500, 1992, with W. E. Foster and P. R. Johnson.

Professional Presentations, Workshops, Media

“Tobacco Outlook and Situation” 2016 TGANC Annual Meeting, 2016 Tobacco Associates Annual Meeting, Tobacco Day 2016, Wayne County Tobacco Meeting.

“The Future of U.S. Flue-Cured Tobacco” Tobacco Workers Conference 2016. Nashville, TN.

“Global Flue-Cured Tobacco Outlook and Situation.” Tobacco Merchant’s Association. 2016 Annual Meeting. Williamsburg, VA.

“NC Agriculture Situation and Outlook: Coping with the Downturn.” AgCarolina Annual Member Meetings.

“Tobacco Outlook and Situation” 2015 TGANC Annual Meeting, 2015 Tobacco Associates Annual Meeting, Tobacco Day 2015, Ag Carolina Producers meetings in Rocky Mount and Williamston, 2015 Tobacco Growers Short-course, Wayne County area tobacco grower meeting, Tobacco Associates US Leaf Training and Study Mission.

“Tobacco Outlook and Situation” 2014 TGANC Annual Meeting, 2014 Tobacco Associates Annual Meeting, Tobacco Day 2014, Ag Carolina Board of Directors, 2014 Tobacco Growers Short-course, Wayne County area tobacco grower meeting, Tobacco Associates US Leaf Training and Study Mission, 2014 Annual Meeting of China Tobacco International.

“NC Agricultural Economy Outlook” ALDP November Session.

“Tobacco Outlook and Situation” 2013 TGANC Annual Meeting, 2013 Tobacco Associates Annual Meeting, 2013 U.S. Tobacco Forum, SC State Tobacco Meeting, Piedmont Area Tobacco Growers Meeting, Tobacco Day 2013, U.S. Tobacco Cooperative 2013 Annual Meeting, Wilson County Tobacco Growers Meeting, Johnston County Tobacco Growers Meeting, NC Farm Bureau Tobacco Advisory Board.

“Tobacco Outlook and Situation” TGANC Annual Meeting, Tobacco Associates Annual Meeting, U.S. Tobacco Forum, SC State Tobacco Meeting, Piedmont Area Tobacco Growers Meeting, Tobacco Day 2012, Wilson County Tobacco Growers Meeting, Johnston County Tobacco Growers Meeting, NC Farm Bureau Tobacco Advisory Board, TGANC Board of Directors, Tobacco Industry Group, Extension Agent Training.

“Economic Impact of GAPs Implementation in U.S. Flue-Cured Tobacco.” Presentation at the 2012 Tobacco Workers Conference. January, 2012. Williamsburg, VA.

“NC Agriculture: Situation and Outlook.” Presentation at the January 2012 Agricultural Development Forum, the November session of the Agricultural Leadership Development Program, and the December 2012 workshop of the Horticultural and Specialty Crops Committee of the 2020 Agriculture Initiative.

“Tobacco Outlook and Situation” TGANC Annual Meeting, Tobacco Associates Annual Meeting, Tobacco Merchant’s Association Annual Meeting, U.S. Tobacco Forum, SC State Tobacco Meeting, Piedmont Area Tobacco Growers Meeting, Tobacco Day 2011, Wilson County Tobacco Growers Meeting, Pitt County Tobacco Growers Meeting, Johnston County Agribusiness Breakfast, NC Farm Bureau Tobacco Advisory Board, TGANC Board of Directors, Southern Extension Outlook Conference.

Tobacco Outlook and Situation. TGANC 2010 Annual Meeting. Tobacco Associates 2010 Annual Meeting. Multi county grower meetings in Marshall, Roxboro, Greenville, Washington, and Clinton, NC. Presentation via Eluminate for Wayne and Cumberland counties and for SC State Tobacco Growers meeting.

Oversaw development of multidisciplinary program for the value-added and alternative agricultural program at the NC Research Campus. This included the development of the NC Value-Added Cost Share Program, a

program focused on providing equipment cost share to NC agricultural producers to expand or start value-added businesses. This program provided over \$1 million in cost share to expand the NC agricultural value-added sector from 2009 to 2013. The NCSU Rural Cooperative Development effort is a part of this program providing business planning, feasibility studies and marketing plans for agricultural value-added businesses. This effort is funded with \$1.2 million from the USDA Rural Development Rural Cooperative Development Grant. ¹⁸

Tobacco Outlook and Situation. TGANC 2009 Annual Meeting, 2009 US Tobacco Forum, 2009 Tobacco Day, various multi-county tobacco grower meetings.

Tobacco Outlook and Situation. TGANC 2008 Annual Meeting. 2008 US Tobacco Forum, 2008 Tobacco Day, various multi-county tobacco grower meetings

Presentation and analyses of the potential impacts of a cigarette tax increase to the NC Commissioner of Agriculture and farm and industry leadership. July, 2007. Also prepared analyses for Senate and House legislative offices.

“Agribusiness.” *OPENnet TV*. August 28, 2007.

“Changes Down on the Farm.” WUNC Public Radio. *State of Things*. August 14, 2007.

“Use of USDA-NASS statistics by Agricultural Economists.” Annual meeting of NC Agricultural Statistics Service, May 2007.

“Tobacco Outlook and Potential Impacts of FDA Regulation.” Tobacco Associates Annual Meeting. March, 2007.
“Cotton Outlook and the Next Farm Bill.” Bertie and Martin County Cotton Producer meetings. February, 2007.

“Tobacco Outlook.” Greene County Farm Bureau meeting, October, 2006, Nash County Tobacco Producers, January, 2007, 2006 Tobacco Days, 2006, December 2006, Burley Tobacco Day (Laurel Springs and Fletcher), February 2007, Philip Morris (Richmond, VA) November 2006, Forsyth County Tobacco Producers, December 2006.

“Major Issues for Specialty Crops in the Next Farm Bill.” NC Muscadine Association. August, 2006.

“Capturing Value from the Farm: Value-Added and Alternative Agriculture.” Presentations at 2006 WNC Ag Options Workshops, Stecoah, NC and Spruce Pine, NC. March, 2006.

“Capturing Value on the Farm: Extension Programming and Resources for Diversification, Value-Added and Alternative Enterprises.” Caraway Conference Center, March 1&2, 2006. Organized and implemented this 2 day training event for extension agents working in value-added and alternative agriculture. 72 agents and specialists attended the event. Conference included presentations on resources for programming in value-added and alternative agriculture and successful extension programs in and outside NC.

“Major Issues for the Next Farm Bill” Presentation to the NC Crop Improvement Association. February, 2006.

Organized extension agent training, March 11, 2005 via video conference. The conference was broadcast from campus to 5 video conference sites in NC targeted to agents with tobacco and family and consumer science responsibilities. Focus on buyout update and financial decisions relating to the buyout for tobacco growers and quota owners. Over 200 DVDs of the conference were distributed to all North Carolina County Extension Centers with tobacco in their county and to land grant universities in Kentucky, Tennessee, Virginia, South Carolina, Georgia, and Florida

Organized and gave presentations in 11 regional NC workshops for tobacco growers on the tobacco buyout and its implications for growers. Winter 2004/2005.

Organized and gave presentations in a 2 day extension agent training on the tobacco buyout and its implications. November, 2004.

“Tobacco Buyout Update.” Multi-county meetings. Winter 2003/2004.

“Tobacco Situation and Outlook” Multi-county and county meetings: Forsyth, Davie, Surry, and Stokes; Moore, Richmond, and Lee; Columbus and Robeson; Johnston; Edgecombe; Green; Pitt; Sampson, Harnett, and Cumberland. Winter 2002/2003.

“Tobacco Situation and Outlook.” PM Agricultural Leadership Development Program. November, 2002.

“US Peanut and Cotton Programs/Base Updating/Outlook for Virginia Peanuts.” Hertford and Bertie, Halifax, Northampton, Edgecombe, Bladen and Columbus, Pitt County meetings. January and February, 2003.

“U.S. Burley Tobacco Situation.” 2003 Burley Days, Laurel Springs, NC. February, 2003.

“U.S. Cotton, Peanut and Tobacco Situation.” Robert Morris Associates, February, 2003.

“Cotton Base Updating.” Southeast Cotton Conference, Rocky Mount, NC. January 28, 2003.

“Tobacco Situation and Outlook: the MSA and the future under a buyout.” Presentation given to the Burley Marketing Association Annual Meeting, June, 2002, Myrtle Beach, SC; Bright Belt Warehouse Association Annual Meeting, June, 2002, Raleigh, NC; SQM International, International Training Seminar, July, 2002, Raleigh, NC.

“The Future of Virginia-type Peanuts.” Invited general session speaker at the 2002 meeting of the American Peanut Research and Education Society Meeting, July, 2002, Raleigh, NC.

“The Future of Agriculture.” The Summit meeting for NC Cooperative Extension Service. June, 2002, Rocky Mount, NC.

“U.S. Cotton and Peanut Programs.” Area grower meetings; Northampton and Halifax, Bertie, Martin, and Washington, Chowan and Perquimans, Pitt and Greene counties. January and February, 2002.

“Impacts of the MSA.” Preliminary and final presentations to the NC Tobacco Trust Fund Commission, February, March, and June, 2002.

“U.S. Peanut and Tobacco Situation.” Robert Morris Associates, February, 2002.

“U.S. Burley Tobacco Situation.” 2002 Burley Days, Laurel Springs and Fletcher, NC.

“U.S. Flue-Cured Tobacco Situation.” Tobacco Grower Meetings, Winter 2002.

“Seven Points for Consideration in a Tobacco Buyout.” Invited presentation at the Bright Belt Warehouse Annual Meeting, Myrtle Beach, SC. June 26, 2001. Invited presentation at the 2001 meeting of the Tobacco Association of the United States, White Sulphur Springs, WV, November, 2001. Also widely circulated in the tobacco industry, farm organizations, extension agents, and congressional staffs.

“Impact of (proprietary technology) on the World Cotton Sector: Report to Monsanto.” Presentation to Monsanto Corporation, Cotton Technology Team and Technology Sector Management. St Louis, MO. June 21, 2001.

“Impact of (proprietary technology) on the World Cotton Sector: Preliminary Results.” Presentation to Monsanto Corporation, Global Product Managers. St Louis, MO. May 10, 2001.

“Trends in Agriculture.” Presentation at the University of Arkansas. March 29, 2001.

“Modeling Technical Change in the Cotton Sector.” Presentation to the Cotton, Soybeans, and Corn Technology teams at Monsanto Corporation, February 16, 2001.

“Contracting in Tobacco.” Presentation to Roberson, Columbus, and Bladen County Tobacco Growers. December 12, 2000.

“U.S. Flue-Cured Tobacco Situation.” Presentation to PMALDP, October 24, Johnston County Tobacco Growers, November 20, Tobacco Agent Training, November 14, and Tobacco Days, December 18, 2000.

“The Future of Agriculture in North America.” Presentation at Monsanto Midwest Academic Meetings, Columbus, OH and Champaign, IL. October 18 and 19, 2000.

Coordinator, with Geoff Benson, Leon Danielson, and Charles Moore, of the Philip Morris Agricultural Leadership Development Program, a two year leadership involving selection of 27 young farmers from across the southeast and their participation in eight three day workshops and two foreign study tours over the 1999-2001 period. Coordinators select participants based on applications and interviews, and plan and conduct the program. Budget for program was \$400,000.

“Considerations for Phase II Payments: Comments to the Phase II Board.” Written and oral testimony to Governor Hunt and members of the Phase II Tobacco Settlement Board. March 21, 2000.

“Impact of the Tobacco Settlement on North Carolina’s Economy.” Presentation at the 2000 meeting of the National Association of State Treasurers, Point Clear, AL. May, 2000.

“Impact of the Tobacco Settlement on North Carolina’s Economy.” Presentation to the Gold Leaf Foundation, April, 2000.

“U.S. Tobacco Situation.” Testimony before the U.S. House of Representatives Full Committee on Agriculture. July 26, 2000.

“Securitization of Tobacco Settlement Funds.” Presented to North Carolina Farm Bureau Tobacco Board of Directors and to Tobacco Growers Association of North Carolina Board of Directors. June, 2000.

“Options for the U.S. Tobacco Program.” Presentation to the Flue-Cured Tobacco Cooperative Stabilization Corporation Board of Directors. August, 2000.

“U.S. Tobacco in the New Millennium” Presentation at the Mid-Season Meeting of the Leaf Tobacco Exporters Association, Hilton Head, SC. October, 1999. Also presented to the Officers and Board of Directors of Universal Corporation, Richmond, VA. November, 1999.

“Cotton, Peanuts and Tobacco Outlook.” Robert Morris Associates Annual Meeting (Association of agricultural lenders), February, 2000.

“Burley Tobacco Situation and Outlook.” Burley Days, Laurel Springs and Fletcher NC, February, 2000.

“Flue-Cured Tobacco Situation and Outlook.” Tobacco Agent In-service Training, Raleigh, NC, December, 1999, Tobacco Day, Raleigh, NC, December, 1999, Bright Belt Warehouse Association, Myrtle Beach, SC, June, 2000, TOBACCO GROWERS MEETINGS: Forsyth, Yadkin, Stokes and Surry area, Duplin, Wayne and Sampson area, Lee, Montgomery and Moore area, Person, Granville and Caswell area, Bertie, Johnston, Pitt, Alexander and Iredell area. December, 1999- March, 2000.

“Southeastern Cotton Cost of Production” Workshop for Extension Economists with cotton responsibilities, Monsanto, St Louis, MS. August, 2000.

“Tobacco Outlook and the Tobacco Settlement.” Federal Tax Administrators Annual Meeting, (August, 1998), Southern Extension Outlook Conference (Sept. 1998), Surry County Business Council (Oct. 1998), IMC Agribusiness Dealer Training (Dec. 1998), NC House Special Committee on Agriculture (Dec. 1998), Harnett County Tobacco Growers, Wayne County Tobacco Growers, Cumberland County Tobacco Growers, Greene County Tobacco Growers, Forsyth and Yadkin County Tobacco Growers, Duplin County Tobacco Growers, Alexander County Tobacco Growers, Wilson County Tobacco Growers, Madison County Tobacco Growers, Tobacco Day, Burley Days, Tobacco Growers Association of NC, Southern Tobacco Communities Project (Atlanta, GA, Feb. 1999, Washington, D.C. June 1999), Robert B. Morris Associates (Agri. Lending Conference, Feb. 1999), Bright Belt Warehouse Association (June, 1999), NC Society of Farm Managers and Rural Appraisers, Philip Morris Short Course (Feb. 99), Extension Agents Annual Training (Dec. 98).

“A Candid Conversation with Tobacco Analysts.” Panelist with Wall Street analysts on the current tobacco industry outlook at the Tobacco Merchant’s Association Annual Meeting, May 6, 1999 New York City, NY.

Personal briefings and consultations with NC legislators, NC Farm Bureau, Tobacco Growers Association of NC, and staff of Senator Jesse Helms.

“Cotton Marketing Workshop Series” Feb ’99. Conducted by myself and Ellis Taylor under my supervision. 75 cotton producers from 7 counties completed the two-day series on cotton price risk management.

“Potential Effects of the Tobacco Settlement and Outlook for Tobacco.” Tobacco Agent Training (Dec ’97), IMC Agribusiness Dealer Training (Dec, ’97), “Tobacco Day” (Dec ’97), Green County Tobacco Producers (Dec ’97), Surry, Yadkin, Stokes & Forsyth County Tobacco Producers (Dec ’97), PM Agricultural Leadership Alumni Group (Jan ’98), IMC Agribusiness Executive Seminar (Jan ’98), Johnston County Tobacco Producers (Jan ’98), Duplin and Wayne County Tobacco Producers (Jan ’98), Person County Tobacco Producers (Jan ’98), “Burley Days” (Feb ’98), Tobacco Growers Association of NC Annual Meeting (Feb ’98), PM Agricultural Leadership Group (Feb ’98), Robert B. Morris Associates Annual Meeting (Feb ’98), Pitt County Tobacco Producers (Feb ’98), NC Society of Farm Managers and Rural Appraisers (Feb ’98), Granville County Tobacco Producers (Feb ’98), NC Cooperative Council (Feb ’98), Stabilization District Meeting (Feb ’98), Philip Morris Young Farmers Short course (Feb ’98), Jones County Tobacco Producers (Mar ’98), Alexander County Tobacco Producers (Mar ’98), Wilson County Tobacco Producers (Mar ’98), Coastal Plains Tax Assessors Meeting (Apr ’98), Burley Auction Warehouse Association (June ’98)

Personal briefings and consultations on the effects of pending tobacco legislation and policy options to Governor James B. Hunt and to Congressman Richard Burr, as well as to farm group leadership (NC Farm Bureau, Tobacco Growers Association of NC, NC State Grange, Flue-Cured Tobacco Cooperative Stabilization Corporation), staff on the U.S. House of Representatives Agricultural Committee and the U.S. Senate Agricultural Committee, and staff of Congressman Bob Etheridge, Congresswoman Eva Clayton, Senator Jesse Helms, Senator Lauch Faircloth, Senator Mitch McConnell, and Senator Ernest Hollings.

“Economics of UNR Cotton” Johnston County Cotton Producers (Feb ’98)

“Cotton Marketing Workshop Series” Jan-Feb ’98. Conducted by Ellis Taylor under my supervision. 85 cotton producers from 11 counties completed the two-day series on cotton price risk management.

“1997 Outlook for Flue-Cured Tobacco.” Philip Morris Young Farmers Short course, Wilson County Tobacco Growers, Multi-county tobacco growers meeting (New Bern), Johnston County Agribusiness Council, Five part series on WPTF radio “Tobacco Facts,” NC Crop Protection School, Centura Bank, Philip Morris Agricultural Leadership Group, Capital Broadcasting Company Tobacco Program broadcast over five TV stations.

“1996-97 Flue-Cured Tobacco Market Situation and Outlook.” Video produced by Gibbs & Soell (a public relations firm), Houston, TX. The video was distributed to all NC Cooperative Extension agents with flue-cured tobacco responsibilities, and to extension specialists in VA, SC, GA, and FL for use in grower meetings. An additional 400 videos were distributed to growers through the Tobacco Growers Association of NC. Rhone-Poulenc provided financial support for the video.

“1997 Flue-Cured Tobacco Outlook and Situation.” Tobacco Day, Raleigh, NC. December 12, 1996.

“1997 Outlook and Situation for Tobacco, Peanuts, and Cotton.” North Carolina Economic Outlook Conference, Raleigh, NC, January 21, 1997. Master Farm Management Seminar, Raleigh, NC January 29, 1997.

“Impacts of Elimination of the US Flue-Cured Tobacco Program.” American Farm Bureau Federation Annual Meeting, January 5, 1997. Nashville, TN.

“Staying Competitive.” Speech delivered at the 1997 annual meeting of the Tobacco Growers Association of NC. February 7, 1997.

“Cotton Outlook and Marketing.” Wayne County cotton producers, NC Farm Bureau Federation, Gates County cotton producers, Halifax County cotton producers, Northampton County cotton producers.

Cotton Marketing Workshop. Halifax, NC. Four workshops, April and May, 1997.

“Peanut Outlook and Quota Value.” Gates County peanut producers, Halifax County peanut producers.

“Impacts of Elimination of the US Flue-Cured Tobacco Program.” With Walter N. Thurman. Agricultural Economics Workshop, April 22, 1997. Department of Agricultural and Resource Economics, NCSU.

“1997 Burley Tobacco Outlook.” Burley Days, February 11 & 12, 1997. Laurel Springs and Fletcher, NC.

"1997 Outlook for Tobacco, Peanuts, and Cotton." Invited Speaker, Robert B. Morris Associates Annual Meeting (an association of most of the agricultural lenders in eastern NC), Raleigh, NC, February 6, 1997.

"1996 Outlook for Flue-Cured Tobacco." Philip Morris Young Farmers Short course, Tobacco Day (Raleigh), Johnston County Tobacco Growers, Virginia Tobacco Growers Association Annual Meeting, Edgecombe County Tobacco Growers, RJ Reynolds tobacco staff, Alexander County Tobacco Growers, Alamance County Tobacco Growers, Guilford County Tobacco Growers, International Tobacco Growers Association: North American Board of Directors, Five part series on WPTF radio “Tobacco Facts.”

"1996 Outlook and Situation for Flue-Cured Tobacco." Video produced by Agricultural Communications and distributed to NC extension agents for use in grower meetings. Rhone-Poulenc provided financial support for the video.

"1996 Outlook and Situation for Burley Tobacco." Video produced by Agricultural Communications and distributed to NC extension agents for use in grower meetings

“1996 Outlook and Situation for Tobacco, Peanuts, and Cotton.” North Carolina Economic Outlook Conference, Raleigh, NC, January 23, 1996.

"1996 Outlook for Tobacco, Peanuts, and Cotton." Invited Speaker, Robert B. Morris Associates Annual Meeting (an association of most of the agricultural lenders in eastern NC), Raleigh, NC, February 14, 1996.

"The New Peanut Program" North Hampton county meeting, April 16, 1996.

“1996 Cotton Market.” Hertford and North Hampton joint county meeting, June 10, 1996. Gates and Chowan county meetings, August 20 & 21, 1996.

Training for Extension Agents with Tobacco Responsibilities. “Tobacco Policy and Situation Update.” November 25-26, 1996.

"1996 Peanut Economic Outlook Conference." Developed and implemented a 2 hour satellite conference held on February 15, 1996 to present outlook and farm program information to farmers and agribusinesses. Farmers with satellite dishes could receive the broadcast in their homes. In addition, viewing sites were set up in NC by extension agents where clientele viewed the conference. Sites were also set up in SC, GA, AL and FL. Panelists on the conference included representatives from producer associations and cooperatives, USDA, and the Senate and House of Representatives. Viewers called in questions on a toll-free phone line. Video tapes of the conference were distributed to extension agents for use in county meetings, and to others (e.g. industry and farm press) requesting tapes. Rhone-Poulenc provided financial support for the video.

"Tobacco Situation and Policy Evaluation." Presentation to North Carolina Governor James B. Hunt. March 29, 1995.

"Stabilizing the National Flue-Cured Tobacco Quota." Presented to the Congressional Advisory Committee on the Government Tobacco Program, North Carolina Farm Bureau Tobacco Advisory Board, North Carolina Grange Advisory Board, and the Tobacco Growers Association of North Carolina Advisory Board, January and February, 1995.

"Economic Outlook Conference on Tobacco." Two hour satellite conference, December 16, 1994 to present outlook information to farmers and agribusinesses. Farmers with satellite dishes could receive the broadcast in their homes. Viewing sites were set up in NC by extension agents. Sites were also set up in VA, SC, GA, and FL. Panelists on the conference included representatives from all the tobacco farm organizations, cigarette manufacturers, export dealers, and the Senate and House of Representatives. Video tapes of the conference were distributed. Rhone-Poulenc provided financial support for the video.

"1995 Burley Tobacco Outlook and Situation." Burley Tobacco Days, February 14 & 15, 1995.

"1995 Flue-Cured Tobacco Outlook and Situation." Tobacco Day, December 14, 1994. WAL-TV 1995 Tobacco Information, WNCT-TV 1993 Tobacco Information, Philip Morris Young Farmers Short Course, Area Tobacco Outlook, Snowhill, NC, Iredell-Davie County Tobacco Growers.

"U.S. Tobacco Policy: Exports." Keynote Address for the 1994 Annual Meeting of the Tobacco Association of the United States, White Sulphur Springs, West Virginia. May 30, 1994.

"U.S. Tobacco Policy." Invited Speaker, Bright Leaf Warehouse Association Annual Meeting, Hilton Head, South Carolina. June 24, 1994.

"Incentives and Political Pressure under a Government Enforced Cartel with Transferable Production Rights." Agricultural Economics Workshop, March 22, 1994. Department of Agricultural and Resource Economics, NCSU.

"Potential Impact of the Domestic Content Law." Testimony for field hearing for the House Agricultural Subcommittee on Specialty Crops, Lumberton, North Carolina. February 21, 1994.

"Potential Impact of the Domestic Content Law." Presentation at private hearing for Congressman Charlie Rose and Senator Wendell Ford, Washington, D. C. February 7, 1994.

"1994 Burley Tobacco Outlook and Situation." Burley Tobacco Days, February 1 & 2, 1994.

"1994 Flue-Cured Tobacco Outlook and Situation." Tobacco Day, December 16, 1993, Alexander County Tobacco Producers, Johnston County Tobacco Producers, Duplin County Tobacco Producers, Randolph County Tobacco Producers, Vance County Tobacco Producers, WRAL-TV 1993 Tobacco Information, WNCT-TV 1993 Tobacco Information, Philip Morris Young Farmers Short Course, representatives of First Union Bank.

"Potential Impacts of the Domestic Content Law." Philip Morris Agricultural Leadership Seminar, October 20, 1993, Tobacco Staff Meeting, November 4, 1993, Tobacco Marketing Cost Study Committee, October, 18, 1993.

- "NAFTA: Implications for U.S. Tobacco." Philip Morris Agricultural Leadership Seminar, October 21, 1993.
- "1994 Tobacco Outlook and Issues." Five part series on "Tobacco Facts", WPTF Radio, November, 1993.
- "The Domestic Content Law." Five part series on "Tobacco Facts", WPTF Radio, September 1993.
- "Tobacco Policy." Philip Morris Agricultural Leadership Seminar, January 5, 1993.
- "1993 Burley Tobacco Outlook and Situation." Burley Tobacco Days, February 3 & 4, 1993.
- "1993 Flue-Cured Tobacco Outlook and Situation." Tobacco Day, December 16, 1992, Alexander County Tobacco Producers, Johnston County Tobacco Producers, Duplin County Tobacco Producers, Randolph County Tobacco Producers, Vance County Tobacco Producers, WAL-TV 1993 Tobacco Information, WNCT-TV 1993 Tobacco Information, Tobacco Staff Meeting, Philip Morris Young Farmers Short Course, representatives of First Union Bank.
- "1992 Burley Tobacco Outlook and Situation." Burley Tobacco Days, February 4 & 5, 1992.
- "1992 Flue-Cured Tobacco Outlook and Situation." Tobacco Day, December 10, 1991, Johnston County Tobacco Producers, Craven and Pamlico County Tobacco Producers, Warren County Tobacco Producers, WAL-TV 1992 Tobacco Information, WNCT-TV 1992 Tobacco Information, Tobacco Staff Meeting, representative of First Union Bank.
- "Evaluating Options for Tobacco Produced in Excess of Quota." Philip Morris Young Farmers Short Course, February 19, 1993 and February 20, 1992.
- "Computers in Farm Business Management." Master Farm Management Seminar, January, 1993. Raleigh, N.C.
- "Farm Management Decisions." Master Farm Management Seminar, January, 1992. Raleigh, N.C.
- "Peanut and Tobacco Update." Master Farm Management Seminar, January, 1992.
- "Evaluating Quota Purchases in Burley Tobacco." RJR Farmers Short Course, March 2, 1992.
- "The Contribution of Agriculture to the North Carolina Economy." Society of Rural Appraisers and Farm Managers, February, 1992. Johnston County Agribusiness Council, April, 1992.
- "1993 Peanut Situation." Multi-County Meeting, Greenville, N.C., February 18, 1993.
- "1992 Peanut Situation." Northampton County Peanut Producers, Pitt County Peanut Producers.
- "Optimal Control in Turkey Feeding." Agricultural Economics Workshop, September 8, 1992. Department of Agricultural and Resource Economics, NCSU.
- "Progress Report: A Feasibility Study of the Grade Collection by USDA Graders in U.S. Flue-Cured Tobacco Auction Warehouses." Tobacco Marketing Cost Study Committee, October 1992. Fletcher, N.C.
- "Evaluation of Marketing Options for Flue-Cured Tobacco." Five State Flue-Cured Tobacco Committee, November 6, 1992. Raleigh, N. C.
- "Optimal Control in Turkey Feeding." Poultry Science Seminar, November 9, 1992. Department of Poultry Science, NCSU.
- "Determining Standard Units for Converting Piecemeal Rates Paid for Barning Tobacco into Hourly Rates." North Carolina Rural Manpower Conference, December 11, 1992.

Committee Participation, Professional Service, Affiliations and Development

Director, NC Tobacco Trust Fund Commission Agricultural Leadership Development Program 2014-2018

Board of Directors, NC Cooperative Council 2017

Chair, University Task Force Subcommittee on Entrepreneurship in Cooperative Extension, 2007.

Kauffman Entrepreneurship Proposal University Grant Writing Team 2006

Chair, William Neal Reynolds Professorship Screening Committee, NCSU 2006/2007

William Neal Reynolds Professorship Screening Committee, NCSU, 2001, 2005

“Changing the Game: Negotiation and Competitive Decision Making.” Harvard Business School, November 2002.

Study Leave, Monsanto Corporation. Cotton technology evaluation. January – August, 2001.

Program Coordinator, Agricultural Leadership Development Program 1999 – 2001

American Agricultural Economics Association Ad Hoc Committee

NCSU College of Agricultural and Life Sciences Research Committee 1996-1999

“Managing Innovation in Agribusiness,” Kenan-Flagler School of Business, September, 1999.

Congressional Advisory Committee on the Government Program for Burley and Flue-Cured Tobacco

Leadership Development Program, Center for Creative Leadership, Greensboro, N.C. February 5-10, 1995.

International Study Tour, Brazil, January, 1995, 2001, 2014, 2016.

International Study Tour, Umbria, Italy, October, 1994.

International Study Tour, Mexico, January 1994.

American Agricultural Economics Association

Southern Agricultural Economics Association

International Farm Management Association