

## **ROGER G. GINDER** (7/23/08)

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Department of Economics  
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### **EDUCATION**

Southern Illinois University, Carbondale  
    B.S., Agricultural Economics, 1968  
    M.S., Agricultural Economics, 1969  
University of Kentucky  
    Ph.D. Agricultural Economics, 1978

### **CURRENT POSITION**

Professor and Extension Specialist, Agribusiness Management, Department of Economics, Iowa State University.

### **EXPERIENCE**

- 1978-present Professor and Extension Specialist in Agribusiness Management in the Department of Economics, Iowa State University. Responsibilities include development and execution of educational programs in the area of business management for agricultural marketing and input firms. Lead the Iowa Alliance for Cooperative Business Development, a USDA cooperative development center.
- 1975-1978 Research Associate, University of Kentucky (UK). Conducted an in-depth research project on the logistics system of a major regional farm supply cooperative operating in five states. The project was sponsored by USDA Farmer Cooperative Service through a contract with UK. On leave of absence from University of Delaware.
- 1969-1975 Extension Specialist, Agricultural Marketing, Department of Agricultural Economics, University of Delaware. Responsibilities included development and execution of marketing educational programming for the state in the following areas: agribusiness firms, agronomic crops, and horticultural and specialty crops.
- 1968-1969 Graduate Assistant, Department of Agricultural Industries, Southern Illinois University, Carbondale. Conducted research project on food price variation among major United States cities. Under supervision of Dr. Lyle Solverson.
- 1964-1968 Undergraduate student in agricultural economics at Southern Illinois University, Carbondale. Campus employment included work as undergraduate teaching assistant (in lab sections of Farm Management) and librarian. Off-campus summer jobs included work in grain elevator, feed mill, and livestock/grain truck lines.
- 1946-1964 Grew up on a grain and livestock family farm in Illinois.

## **MANAGEMENT TRAINING WORKSHOPS CONDUCTED**

- 1996-present National Council for Cooperatives Director Training  
Various workshops for Directors of Regional Cooperatives across the U.S. on topics such as joint ventures, director responsibilities, and finance.
- 1990-present Graduate Cooperative Directors Workshop on Growing Coops  
A one day program for intermediate and large sized cooperatives. Instruction on critical areas for newly merged cooperatives where size has increased rapidly and adjustments in board and management systems are necessary. Workshop concentrates on changing staff needs, development of information systems/data communication among branches and redeployment of fixed assets.
- 1988-2006 Workshop on Financial Management - National Cooperation Telephone Association  
A workshop for cooperative telephone directors on interpreting and analyzing telephone coop financial statements. Emphasis on financial management of rural telephone cooperatives in a rapidly changing deregulation environment.
- 1986-present Cooperative Accountant and Bookkeeper Workshop  
A four-day workshop conducted in conjunction with the Iowa Institute of Cooperation and the Iowa Association of Cooperative Accountants and Bookkeepers. Topics include financial analysis, relations with management, legal issues, wage and hour regulations, and division of responsibilities in the coop.
- 1983-present Cooperative Telephone Manager/Director Workshop  
A two-day workshop designed for directors and managers of rural telephone utilities. The workshop includes planning, financial analysis, board operations and discussion on adapting to technological change.
- 1982-present Cooperative Attorney's Conference  
A one-day conference for practicing Iowa attorneys. Topics include cooperative principles, cooperative finance, cooperative bylaws and uniform commercial code. Approximately 36 attorneys attended the annual conference. The Iowa Supreme Court sanctions the session for 6-8 continuing legal education units. CLE Credit for attorneys pleading cases in federal court varies between 4-6, depending upon the portion of program topics dealing with federal statutes.
- 1981-present Cooperative Board Officers Training  
A two-day session was developed for cooperative board officers (chairman, vice presidents, secretaries and treasurers). The workshop was designed to assist in the development of the skills needed in fulfilling the duties of their offices. Completion of the Iowa Director Certification program is a prerequisite for the course.

- 1981-present Cooperative Finance for Boards of Directors  
The one-day program is an outgrowth of the director certification program. In response to requests by those completing the four (one-day) segments of the director certification program, an additional day of financial training was conducted. Attendance is limited to approximately 50 and completion of the Iowa Director Certification program was a prerequisite.
- 1979-present Cooperative Director Certification  
The workshop consists of four one-day phases and is designed to provide farmer directors with basic information on director responsibilities, cooperative financial analyses, policy development, legal responsibilities, planning, control, management evaluation, and compensation. In the past seven years, the program has had approximately 3,700 man-attendance-days in Iowa and about 1,250 man-attendance-days in Nebraska. The program is presented two times per year in Ames and at three other locations in the state. It is presented four times per year in Nebraska and two times per year in Minnesota. The materials for the workshop were developed in conjunction with the Iowa Institute of Cooperation, Omaha Bank for Cooperatives, Nebraska Coop Council and University of Nebraska.
- 1979-present Winter Iowa Manager/Director Workshops  
These workshops are one day in length and are designed to promote cooperation between managers and boards in tackling current problems of cooperatives. A significant fraction of Iowa cooperatives have participated each year. The workshop sessions are presented annually at two locations around the state of Iowa.
- 1999-present Summer Iowa Manager/Director Workshops  
These workshops are one day in length and are designed to promote cooperation between managers and boards in tackling current problems of cooperatives. A significant fraction of Iowa cooperatives have participated each year. The workshop sessions are presented annually at two locations around the state of Iowa.
- 1987-1996 Regional Cooperative Directors Conference  
A two-day workshop for directors of regional cooperatives across the Midwest. Instruction is provided on topics of current interest to directors. Approximately 60-80 directors participate annually. The program is conducted in cooperation with the Department of Agricultural Economics, University of Minnesota, the Minnesota Association of Cooperatives, and Iowa Institute of Cooperation.
- 1994-1996 Local Cooperative Young Member Education Program  
A two evening session with young farmers and farm couples focusing on the structural changes now occurring in agriculture. A list of possible discussion topics is provided to the audience including: Changes in livestock industry,

specialty grains, rural demographics, industrialization of agriculture defined membership cooperatives, federated cooperative structure, financial structure as well as a variety of other topics. Three or four topics selected by the group and the potential role for cooperatives as an economic tool for farmers are then discussed. The program has been conducted in 15 locations.

- 1986-1987 Managing Cooperative Losses  
Effects of operating losses on cooperatives' cash flow, member cash flow, and ownership of cooperatives are discussed in a workshop format. The alternatives for distribution or net earnings are examined and the effects of each on the cooperative and on its patrons are discussed.
- 1984 Workshop on Economic and Legal Issues for Cooperative Accountants  
A one-day workshop dealing with current legal issues of importance in conducting local cooperative audits. The workshop brought attorneys and cooperative researchers in contact with participants from CPA firms. Papers presented by attorneys and economic researchers followed by open discussion with participants.
- 1981-1984 Farm Labor Management  
A one-day session designed for farmers who hire and must supervise labor. The workshop concentrated on accepted personnel management techniques applied to farm work situations.
- 1981 Swine Confinement Building Contractors Workshop  
A one-day workshop for independent contractors who construct swine confinement structures. Topics include calculation of labor costs, trends in confinement building demand, providing values to swine producers, and cost control.
- 1980-1988 Iowa Grain and Feed Association Managers Workshop  
A one-day workshop designed for independent elevator owner/operators. Topics concentrate on facilities capitalization, financial analysis, working capital management, and personnel management.
- 1980-1987 Iowa Grain and Feed Association Assistant Managers Workshop  
A one-day workshop designed to provide assistant managers of elevators with training in the areas of financial analysis, personnel management, market analysis, and profit center analysis. The workshop has been conducted three times.
- 1979-1983 Cooperative Management Training Workshop  
The workshop consists of three days of instruction in areas of cooperative planning and control. The participants are required to plan for a case cooperative for a period of 3-5 years and provide realistic budgets for these plans. Registration is limited to 30 participants per session. More than 100 managers

have attended. Done in cooperation with University of Nebraska and Omaha Bank for Cooperatives.

1979-1980 Peace Corps Training in Cooperatives  
A five-day training program in cooperative management for Peace Corps volunteers assigned to the Fiji Islands.

### **OTHER WORKSHOPS PRESENTED**

1. NAMA principles of marketing workshop for agribusiness marketing personnel
2. Nebraska fertilizer dealers workshops (3)
3. West Central Iowa Cooperative Controllers Conference
4. Illinois Grain and Feed Association Workshop (2)
5. Northwest Cooperative Leadership Seminar for Managers and Directors
6. Tristate Youth Conference (6)
7. Iowa Cooperative Youth Conference (5)
8. Consumer Cooperative Board Training (2)

### **PUBLICATIONS (1979-2007)**

#### Refereed Journal Articles

Ginder, R.G. 2005. FCSA Sale to Rabobank: Selling What? On Whose Authority? And For Whose Benefit? Choices (American Agricultural Economics Association), Vol. 20, No. 1, pp. 31-37.

Poray, Michael C. and Roger G. Ginder. Comparing Alternative Closed Swine Production Cooperatives: Adding Value to Corn Under Uncertainty. Journal of Cooperatives, Vol. 14, 1999, pp. 1-20.

Ginder, Roger G., "Aaron Sapiro's Theory of Cooperatives: A Contemporary Assessment," Journal of Agricultural Cooperation, Vol. 8, 1993, pp. 93-102.

Ginder, Roger G., "Farm Debt and Farm Policy Linkages to the Agribusiness Sector and the Financial Condition of Agribusiness Firms," Agricultural Finance Review, Vol. 47, 1987, pp. 48-61.

Junge, Katie A. and Roger G. Ginder. "Effects of Federal Taxes on Member Cash Flow Patronage Refunds," Journal of Agricultural Cooperation, American Institute of Cooperation, Vol. 1, 1986, pp. 22-37.

Ginder, Roger G., Kenneth E. Stone and Daniel Otto. "Impact of the Farm Financial Crisis on Agribusiness Firms and Rural Communities," American Journal of Agricultural Economics, Vol. 67, No. 5. December 1985.

### Papers Submitted to Refereed Journals

Paulson, Nick and Roger Ginder. "The Growth and Direction of the Biodiesel Industry in the U.S. Working Paper 07-2p-448. May 2007.

### Working Papers

Ginder, Roger G. "Potential Infrastructure Constraints on Current Corn Based and Future Biomass Based Ethanol Production. May 2007.

Ginder, Roger G. "Potential Infrastructure and Constraints on Ethanol Production in Iowa, Department of Economics, Iowa State University, Ames, IA. November 2006.

### Software Copyrights

Ginder, R.G., D. Jarboe, M.H. Fung, and R. Dzupin. Corn Contract Explorer 2003™. (Iowa State University Research Foundation # 03029, Copyright 2003). July 23.

Ginder, R.G., D. Jarboe, M.H. Fung, and J. Siska. Corn Contract Explorer 2001™ (ISU Research Foundation #02584).

Ginder, R.G., D. Jarboe, A. Naik, M.H. Fung, and R. Dzupin. Soy Contract Explorer 2003™. (Iowa State University Research Foundation # 03060, Copyright 2003). July 17.

Ginder, R.G., D. Jarboe, A. Naik, M.H. Fung, and J. Siska. SoyContract Explorer 2001™ (ISU Research Foundation #02501).

### Chapters in Books

Jarboe, D., C.R. Hurburgh, Jr., D. Farnham, R.G. Ginder, and L.A. Johnson. 1999. The Iowa Grain Quality Initiative: A Value-Added Grain Information Resource. Proceedings of the World Soybean Research Conference VI, Chicago, IL. August 4-7. Superior Printing, Champaign, IL. p.727-728.

Book chapter "Alternative Models for the Future of Pork Production" in The Industrialization of Agriculture: Vertical Coordination in the U.S. Food System, 1999.

Ginder, Roger G. and Ron E. Deiter. "Managerial Skills, Functions, and Participants." In Cooperatives in Agriculture, David W. Cobia, ed., Prentice Hall, 1989.

Deiter, Ron E. and Roger G. Ginder. "Directors and Managers." In Cooperatives in Agriculture, David W. Cobia, ed., Prentice Hall, 1989.

### **APPLIED RESEARCH IN PROGRESS OR COMPLETED (1979-2005)**

1. Cooperative Business Development Center, USDA \$200,000 (in progress).
2. Producer Machinery and Labor Sharing Arrangements for Intergenerational Transfer, Leopold Center, \$30,954 (in progress).

3. Analytical Tools for Specialty Protein Corn Production. Illinois-Missouri Biotechnology Alliance. \$62,785 (in progress).
4. Cooperation as a Risk Management Tool for Small- and Medium-Sized Farmers. North Central Risk Management Education Center. \$39,700 (in progress).
5. An Overview of the Financial Health of Grain and Farm Supply Cooperatives in Nebraska. Nebraska Cooperative Council/Agricultural Economics Fund for Excellence. \$7,848 (in progress).
6. Iowa Cooperative Business Development Center. USDA. \$299,943 (completed).
7. Analytical Tools for Specialty Protein Corn Production. Iowa Corn Promotion Board. \$25,000 (in progress).
8. Economics of Equipment of Sharing Cooperatives for Producers. Leopold Center for Sustainable Agriculture. \$26,479 (completed).
9. Forming Agricultural Bargaining Units for a Sustainable and Equitable Agriculture. Leopold Center for Sustainable Agriculture. \$36,684 (completed).
10. Iowa Institute of Cooperation - General applied research to benefit local cooperatives. \$10,000 (ongoing).
11. Iowa Grain and Feed Association contract for survey and preparation of financial standards for Iowa agribusiness firms \$5,000 (ongoing).
12. 2005 Poster to Increase Awareness of the Market Choices Corn Channel. Dow AgroSciences LLC, Monsanto Company and Pioneer Hi-Bred International, Inc. \$30,000 (completed).
13. 2004 Poster to Increase Awareness of the Market Choices Corn Channel. Dow AgroSciences LLC, Monsanto Company and Pioneer Hi-Bred International, Inc. \$30,000 (completed).
14. Cooperative Development Center Grant. USDA. \$272,382 (completed).
15. 2003 Poster to Increase Awareness of the Market Choices Corn Channel. Dow AgroSciences LLC, Monsanto Company and Pioneer Hi-Bred International, Inc. \$30,500 (completed).
16. 2002 Poster to Increase Awareness of the Roundup Ready Corn Channel. \$20,000 (completed).
17. 2001 Poster to Increase Awareness of the Roundup Ready Corn Channel. \$4,100 (completed).
18. Soybean Research and Development Council. Component Pricing and Identity-Preserved Marketing of Soybeans. \$15,250 (completed).
19. USDA RDA Lessons from the History of a National Farm Organization. \$15,000 (completed 2000).
20. Iowa State University Value-Added Task Force. Production and Marketing of Specialty Grains with Charles Hurburgh in Agricultural Engineering. \$34,000 (Economics share \$16,000).
21. Iowa Grain Quality Initiative Task Team on contracts with the Food Crops Utilization Center. \$38,000.
22. USDA RDA Alternative models for swine production and marketing. \$36,500 (completed).
23. Leopold Center for Sustainable Agriculture - delivering integrated crop management programs through agribusiness firms. \$42,400 (completed).
24. Cooperative Foundation. Cooperative alternatives for swine production. \$6,000 (completed).
25. Agricultural Cooperative Service contract to evaluate alternatives for coop finance. \$24,900 (completed).

26. Rodale Research Center - Limited Input Farm Production. \$29,550 (completed).
27. Iowa Farm Debt Task Force Study of 650 local cooperatives in 6th, 7th, and 8th farm credit districts for use by the Farm Credit Council of the National Council of Farmer Cooperatives - Funding through NCFC grant to the Task Force.
28. Agricultural Cooperative Service - analysis of loss distribution and its impact upon member cash flow \$33,000 (completed).
29. Land O'Lakes lockset transportation analysis \$500 (completed).
30. Agricultural Cooperative Service contract for analysis of local fertilizer market structure \$15,600 (completed).
31. Agricultural Cooperative Service contract for analysis of alternatives for cooperative earnings distribution and their impact on farmer cash flow and cooperative financial condition. \$40,000 (completed).
32. Lockset transportation routing applications for feed delivery and school bus routing. (no funding).
33. Farm Service Cooperative contract for analysis of local cooperative Petroleum distribution systems. \$1,600 (completed).
34. Farnhamville/West Central Cooperative contract to evaluate unification and combination. \$40,000 (completed).
35. Iowa Department of Agriculture and Land Stewardship contract for evaluation of economic impact of Groundwater Protection Act on small business. \$9,500 (completed).
36. Alternatives for Implementation of ICM Programs in Locally Owned Agribusiness Firms - Leopold Center for Sustainable Agriculture, 1992. \$40,000 (completed).

#### **BULLETINS, RESEARCH REPORTS, SYMPOSIUM EXTENSION PUBLICATIONS, AND STAFF PAPERS**

Ginder, R.G., Hueth, B., and P. Marcoul. 2005. Cooperatives and Contracting in Agriculture: The Case of West Liberty Foods (05-WP 408). Center for Agricultural and Rural Development. October 1. [http://www.econ.iastate.edu/research/webpapers/paper\\_12443.pdf](http://www.econ.iastate.edu/research/webpapers/paper_12443.pdf)

Ginder, R.G., D. Jarboe, J. Maiers, J. McGuire, and D. Pavlik. 2001-05. Know Where to Go Poster. SP-161. September 15. (annually)

Ginder, R.G., D. Jarboe, J. Maiers, J. McGuire, and D. Pavlik. 2001-05. Know Where to Go Poster. SP-162. September 15. (annually)

Jarboe, D.H., R.G. Ginder, and C.R. Hurburgh, Jr. 2004. Stewardship for Biotechnology Corn. Proc. International Quality Grains Conference, Indianapolis, IN. July 19-22.

Hueth, B., P. Marcoul, R.G. Ginder. 2003 Cooperative Formation and Financial Contracting in Agricultural Markets (03-WP 349). Center for Agricultural and Rural Development. December. <http://www.card.iastate.edu/publications/DBS/PDFFiles/03wp349.pdf>



Ginder, R.G. and D.M. Otto. 2003. The Economic Importance of the Iowa Dairy Industry (. June 25. [http://www.econ.iastate.edu/research/webpapers/paper\\_11429.pdf](http://www.econ.iastate.edu/research/webpapers/paper_11429.pdf)

Ginder, R.G. 2003. Restructuring in the Cooperative Sector and New Generation Cooperative Structures: Financial and Credit Issues Testimony to the House Committee on Agriculture. Washington, D.C. October 16.

Jarboe, D., R.G. Ginder, C.R. Hurburgh, Jr., J. McGuire, and D. Pavlik. 2003. Biotechnology Corn: Fostering Communication Between Producers and Grain Handlers. American Society of Agronomy Annual Meeting. Denver, Colorado. November 5.

Jarboe, D., C.R. Hurburgh, and R.G. Ginder. 2002. Producer Education Programs for Biotechnology. American Society of Agronomy Annual Meeting. Indianapolis, Indiana. November 13.

Ginder, R.G. 2002. Grain Elevator Credit Sales Contracts and Alternatives to Reduce Their Risk to Producers. Iowa Grain Quality Initiative Web Site. March 15.

Hurburgh, C.R., R.G. Ginder, and D. Jarboe. 2002. Development of Producer Education Programs for Biotechnology Grains. NC 213 Progress Report for 2001. February 20-22.

Ginder, R.G., and G.M. Artz. 2002. Top Half Versus Bottom Half – Iowa Cooperatives. Winter.

Ginder, R.G., and G.M. Artz. 2001. Financial Standards for Iowa Agribusiness Forms. Fall.

Ginder, R.G., and N.E. Harl. 2001. Elevator Failure and Provisions for Recoveries Under the Iowa Indemnity Fund. September 17.

Ginder, R. 2001. Channeling, Identity Preservation and the Value Chain: Lessons from the Recent Problems with StarLink Corn. Department of Economics. March 5.

Ginder, R. G., G. M. Artz and D. Jarboe. 2000. Iowa Corn and Soybean Farmers: Who is Computerized and Who is Online? Iowa Grain Quality Initiative Web Site. April 26.

Ginder, R. G., G. M. Artz, and D. Jarboe. 2000. Output Trait Specialty Corn Production in Iowa. Iowa Grain Quality Initiative Web Site. November 21.

Ginder, R. G., G. M. Artz, and D. Jarboe. 2000. Output Trait Specialty Soybean Production in Iowa. Iowa Grain Quality Initiative Web Site. November 29.

Ginder, R.G., G.M. Artz, and D. Jarboe. 2000. Specialty Grain Production by Iowa Producers. ISU Extension Publication EDC-214. October 23.

Ginder, R.G. 2000. Potential Liquidity Problems in the Elevator Sector Arising from Commingled StarLink Grain and Policies to Address Them. Iowa Grain Quality Initiative Web Site. October 26.

Harl, N. E., R. G. Ginder, C .R. Hurburgh, Jr., and S. Moline. 2000. The StarLink™ Situation. Iowa Grain Quality Initiative Web Site. October 23. (16,000+ hits or downloads)

Ginder, R.G. 1999. GMO Labeling: Effects on Core Business Objectives in the Grains Value Chain. Proceedings of the 11<sup>th</sup> Annual Integrated Crop Management Conference.

Ginder, R.G. 1999. Who Will Retire Member's Equity? June.

Ginder, R.G., and S. Baumler. 1998. Top Half Versus Bottom Half – Iowa Cooperatives. Spring.

Ginder, R.G., and S. Baumler. 1998. Financial Standards for Iowa Agribusiness Forms. Fall.

Ginder, R.G. 1997. Specialty Markets Bring Different Risk Management Needs in Managing Change--Managing Risk: A Primer for Agriculture. Pm-1695. January.

Ginder, R.G. 1997. Effects of Imposing Alternative Minimum Tax on Credit Sales Contracts in Iowa. March 10.

Ginder, R.G., A. Naik, and D. Jarboe. 1997. Contract Comparison in Specialty Beans. June 4.

Ginder, Roger G., "Local Problems Associated with Hedge To Arrive Grain Contracts," Testimony to U.S. Senate Ag Committee (Chairman, Richard Lugar), May 1996.

Yeomans, John A. and Roger G. Ginder, "A Preliminary Evaluation of Replacement of Fertilizer and Crop Protection Chemical Sales with ICM Income," January 1995.

Ginder, Roger G., "Establishing Integrated Crop Management Services in Iowa Agricultural Input Supply and Marketing Firms," January 1995.

Ginder, Roger G., "Organizational Structures for Pork Production," Staff Paper #272. Paper presented at AAEA Annual Meeting Organized Symposium, Indianapolis, Indiana, August 1995.

Ginder, Roger, "Managing Cooperative Equity," Cooperative Accountant, pp. 65-73, Summer, 1995.

Ginder, Roger G., "Managing Coop Equity - Problems on the Horizon?" Staff Paper #260, September 19, 1994.

Ginder, Roger G., Thomas N. Urban, Moe Russell and Jeff Plagge, "The Food Production System in Iowa: Gaining World Market Share," in collaboration with the Iowa Business Council, January 1993.

Ginder, Roger G., "Changing Economics of Locally Owned Agribusiness Firms and Impacts on Rural Communities." Paper presented at American Association for Advancement of Science annual meeting, Chicago, Illinois, February 11, 1992.

Ginder, Roger G., "The Future Role of Farm Input Suppliers in the Sustainable Agriculture Movement," Staff Paper #241, February 18, 1992.

Otto, Daniel M. and Roger G. Ginder, "Economic Impact of the Poultry Industry," Staff Paper #224, May 6, 1991.

Ginder, Roger G., "Preliminary Assessment of the Financial Impact of Chemical Mixing and Washing Site Remediation in Iowa," Prepared for Iowa House of Representatives Agriculture Committee and Ways and Means Committee, April 12, 1991.

Ginder, Roger G., "Analysis of Effects of State Regulatory Policies on Iowa Grain Elevators," Testimony Iowa Legislature, March 8, 1991.

Ginder, Roger G. and W. J. Owings. "Layers Pullets and the Egg Production Sector," Staff Paper #226, March 1, 1991.

Ginder, Roger G., "Grain Elevator Credit Sales Contracts and Alternatives," Staff Paper #223, February 15, 1991.

Ginder, Roger G., "Current and Future Issues for Directors and Managers of Local Coops," Staff Paper #228, Jan. 14, 1991. (Also presented to Agri-Industries annual meeting and printed in Iowa Institute of Cooperation Newsletter.)

Ginder, Roger G. and Kelly R. Henningsen. "Financial Standards for Iowa Agribusiness Firms 1985-90," Economics Department, ISU, Ames, IA, 1990.

Ginder, Roger, G., "Changing Pork Industry Structure," Iowa State University, November 1989.

Ginder, Roger G., "Aflatoxin in Corn: Sampling and Testing Issues and Alternative Strategies for Testing," Iowa State University, July 1989.

Ginder, Roger G., "Preliminary Report on the Costs of the Groundwater Protection Act - 1987," Department of Economics, Iowa State University, Ames, Iowa, January 1989.

Ginder, Roger G., "Restructuring The Grain Industry and Cooperatives' Role," American Institute of Cooperation, Vol. 3, 1988, pp. 239-254.

Ginder, Roger G., "Testimony on Marketing 1988 Crop Year Corn Under New FDA Action Guidelines," Department of Economics, Iowa State University, Ames, Iowa, October 1988.

Ginder, Roger G. and Charles Hurburgh. "Questions and Answers for Elevators on Potential 1988 Grain Quality Issues," September 1988.

Hurburgh, Charles and Roger G. Ginder. "Screening Corn for Aflatoxin and Utilization of Suspect Lots," September 1988.

Ginder, Roger G., "Extension Programs for Cooperatives in a Changing Agriculture." Paper presented at the AAEA Symposium on Agricultural Cooperatives and the Changing Structure of Agriculture, Knoxville, Tennessee, August 1988.

Duffy, Michael, Roger G. Ginder and Stephen S. Nicholson. "Rodale Conversion Project, An Economic Analysis: Preliminary Results," 1987.

Ginder, Roger G., "Advantages of Centralized Packing as a Strategy to Access the Wholesale Fruit Market for High Quality Apples," Department of Economics, Iowa State University, Ames, Iowa, April 28, 1987.

Ginder, Roger G., "Competitive Strategies of Grain Originators in Local Markets During Periods of Excess Capacity and Financial Stress." Paper presented at NCR 140 Research in Cooperatives Seminar, Kansas City, Missouri, April 25, 1986.

Ginder, Roger G., et al., "Total Economic and Animal Management - TEAM - A Risk Management Program for Swine Finishing," PM-1241, Cooperative Extension Service, Iowa State University, March 1986.

Ginder, Roger G., "Developing Extension Programs with State Cooperative Councils and Banks for Cooperatives." Paper presented at Farmer Cooperatives for the Future, St. Louis, Missouri, November 6, 1985.

Ginder, Roger G., "Excess Capacity in Midwest Grain Cooperatives." Invited paper to NCR 140, Kansas City, Missouri, April 1985.

Ginder, Roger G., "ISU Debt Task Force Presentation on the Status of Agribusiness Firms," Iowa State University, Ames, Iowa, January 18, 1985.

Ginder, Roger G., "Restructuring the Pork Industry." Paper presented to the Pork Congress of Des Moines, January 1985.

Ginder, Roger G., "The Structure of Production Agriculture and the Farm Debt Crisis," Iowa State University, Ames, Iowa, October 31, 1984.

Ginder, Roger G., "Passing Losses in Ag Cooperatives." Paper presented to NCR 140 Regional Cooperative Research Committee, Minneapolis-St. Paul, Minnesota, August 1984.

Ginder, Roger G., "Impacts of Loss Allocation on Local Cooperatives and Their Patrons," presented to members of the NC 141 Regional Research Project, Minneapolis, Minnesota, August 27-28, 1984.

Ginder, Roger G., "Contrasts Between the E.G. Nourse and Aaron Sapiro Approach to American Cooperation, 1920-1935." Paper presented to Graduate Institute of Cooperative Leadership, July 1984.

Ginder, Roger G., "Problems in Crop Liens During Periods of Financial Stress," presented to Iowa Farm Commodity Organizations, December 1983.

Ginder, Roger G., "Planning and Implementation of Plans in Cooperatives," presented to the Northwest Cooperative Institute, November 1983.

Ginder, Roger G., "Managing the Third Party Security Interest Problem in Farmer Cooperatives," The Cooperative Accountant, Fall, 1983.

Ginder, Roger G., "Developing a Strong Extension Program with Cooperatives," presented to the University Conference on Cooperatives at the American Institute of Cooperation, August 1983.

Ginder, Roger G., "Responsibilities of Cooperative Directors and Managers," given at AIC meeting, 1983.

Ginder, Roger G. et al., "Fertilizer Supply and Distribution: Issues and Constraints," July 1983. Submitted to Ministry of Agriculture and Water Development, Lusaka, Zambia.

Ginder, Roger G., "Economic and Policy Climate Facing Cooperatives in the 1980's." Paper given at Farm Foundation meeting, St. Louis, Missouri, May 1983.

Ginder, Roger G., "A Practical Methodology for Evaluating Vegetable Production Efficiency in the Republic of Seychelles," February 18, 1983. Submitted to: USAID REDSO - East Africa, Nairobi, Kenya; SECID and CARDO - Grande Anse Agricultural Experiment Station, Mahe, Seychelles.

Ginder, Roger G., "General Considerations in Developing Pricing Policies." A report and seminar given November 12, 1982 at Grande Anse Station on Mahe, Seychelles at the request of Mr. Clifford S. Adam, CARDO.

Ginder, Roger G., "An Analysis of Petroleum Plant Location and Distribution Size," Farm Service Cooperative. 47 p. June 1982.

Ginder, Roger G. and James C. McConnon. "Financial Standards for Iowa Agribusiness Firms." 23 p. March 1982.

Ginder, Roger G., "The Financial Climate and Outlook for Iowa Agribusiness Firms." 5 p. November 1981.

Ginder, Roger G., "Report to ESCS on Western Cornbelt Fertilizer Market Structure Research Contract." 233 p. May 1981.

Ginder, Roger G. and James C. McConnon. "Lockset Method of Routing Vehicles at Walnut Grove Atlantic Plant." 7 p. 1981.

Ginder, Roger G. and James C. McConnon. "An Analysis of Lockset Feed Routing With and Without Pup Trailers." 17 p. 1981.

Ginder, Roger G., Love, Harold G. "Impacts of Warehouse Consolidation of Logistic Costs for Cooperative Farm Supplies," University of Kentucky, Experiment Station Bulletin. 1981.

Ginder, Roger G. and Jerald R. Dewitt. "A Comparative Analysis of Delivery Systems for IPM Services to Iowa Farmers." 16 p. November 1980.

Yeager, Francis P. and Roger G. Ginder. "Coordinated Transportation and Grain Merchandising Operations for Five Cooperatives in North Central Iowa," Agricultural Cooperative Service, Cooperative Marketing and Purchasing Division, USDA. 38 p. October 1980.

Ginder, Roger G., "Using Microcomputers for Local Cooperative Planning." 16 p. October 1980.

Ginder, Roger G., "Research Gave Some Answers on Warehousing and Distribution Channels." AIC Yearbook. 1979.

#### Industry and Trade Publications

Ginder, Roger G., "Capital Gains Tax Exclusion," Grain Journal, January/February 1994.

Ginder, Roger G., "ITC - Clinton Proposes Limited Investment Tax Credit," Grain Journal, March/April 1993.

Ginder, Roger G., "Specialty Grains," Grain Journal, Vol. 20, No. 5, September/October, 1992.

Ginder, Roger G., "Specialty Grains," Grain Journal, Vol. 20, No. 4, July/August 1992.

Ginder, Roger G., "Grain Elevator Financial Survey," Grain Journal, Vol. 19, No. 5, September/October 1991.

Ginder, Roger G., "Grain Elevator Financial Survey," Grain Journal, Vol. 19, No. 4, July/August 1991.

Ginder, Roger G., "Unification by Acquisition: Seller Marketing Strategies," Grain Journal, Vol. 36, November/December 1990.

Ginder, Roger G., "Alternatives for Dealing with Potential Contamination," Grain Journal, Vol. 24, September/October 1990.

Ginder, Roger G., "Employees and the Unification Process," Grain Journal, Vol. 20, July/August 1990.

Ginder, Roger G., "To Unify or Not to Unify?" Grain Journal, Vol. 22, May/June 1990.

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### **COMPUTER SOFTWARE**

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### **COOPERATIVE BOARD SERVICE**

2003-2006      Outside Director, West Central Cooperative, Ralston, Iowa. Chair audit committee. First outside director appointed in West Central's history.

1996-2002      Outside Director, Land O'Lakes Cooperative Inc., Minneapolis, Minnesota. Served on the board of directors. Served on the board performance and evaluation, agriculture, and ad hoc poultry committees

### **EXAMPLES OF ORGANIZATIONS AND GROUPS SERVED**

- American Institute of Cooperation – A National Association of local and regional cooperatives
- Iowa Association Executives – Role of Board in Industry Trade Associations
- CESH Hog Confinement Building Contractors – An Association of independent contractors
- Harrison County Fruit Growers – Assisted in determining the feasibility of central packing
- Iowa Association of Rural Electric Cooperatives
- Iowa Corn Growers Association – Contract evaluation and corn processing
- Iowa Farm Bureau Federation – Director training for State Boards from Iowa, Nebraska, Minnesota and South Dakota. Presentations also made to Iowa Delegates on farm financial crisis
- Iowa Fruit and Vegetable Growers Association – An Association of producers of horticultural crops
- Iowa Grain and Feed Association – An Association of private elevators, feed dealers, fertilizer dealers, ag chemical dealers
- Iowa Institute for Cooperatives – An Association of locally owned cooperatives in Iowa
- Iowa Integrated Pest Management Task Force – A Task Force of farmers, IPM consultants and university professionals organized to test and implement IPM practices in Iowa

- Iowa Poultry Association
- Iowa Renewable Fuels Association
- Iowa Turkey Federation
- National Association Cooperative Planners – An organization of corporate planners for regional and interregional cooperatives
- Omaha Bank for Cooperatives – Cooperative lender

### **FEASIBILITY STUDIES AND MANAGEMENT AUDITS**

- Wright County Shippers Association – Feasibility work done in 1980 on joint merchandising of grain.
- Readlyn Farmers Cooperative Management Audit – A management audit completed in late 1979 for presentation to board of directors and management.

### **DIRECT ASSISTANCE TO COOPERATIVES**

1. Agri Industries, West Des Moines, Iowa
2. Bode Coop, Bode, Iowa
3. Cal Car Coop, Rockwell City, Iowa
4. Central Counties Coop, Kellogg and Gilman, Iowa
5. Dayton Farmers Coop, Dayton, Iowa
6. Dunkerton Farmers Coop, Dunkerton, Iowa
7. Farm Service Coop, Harlan, Iowa
8. Farmers Cooperative, Bondurant, Iowa
9. Frontier Coop, Brainard, Nebraska
10. Grand Prairie Cooperative, Sadorus, Illinois – Four-hour and eight-hour
11. Harvest States, Minneapolis, Minnesota
12. Heart of Iowa Coop, Roland, Iowa
13. Heartland Coop, West Des Moines, Iowa
14. Hubbard Cooperative, Hubbard, Iowa – Cooperative board planning
15. Jesup Farmers Coop, Jesup, Iowa
16. Keota Cooperative, Keota, Iowa – Retreats, 1987 and 1991
17. Kellogg Cooperative, Kellogg, Iowa – Retreat 1989
18. Lamoni Farmers Grain and Seed Cooperative, Lamoni, Iowa – Retreats, 1988 and 1991
19. Laporte City Farmers Coop, Laporte City, Iowa
20. Laurens Coop, Laurens, Iowa
21. Marathon Cooperative, Marathon, Iowa
22. Marble Rock Farmers Coop, Marble Rock, Iowa
23. Martelle Cooperative, Martelle, Iowa
24. New Frontier Cooperative, Norway, Iowa
25. New Pioneer Cooperative, Iowa City, Iowa
26. Norbest Coop, Salt Lake City, Utah
27. Palmer Coop, Palmer, Iowa
28. Plainfield Coop, Plainfield, Iowa
29. Pocahontas Coop, Pocahontas, Iowa
30. Pomeroy Coop, Pomeroy, Iowa

31. Sully Cooperative Exchange, Sully, Iowa
32. Taintor-New Sharon Coop, New Sharon, Iowa
33. West Central Coop, Ralston, Iowa
34. Winn Cooperative, Decorah, Iowa
35. Woolstock Coop, Woolstock, Iowa

#### **OTHER MISCELLANEOUS DIRECT ASSISTANCE TO COOPERATIVES**

1. Conrad and Lawn Hill Cooperatives, New Providence, Iowa – Evaluation of potential for joint venture in grain marketing, 1993
2. Mitchellville Coop, Mitchellville, Iowa – Merger study, 1992-93
3. Alleman Coop, Alleman, Iowa – Merger study, 1992-93
4. Prairie City Cooperative, Prairie City, Iowa – Assisted in evaluation of impact of large animal park in trade area, 1990
5. Plainfield Cooperative, Plainfield, Iowa – Assisted in developing a strategy for merger/acquisition and valuation of assets, 1990
6. Heartland Cooperative, Dallas Center, Iowa – Board/management and responsibility, 1989-91 and merger study, 1992-93
7. Ringsted Cooperative, Ringsted, Iowa – Board/management responsibility, 1989
8. Farnhamville Cooperative, Farnhamville, Iowa – Strategies for unification or joint venture, 1987-1988
9. West Central Cooperative, Ralston, Iowa – Strategies for unification or joint venture, 1987-1988 and board retreats (5)
10. Scranton Cooperative, Scranton, Iowa – Analysis of financial viability and accounts receivable under severe farm financial stress, 1985
11. Terminal Cooperative, Graettinger, Iowa – Survival strategies for cooperative under financial stress and assets must be divested, 1984-85
12. Klemme Cooperative, Klemme, Iowa – Survival strategies for cooperative under financial stress and assets must be divested, 1984-85
13. Huxley Telephone Coop, Huxley, Iowa – Adapting to deregulation and feasibility of cellular radio, 1983-84
14. Cooperative of Hudson, Hudson, Iowa – Member equity analysis where age of members is very high and estates are a problem, 1983-84
15. Ida Grove Cooperative, Ida Grove, Iowa – Survival strategies for cooperatives in financial stress and transportation cost analysis, 1983-84
16. Sioux Honey Association, Sioux City, Iowa – Equity allocation of per unit retains for different classes of membership, 1983-84
17. Farm Service Cooperative, Harlan, Iowa – Petroleum transportation/distribution analysis for local cooperatives with eight branches, 1982-83
18. Ivesdale, Sadorus, Savoy Coops, Champaign County, Illinois – Feasibility study for Cooperatives merger of 3 local coops to eliminate excess capacity and form one consolidated coop and arbitrate between processing gulf export and east coast export markets, 1981-82

## **OVERSEAS ACTIVITIES**

- 6/99 Presented paper at International Conference on Cooperatives, Copenhagen, Denmark.
- 3/98 Presentation to pork producers in Hungary on structural changes in U.S. pork industry.
- 10/92 – 12/95 Served as team leader for the farm input supply grain marketing team designing programs for RAAPS Program in the Czech Republic and Slovakia. The team consists of three U.S. members from private sector, three Czech farm supply managers and three Slovaks.
- 11/94 Consulted with three Czech and three Slovak grain marketing farm supply firms on financial management and collected financial statements for analysis and later consultancy by U.S. team members in early 1995.
- 4/93 – 5/93 Led U.S. counterpart team program planning in Czech Republic and Slovakia. Consulted with five Czech and Slovak farm input supply grain marketing firms and identified major industry problems to be addressed in the project.
- 6/92 Provided two days of workshop training to Polish telephone cooperative managers and attorneys who were visiting the U.S. on a training mission.
- 4/92 and 5/92 Provided workshops and training on cooperatives and privatization alternatives in the Czech and Slovak Federal Republics. Workshops were conducted in Nitra, Bruno and Prague.
- 11/91 Presented a paper to the Council of Central America and Caribbean Cooperatives on the impacts of debt adjustment programs in San Jose, Costa Rica. Also consulted with boards and managers of several Costa Rican cooperatives.
- 11/90 – 12/92 Served on Advisory Board of Volunteers for Coop Assistance (VOCA).
- 6/90 Provided training in cooperative management to directors and managers of Polish cooperatives at the request of rural Solidarity in the Rzesow region. Prepared an evaluation of available farm credit in comparison to needs of Polish agriculture. Evaluated the Extension service in the Rzesow region of Poland and made recommendations to regional governor and extension administrator about changes needed to adapt to farmer needs in a privatized economy.

- 6/83 and 7/83 Provided assistance to the planning division Ministry of Agriculture and Water Development, Republic of Zambia, in the area of fertilizer distribution through cooperatives.
- 10/82 and 11/82 Provided assistance in budgeting vegetable cost of production and determination of research priorities of the agricultural experiment station in the Republic of Seychelles.

### **IN-SERVICE TRAINING TO EXTENSION PROFESSIONALS**

- Producer Equipment Sharing
- Biotechnology Grains
- StarLink Corn Situation
- Hedge-To-Arrive Contract Problems
- Personnel Management & Motivation
- Lockset Transportation
- Financial Management for Ag Business Firms
- Controlling Inventory Costs
- Farm Labor Management
- Financial Performance of Iowa Agribusiness Firms
- Farm Debt Task Force (ASSIST Program)
- Agribusiness Role in Swine Contracting
- Cooperative Losses
- Grain Elevator Financial Position

### **DEPARTMENTAL AND UNIVERSITY COMMITTEES**

- 1990-97 ISU Faculty Senate (At Large Senator for ISU College of Agriculture)
- 1994-97 College of Agriculture Council (selected from senators in college)
- 1994-97 Adding Value and Enhancing Iowa Ag Products - ISU Extension
- 1994 Committee to Develop Faculty Governance Document for Ag College
- 1993-94 Search Committee for Economic Department Chair (DEO)
- 1991 Planning Committee for Livestock and the Environment Conference
- 1990-94 Faculty Development and Administrative Relations Committee
- 1990-91 Chair, Economics Professors Council
- 1989-90 Economics Professors Council
- 1990 ISU Poultry Task Force (chair)
- 1989 ISU Pork Contracting Committee (chair)
- 1988 ISU Drought Task Force
- 1988 ISU Aflatoxin Committee
- 1988 Departmental Promotion and Tenure Committee
- 1984-87 Farm Debt Task Force
- 1981-87 Selection Committee for AAEEA Quality of Communication Award (chair)
- 1983-85 Budget Advisory Committee
- 1983-85 Chair, AAEEA Transportation Committee
- 1979-85 Reading Room Committee

- 1980-82 Economics Council (secretary)
- 1980-81 Micro Economics Prelim Committee
- 1980-81 Chair of Selection Committee for AAEA Outstanding Extension Program Award Entries
- 1979-80 Selection Committee for AAEA Outstanding Extension Program Award Entries

### **NATIONAL EXTENSION ASSIGNMENTS**

- 1984-85- Chair of ECOP Committee for National Cooperative Workshop on Extension Programs for Cooperatives

### **AMERICAN AGRICULTURAL ECONOMICS ASSOCIATION ASSIGNMENTS**

- 1995-96 - AAEA Tellers Committee, Chair
- 1983-84 - Chair, AAEA Tellers Committee
- 1980-84 - AAEA Tellers Committee
- 1979-80 - State of Iowa AAEA Membership Recruiter

### **EDITORIAL BOARD ASSIGNMENTS**

- 1988-96 - Chair of Editorial Board Journal of Cooperation
- 1985-96 - Editorial Board Journal of Cooperation
- 1981-84 - Editorial Council, North Central Journal Agricultural Economics

### **NCR 140**

- 1985-92 - Member Regional Cooperative Research Committee
- 1987-88 - Elected President of NCR 140
- 1986-87 - Elected Vice President of NCR 140
- 1985-86 - Elected Secretary of NCR 140

### **AIC ASSIGNMENTS**

- 1981-90 Elected by cooperatives in Iowa, Nebraska and South Dakota, Board of Trustees, American Institute of Cooperation (AIC), the National Organization for Cooperative Education
- 1981-87 Elected by Trustees to Executive Committee AIC Board of Trustees (12 persons elected from the Board of Trustees)
- 1986 Member AIC Yearbook Oversight Committee
- 1985 Member, Search Committee for AIC President
- 1982-84 Elected Vice-President Board of Trustees, AIC
  - Chair, Special Committee to Evaluate AIC Membership Classes
  - Chair, Special Committee to Evaluate Refereed Papers Section in Yearbook

### **MEMBERSHIPS IN PROFESSIONAL ORGANIZATIONS**

- American Agricultural Economics Association
- North Central Agricultural Economics Association
- Food Distribution Research Society
- American Society of Cooperative Accountants
- American Institute of Cooperation



## **HONORS AND AWARDS**

- Gamma Sigma Delta
- Epsilon Sigma Phi
- Alpha Zeta
- Extension Meritorious Service Award (1996)
- Silver Pen Award for best journal article Cooperative ACCT (1995)
- Mid Career Achievement Award, Iowa State University Alumni (1991)
- Major professor to M.S. student winning Stockdyk Award for thesis (1994)
- University Extension Achievement Award (November 1989)
- Major professor to M.S. student winning AIC outstanding Master's Thesis Award - \$750 cash award (1986)
- Major professor to M.S. student winning Roman Eller Thesis Award for Excellence in Cooperative Research - \$1,000 cash award (1983)
- Iowa Institute of Cooperation - Outstanding Service to Iowa Cooperatives (1983)

## **COMMUNITY ACTIVITIES**

- 1996 Member CUMC Nominations Committee  
1994-95 President, Ames High Band Boosters  
1992-95 CUMC Board of Trustees  
1993-95 Parent Advisory Committee, Ames Middle School  
1993-94 Vice President, Ames High Band Boosters  
1989-91 Member, CUMC Finance Committee  
1989-91 Parent Advisory Committee Ames Middle School  
1990-91 Co-chair, CUMC Finance Committee  
1986-87 Vice-President, Ames Citywide Parent Teacher Organization  
1985-87 Delegate, Ames Citywide Parent Teacher Organization  
1985-86 Co-chair, Sawyer Elementary School Parent Teacher Council  
1984-85 Chair, CUMC Finance Committee  
1984-85 Member, Steering Committee CUMC Restoration Fund Drive  
1981-85 Member, CUMC Finance Committee

### Current and Pending Awards

<b>Project</b>	<b>Amount</b>	<b>Entity</b>	<b>End Date</b>	<b>Commitment</b>
Analytical Tools for Specialty Protein Corn Production	\$25,000	Iowa Corn Promotion Board	9/30/06	3%
2005 Iowa Alliance for Cooperative Business Development	\$299,943	USDA Rural Development	9/30/06	45%
Producer Equipment Sharing as a Survival Strategy for Small- and Medium-Sized Farms	\$26,479	Leopold Center for Sustainable Agriculture	8/31/05	3%
Forming Agricultural Bargaining Units for a Sustainable and Equitable Agriculture	\$36,684	Leopold Center for Sustainable Agriculture	8/31/05	3%
Financial Standards of Agribusiness Firms	\$5,000	Agribusiness Association of Iowa	Ongoing	2%
Current Financial and Legal Issues Facing Cooperatives	\$10,000	Iowa Institute for Cooperatives	Ongoing	3%
Analytical Tools for Production of Non-Food Protein Corn	\$62,785	Illinois-Missouri Biotechnology Alliance	9/30/07	3%
An Overview of the Financial Health of Grain and Farm Supply Cooperatives in Nebraska	\$7,848	Nebraska Cooperative Council/Agricultural Economics Fund for Excellence	9/30/07	2%
2007 Iowa Alliance for Cooperative Business Development	\$225,000	USDA Rural Development	Pending	38%
Impacts on Livestock Industry of an Expanded Bio-based Economy*	\$67,199	USDA-AMS Federal-State Marketing Improvement Program	Pending	2%

\* Roger Ginder is Principal Investigator on all grants listed but this one.