

# Lee L. Schulz

March 2022

## CONTACT INFORMATION

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Iowa State University  
Department of Economics  
478D Heady Hall  
Ames, IA 50011

Telephone: (515) 294-3356  
Fax: (515) 294-3838  
Email: [lschulz@iastate.edu](mailto:lschulz@iastate.edu)  
Website: [LINK](#)

## EDUCATION

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Kansas State University  
Ph.D. – Economics | Agricultural Economics Emphasis

Manhattan, KS  
GPA: 4.0/4.0 May 2012

Michigan State University  
M.S. – Agricultural Economics | Agribusiness Specialization

East Lansing, MI  
GPA: 3.8/4.0 August 2008

University of Wisconsin-River Falls  
B.S. – Agricultural Business | Animal Science Minor

River Falls, WI  
GPA: 3.6/4.0 May 2006

## EMPLOYMENT

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Associate Professor (July 2018 – Present)  
Assistant Professor (May 2012 – June 2018)  
Extension Livestock Economist  
Extension 65% | Research 24% | Teaching 6% | Service 5%

Iowa State University  
Department of Economics  
Extension and Outreach

Graduate Assistant  
August 2008 – April 2012

Kansas State University  
Department of Agricultural Economics

Graduate Assistant  
August 2006 – July 2008

Michigan State University  
Department of Agricultural Economics

## BIOGRAPHY

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Lee Schulz is an associate professor in the Department of Economics at Iowa State University and serves as the statewide extension specialist on livestock economics and markets. Lee grew up on a diversified crop and livestock farm in central Wisconsin. He has a B.S. in Agricultural Business from the University of Wisconsin-River Falls, a M.S. in Agricultural Economics from Michigan State University, and a Ph.D. in Agricultural Economics from Kansas State University. His integrated extension, research, and teaching program provides leadership in the study of, and educational programming for, critical problems facing the livestock and meat industry. His areas of focus are in marketing, price analysis, and risk management for the beef cattle and pork industries. Lee regularly collaborates with Farm Management Extension, the Iowa Beef Center and Iowa Pork Industry Center, the Center for Agricultural and Rural Development, and government and industry stakeholders. He publishes regularly in professional journals, extension publications, and the popular press and has spoken at numerous professional and agricultural conferences. Lee has been recognized by the Agricultural & Applied Economics Association and Iowa State University for early achievement in extension and outreach programming.

## REFEREED PUBLICATIONS – ACCEPTED/PUBLISHED

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34. Bina, J.D., G.T. Tonsor, **L.L. Schulz**, and W.F. Hahn. Regional and Plant-Size Impacts of COVID-19 on Beef Processing. Forthcoming in *Food Policy*.
33. Johnson, A.K., C.J. Rademacher, J. Eggers, N.K. Gabler, L.L. Greiner, J. Kaisand, L.A. Karriker, S.T. Millman, J.F. Patience, B.C. Ramirez, **L.L. Schulz**, S.R. Webb, and J.W. Ross. 2021. Innovative Strategies for Managing Swine Welfare During the COVID-19 Pandemic in Iowa. *Translational Animal Science* 5(4):1-7. ([LINK](#))
32. Lee, J., **L.L. Schulz**, and G.T. Tonsor. 2021. Swine Producer Willingness to Pay for Tier 1 Disease Risk Mitigation under Multifaceted Ambiguity. *Agribusiness: An International Journal* 37(4): 858-875. ([LINK](#))
31. Pudenz, C.C. and **L.L. Schulz**. 2021. Packer Procurement, Structural Change, and Moving Average Basis Forecasts: Lessons from the Fed Dairy Cattle Industry. *Journal of Agricultural and Resource Economics* 46(3): 425-446. ([LINK](#))
30. Pudenz, C.C., J.L. Mitchell, **L.L. Schulz**, and G.T. Tonsor. 2021. U.S. Cattle Producer Adoption of Secure Beef Supply Plan Enhanced Biosecurity Practices and Foot-and-Mouth Disease Preparedness. *Frontiers in Veterinary Science* 8(660857): 1-11. ([LINK](#))
29. Mitchell, J.L., G.T. Tonsor, and **L.L. Schulz**. 2021. The Market for Traceability with Applications to U.S. Feeder Cattle. *European Review of Agricultural Economics* 48(3): 447-476. ([LINK](#)) ----- EDITOR'S CHOICE -----
28. McKendree, M.G.S, G.T. Tonsor, and **L.L. Schulz**. 2021. Management of Multiple Sources of Risk in Livestock Production. *Journal of Agricultural and Applied Economics* 53(1): 75-93. ([LINK](#))
27. Lusk, J.L., G.T. Tonsor, and **L.L. Schulz**. 2021. Beef and Pork Marketing Margins and Price Spreads during COVID-19. *Applied Economic Perspectives and Policy* 43(1): 4-23. ([LINK](#))
26. Weersink, A., M. von Massow, J. Ifft, J. Maples, K. McEwen, M. McKendree, C. Nicholson, A. Novakavic, A. Rangarajan, T. Richards, B. Rickard, J. Rude, M. Schipanski, G. Schnitkey, **L.L. Schulz**, K. Schwartzkopf-Genswein, M. Stephenson, J. Thompson, K. Wood. 2021. COVID-19 and the Agri-Food System in the United States and Canada. *Agricultural Systems* 188, Article 103039: 1-16. ([LINK](#))
25. Hayes, D.J, **L.L. Schulz**, C.E. Hart, and K.L. Jacobs. 2021. A Descriptive Analysis of the COVID-19 Impacts on U.S. Pork, Turkey, and Egg Markets. *Agribusiness: An International Journal* 37(1): 122-141. ([LINK](#))
24. Tonsor, G.T. and **L.L. Schulz**. 2020. Will an Incentive-Compatible Indemnity Policy Please Stand Up? Livestock Producer Willingness to Self-Protect. *Transboundary and Emerging Diseases* 67(6): 2713-2730. ([LINK](#))
23. Chen, C., J.M. Crespi, W. Hahn, **L.L. Schulz**, and F. Taha. 2020. Long-Run Impacts of Trade Shocks and Export Competitiveness: Evidence from the U.S. BSE Event. *Agricultural Economics* 51(6): 941-958. ([LINK](#))

22. Rademacher, C.J., C.C. Pudenz, and **L.L. Schulz**. 2019. Impact Assessment of New U.S. Food and Drug Administration Regulations on Antibiotic Use: A Post-Enactment Survey of Swine Practitioners. *Journal of Swine Health and Production* 27(4): 210-220. ([LINK](#))
21. Pudenz, C.C., **L.L. Schulz**, and G.T. Tonsor. 2019. Adoption of Secure Pork Supply Plan Biosecurity by U.S. Swine Producers. *Frontiers in Veterinary Science* 6(146): 1-14. ([LINK](#))
20. Andresen, C.E., D.D. Loy, T.A. Brick, **L.L. Schulz**, and P.J. Gunn. 2019. Effects of Extended-Release Eprinomectin on Productivity Measures in Cow-Calf Systems and Subsequent Feedlot Performance and Carcass Characteristics of Calves. *Translational Animal Science* 3(1): 273-287. ([LINK](#))
19. **Schulz, L.L.**, B.L. Boetel, and K.C. Dhuyvetter. 2018. Price–Weight Relationships for Feeder Cattle: An Updated Dairy-Beef Assessment. *Western Economics Forum* 16(2): 42-54. ([LINK](#))
18. Cornelison, A.S., L.A. Karriker, N.H. Williams, B.J. Haberl, K.J. Stalder, **L.L. Schulz**, and J.F. Patience. 2018. Impact of Health Challenges on Pig Growth Performance, Carcass Characteristics and Net Returns under Commercial Conditions. *Translational Animal Science* 2(1): 50-61. ([LINK](#))
17. **Schulz, L.L.**, D.J. Hayes, D.J. Holtkamp, and D.A. Swenson. 2018. Economic Impact of University Veterinary Diagnostic Laboratories: A Case Study. *Preventive Veterinary Medicine* 151(1): 5-12. ([LINK](#))
16. Wu, Q., **L.L. Schulz**, and G.T. Tonsor. 2018. Using Expert Knowledge to Understand Biosecurity Adoption Aimed at Reducing Tier 1 Disease Risks in the U.S. Livestock Industry. *Journal of Agricultural Science* 10(1): 12-26. ([LINK](#))
15. **Schulz, L.L.** and C.J. Rademacher. 2017. Food and Drug Administration Guidance 209 and 213 and Veterinary Feed Directive Regulations Regarding Antibiotic Use in Livestock: A Survey of Preparation and Anticipated Impacts in the Swine Industry. *Journal of Swine Health and Production* 25(5): 247-255. ([LINK](#))
14. Gruhot, T.R., J.A. Calderón Díaz, T.J. Baas, K.C. Dhuyvetter, **L.L. Schulz**, and K.J. Stalder. 2017. An Economic Analysis of Sow Retention in a United States Breed-to-Wean System. *Journal of Swine Health and Production* 25(5): 238-246. ([LINK](#))
13. Wu, Q., **L.L. Schulz**, G.T. Tonsor, and J.M. Smith. 2017. Expert Views on Effectiveness, Feasibility, and Implementation of Biosecurity Measures for Mitigating Tier 1 Disease Risks in the U.S. Swine, Beef Cattle, and Dairy Industries. *Journal of Veterinary Science and Technology* 8(2): 1-7. ([LINK](#))
12. **Schulz, L.L.**, G.M. Artz, and P.J. Gunn. 2017. Succession Planning and Perceived Obstacles and Attractions for Future Generations Entering Beef Cattle Production. *Journal of Applied Farm Economics* 1(1): 1-17. ([LINK](#))
11. **Schulz, L.L.**, C.E. Andresen, and P.J. Gunn. 2016. Factors Affecting Timing and Intensity of Calving Season of Beef Cow-Calf Producers in the Midwest. *The Professional Animal Scientist* 32(4): 430-437. ([LINK](#))

10. **Schulz, L.L.** and G.T. Tonsor. 2015. Assessment of the Economic Impacts of Porcine Epidemic Diarrhea Virus in the United States. *Journal of Animal Science* 93(11): 5111-5118. ([LINK](#))
9. Tonsor, G.T. and **L.L. Schulz**. 2015. Economic Considerations Related to U.S. Beef Herd Expansion. *Journal of Animal Science* 93(9): 4227-4234. ([LINK](#))
8. **Schulz, L.L.**, K.C. Dhuyvetter, and B.E. Doran. 2015. Factors Affecting Preconditioned Calf Price Premiums: Does Potential Buyer Competition and Seller Reputation Matter? *Journal of Agricultural and Resource Economics* 40(2): 220-241. ([LINK](#))
7. **Schulz, L.L.** and G.T. Tonsor. 2015. The U.S. Gestation Stall Debate. *Choices* 30(1): 1-7. ([LINK](#))
6. **Schulz, L.L.**, T.C. Schroeder, and T. Xia. 2012. Studying Composite Demand Using Scanner Data: The Case of Ground Beef in the U.S. *Agricultural Economics* 43(s1): 49-57. ([LINK](#))
5. **Schulz, L.L.**, T.C. Schroeder, and K.L. White. 2012. Value of Beef Steak Branding: Hedonic Analysis of Retail Scanner Data. *Agricultural and Resource Economics Review* 41(2): 260-273. ([LINK](#))
4. **Schulz, L.L.** and J.M. Crespi. 2012. Presence of Check-off Programs and Industry Concentration in the Food Manufacturing Sector. *Agribusiness: An International Journal* 28(2): 148-156. ([LINK](#))
3. **Schulz, L.L.**, T.C. Schroeder, and C.E. Ward. 2011. Trade-Related Policy and Canadian-U.S. Fed Cattle Transactions Basis. *Journal of Agricultural and Resource Economics* 36(2): 313-325. ([LINK](#))
2. **Schulz, L.L.** and G.T. Tonsor. 2010. Cow-Calf Producer Perceptions Regarding Individual Animal Traceability. *Journal of Agricultural and Applied Economics* 42(4): 659-677. ([LINK](#))
1. **Schulz, L.L.** and G.T. Tonsor. 2010. Cow-Calf Producer Preferences for Voluntary Traceability Systems. *Journal of Agricultural Economics* 61(1): 138-162. ([LINK](#))

#### **BOOK/REPORT CHAPTERS**

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2. Mitchell, J.L., **L.L. Schulz**, and G.T. Tonsor. Food Safety and Traceability. In *A Modern Guide to Food Economics*. J. Roosen and J. Hobbs (editors). Edward Elgar Publishing. Forthcoming.
1. Tonsor, G.T. and **L.L. Schulz**. COVID-19 Impacts on the Meat Processing Sector. In *Economic Impacts of COVID-19 on Food and Agricultural Markets*. CAST Commentary. QTA2020-3. June 2020. ([LINK](#))

#### **MANUSCRIPTS – UNDER REVIEW**

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2. Pudenz, C.C. and **L.L. Schulz**. Multi-plant Coordination in the U.S. Beef Packing Industry. First submission.
1. Lee, J., **L.L. Schulz**, B. Hoffman, and G.T. Tonsor. How Can Reporting on Foreign Animal Diseases Affect Meat Purchases? The Case of African Swine Fever. First submission.

## **EXTENSION AND OUTREACH REPORTS AND PROCEEDINGS**

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51. **Schulz, L.L.** Economic Considerations for the Dairy Beef Market. Proceedings of the I-29 Moo University Dairy Beef Short Course. March 2022.
50. Butcher, E. and **L.L. Schulz.** Hog Price and Volume Comparisons across Alternative Sale Types, Emphasis on COVID-19 Disruptions. CARD Policy Brief 21-PB 36. September 2021. ([LINK](#))
49. Holtkamp, D.J., D.J. Hayes, and **L.L. Schulz.** International Benchmarking of Key Performance Indicators in Pork Production: 2019. Swine Disease Reporting System. Report # 43. Bonus page. September 2021. ([LINK](#))
48. Doran, B., G. Dahlke, **L.L. Schulz,** and S. Hoyer. Benchmarking the Performance of Iowa Feedlot Cattle. Iowa State University Extension and Outreach IBC0144. August 2021. ([LINK](#))
47. Ibarburu, M., **L.L. Schulz,** and M. Imerman. Executive Summary - Economic Importance of the Iowa Egg Industry. September 2020. ([LINK](#))
46. Hayes, D.J. and **L.L. Schulz.** Diagnosing Possible Capacity Issues for U.S. Pork Producers. CARD Publication. November 2020. ([LINK](#))
45. Tonsor, G.T., **L.L. Schulz,** and J.L. Lusk. Meat Availability and Shortages Overview. Kansas State University Department of Agricultural Economics Extension Publication. AgManager.info. April 2020. ([LINK](#))
44. Tonsor, G.T. and **L.L. Schulz.** Fed Cattle Flows - Demonstrative Scenario Examples. Kansas State University Department of Agricultural Economics Extension Publication. AgManager.info. April 2020. ([LINK](#))
43. Cauffman, A.L., C. Clark, G. Dahlke, G. Dewell, B. Doran, R. Euken, W. Halfman, D.D. Loy, E. Lundy, M. Nelson, B. Reynolds, D.M. Schaeffer, **L.L. Schulz,** D. Schwab, R.A. Sterry, A. VanDerWal, P. Wall. Considerations for Slowing Feedlot Cattle Growth due to the COVID-19 Pandemic. Joint Iowa Beef Center-University of Wisconsin Extension factsheet. April 2020. ([LINK](#))
42. Euken, R., **L.L. Schulz,** L. Greiner, and J. Ross. Economic Considerations for Reducing Growth Rates and Feed Intake in Finishing Pigs. Iowa State University Extension and Outreach. Iowa Pork Industry Center. April 2020. ([LINK](#))
41. **Schulz, L.L.,** D.D. Loy, A. VanDerWal, and M. Deppe. Iowa Cattle Feeding – Beyond the Margins. Iowa State University Extension and Outreach IBC 0141. April 2020. ([LINK](#))
40. Hart, C.E., D.J. Hayes, K.L. Jacobs, **L.L. Schulz,** and J.M. Crespi. The Impact of COVID-19 on Iowa’s Corn, Soybean, Ethanol, Pork, and Beef Sectors. CARD Policy Brief 20-PB 28. April 2020. ([LINK](#))
39. Tonsor, G.T. and **L.L. Schulz.** Assessing Impact of Packing Plant Utilization on Livestock Prices. Kansas State University Department of Agricultural Economics Extension Publication. AgManager.info. April 2020. ([LINK](#))
38. Ibarburu, M., **L.L. Schulz,** and M. Imerman. Economic Importance of the Iowa Egg Industry. Iowa State University Extension and Outreach. December 2019. ([LINK](#))

37. J. Sellers, D. Schwab, K. Arora, C. Clark, G. Dewell, R. Euken, P. Gunn, K. Lippolis, D. Loy, E. Lundy, J. Russell, **L.L. Schulz**, S. Shouse, P. Wall, A. Beenken, J. Harding, M. Holcomb, S. Jamison, and C. Redifer. Iowa Cow-calf Production – Exploring Different Management Systems. Iowa State University Extension and Outreach IBC0131. January 2019. ([LINK](#))
36. Balistreri, E.J., C.E. Hart, D.J. Hayes, M. Li, **L.L. Schulz**, D.A. Swenson, W. Zhang, and J.M. Crespi. The Impact of the 2018 Trade Disruptions on the Iowa Economy. CARD Policy Brief 18-PB 25. September 2018. ([LINK](#))
35. Russell, J., E. Lundy, S. Barnhart, C. Brummer, S. Ensley, P. Gunn, A. Janke, D. Loy, D. Miller, P. Miller, K. Moore, D. Morrical, J. Paxton, **L.L. Schulz**, J. Sellers, S. Shouse, M. Wiedenhoft, C. Andresen, C. Redifer, J. Bisinger. Pasture Management Guide for Livestock Producers. Iowa State University Extension and Outreach PM1713. May 2018. ([LINK](#))
34. **Schulz, L.L.**, D. Swenson, D.D. Loy, E. Lundy. Economic Importance of Iowa’s Beef Industry: Executive Summary. Iowa State University Extension and Outreach IBC0127B. May 2018. ([LINK](#))
33. Poddaturi, D.R., G.R. Dahlke, R. Euken, **L.L. Schulz**. 2018. Development of a CRUSH Margin Calculator for Beef and Pork Markets. Animal Industry Report: AS 664, ASL R3221. ([LINK](#))
32. Loy, D.D., B.E. Doran, R. Euken, D.L. Schwab, C. Clark, J. Sellers, P.B. Wall, G.R. Dahlke, S. Hoyer, E.L. Lundy, **L.L. Schulz**, and G.A. Dewell. 2018. Iowa Beef Center. Animal Industry Report: AS 664, ASL R3216. ([LINK](#))
31. Pudenz, C.C., **L.L. Schulz**, and G.T. Tonsor. Biosecurity and Health Management by U.S. Pork Producers: 2017 Survey Summary. Iowa State University Extension and Outreach IPIC0105. December 2017. ([LINK](#))
30. **Schulz, L.L.**, D. Swenson, D.D. Loy, E. Lundy. Economic Importance of Iowa’s Beef Industry. Iowa State University Extension and Outreach IBC0127. December 2017. ([LINK](#))
29. McKendree, M.G.S., G.T. Tonsor, and **L.L. Schulz**. Feedlot Risk Management and Benchmarking Survey Summary. Michigan State University Department of Agricultural, Food, and Resource Economics. Staff Paper 2017-07. October 2017. ([LINK](#))
28. Ibarburu, M, **L.L. Schulz**, H. Xin, and L. Vold. Analysis of U.S. Egg Demand Elasticity vs. Price. Report prepared for American Egg Board. September 2017.
27. Stokes, B.T., J.R. Russell, P.J. Gunn, **L.L. Schulz**. 2017. Progress Report: Effect of Stockpiling Initiation Method on Winter Forage Yield and Quality of Midwestern Cool-Season Grass Pastures for Fall-Calving Beef Cows. Animal Industry Report: AS 663, ASL R3142. ([LINK](#))
26. **Schulz, L.L.** Beef-Cattle Market Situation and Outlook: 2017 and Beyond. *2017 Driftless Region Beef Conference Proceedings*. January 2017. ([LINK](#))
25. **Schulz, L.L.**, D.D. Loy, J. Stevenson, and M. Deppe. Iowa Cattle Feeding – Beyond the Margins. Joint Iowa Beef Center-Iowa Cattlemen’s Association Factsheet. June 2016. ([LINK](#))

24. Loy, D.D., P.J. Gunn, B.E. Doran, R. Euken, D.L. Schwab, C. Clark, J. Sellers, P.B. Wall, G.R. Dahlke, S. Hoyer, E.L. Lundy, **L.L. Schulz**, and G.A. Dewell. 2016. Iowa Beef Center. Animal Industry Report: AS 662, ASL R3054. ([LINK](#))
23. **Schulz, L.L.**, C.E. Andresen, and P.J. Gunn. 2016. Factors Affecting Timing and Intensity of Calving Season of Beef Cow-Calf Producers in the Midwest. Animal Industry Report: AS 662, ASL R3053. ([LINK](#))
22. Ibarburu, M., **L.L. Schulz**, and D. Otto. Economic Importance of the Iowa Egg Industry - 2014 Update. Iowa State University Extension and Outreach PM3034. November 2015. ([LINK](#))
21. **Schulz, L.L.** and P.J. Gunn. How Do Current Market Incentives Affect Genetic Selection Decisions? Beef Improvement Federation invited paper submitted for the proceedings of the 2015 Annual Convention. June 2015. ([LINK](#))
20. **Schulz, L.L.**, P.J. Gunn, and D.D. Loy. Iowa Beef Producer Profile: A 2014 Survey of Iowa Feedlot Operators. Iowa State University Extension and Outreach IBC102A. May 2015. ([LINK](#))
19. **Schulz, L.L.**, P.J. Gunn, and D.D. Loy. Iowa Beef Producer Profile: A 2014 Survey of Iowa Cow-Calf Producers. Iowa State University Extension and Outreach IBC101A. May 2015. ([LINK](#))
18. Gunn, P.J., H.J. Sellers, C. Clark, and **L.L. Schulz**. Indoor Housing and Diversified Beef Cow-Calf Operations: Facility and Management Considerations. *2015 Iowa Veterinary Medical Association Annual Conference Proceedings*. February 2015.
17. Euken, R., B. Doran, C. Clark, S. Shouse, S. Ellis, D.D. Loy, and **L.L. Schulz**. Beef Feedlot Systems Manual. Iowa State University Extension and Outreach PM1867. January 2015. ([LINK](#))
16. **Schulz, L.L.** Demonstrating Decision Support Tools and Increasing Understanding of Underlying Economic Drivers of Profitability and Risk to Beef Cattle Producers. *2015 Driftless Region Beef Conference Proceedings*. January 2015. ([LINK](#))
15. **Schulz, L.L.** Reinvesting Profits from the Beef Operation. *2015 Driftless Region Beef Conference Proceedings*. January 2015. ([LINK](#))
14. **Schulz, L.L.** Hog and Pork Market Situation and Outlook: How is PEDv Impacting Hog Markets? *22<sup>nd</sup> Annual Swine Disease Conference for Swine Practitioners Proceedings*. November 2014.
13. **Schulz, L.L.** Iowa Beef Center 2014 Feedlot Operator Survey. Iowa State University Extension and Outreach IBC102. October 2014. ([LINK](#))
12. **Schulz, L.L.** Iowa Beef Center 2014 Cow-Calf Producer Survey. Iowa State University Extension and Outreach IBC101. October 2014. ([LINK](#))
11. **Schulz, L.L.**, C.S. Hayes, and D.J. Hayes. United States Pork Production. Center for Agricultural and Rural Development. July 2014. ([LINK](#))
10. Hogberg, M. **L.L. Schulz**, et al. A Vision for Iowa Animal Agriculture. Iowa State University College of Agriculture and Life Sciences. July 2014.

9. **Schulz, L.L.** Cattle Market Outlook: 2014 and Beyond. *2014 Driftless Region Beef Conference Proceedings*. January 2014. ([LINK](#))
8. Gunn, P., J. Sellers, C. Clark, and **L.L. Schulz**. Considerations for Beef Cows in Confinement. *2014 Driftless Region Beef Conference Proceedings*. January 2014. ([LINK](#))
7. **Schulz, L.L.** Agricultural Cycles: Livestock Market Assessment and Long Term Prospective (Beef Cattle and Hogs). Iowa State University Extension and Outreach. July 2013. ([LINK](#))
6. **Schulz, L.L.** and M. Ibarburu. 2012 Update: The Iowa Egg Industry. Factsheet submitted to Iowa Egg Council. March 2013.
5. Otto, D., M. Ibarburu, and **L.L. Schulz**. Economic Importance of the Iowa Egg Industry. Iowa State University Extension and Outreach PM3034. January 2013.
4. **Schulz, L.L.** and G.T. Tonsor. A Look into the Future of the Cattle Industry. *2013 Cornbelt Cow-Calf Conference Proceedings*. January 2013. ([LINK](#))
3. **Schulz, L.L.** and G.T. Tonsor. National Survey of Cow-Calf Producers' Beliefs about Traceability. Kansas State University. MF-2944. July 2010. ([LINK](#))
2. Tonsor, G.T. and **L.L. Schulz**. Cow-Calf Producer Traceability Preferences for Voluntary Animal Identification and Traceability Systems. Kansas State University. MF-2943. July 2010. ([LINK](#))
1. **Schulz, L.L.**, K.C. Dhuyvetter, K.W. Harborth, and J.W. Waggoner. Factors Affecting Feeder Cattle Prices in Kansas and Missouri. Kansas State University. November 2009. ([LINK](#))

## **EXTENSION AND OUTREACH TRADE AND POPULAR PRESS ARTICLES**

### **AG DECISION MAKER NEWSLETTER [ISU Extension and Outreach]**

Available electronically at ([LINK](#))

26. Mar 2022: Some Quirks but Typical Beef Market Trends Expected
25. Feb 2022: Iowa's Beef Cow Herd is Off and Running
24. Jan 2022: Sorting Out Hog Production Shocks
23. Dec 2021: Strong By-Product Values Lift Cattle Prices
22. Nov 2021: How Long will Strong Beef Demand Continue?
21. Oct 2021: Can Dairy Beef Prices Foretell Future Price Trends
20. Oct 2021: Making Sense of Recent Changes in Hog Inventories
19. Sep 2021: Tools to Manage Volatile Markets
18. Aug 2021: Avoid Misinterpreting Year-to-Year Cattle Inventory Changes
17. Jul 2021: Producers Freshen the Swine Breeding Herd
16. Jun 2021: Poor Start to Haying and Grazing Season
15. May 2021: Recapping 2020 through the Cattle Industry Lens
14. Apr 2021: Push-N-Pull Supporting Hog Prices
13. Mar 2021: Ground Beef Demand Remains Strong



13. Feb 2021: No Clear Signals on Beef Cattle Herd Expansion
12. Jan 2021: Talk of Hog Supply Contraction is Premature
11. Dec 2020: Organic Beef Captures Price Premiums
10. Nov 2020: Net Farm Income Projection Higher, Debt Forecast Worse
9. Oct 2020: Understanding Stats in USDA Hogs and Pigs Reports
8. Sep 2020: Local Meat Sales Gain Traction
7. Aug 2020: Little Change in Mid-Year Cattle Inventory
6. Jul 2020: What's Included and Excluded in USDA Hog Numbers?
5. Jun 2020: Rising Cattle Supplies Face Restricted Packing Capacity
4. May 2020: Strive to Market Fed Cattle at Optimum Weight—Even in Tough Times
3. Apr 2020: Hog Producers Limited in Short-Run to Change Production
2. Mar 2020: Cattle Market Shaken by COVID-19
1. Feb 2020: Beef Producers Work to Overcome 2019 Challenges

### **IOWA FARM OUTLOOK & NEWS [ISU Extension and Outreach]**

Available electronically at [\(LINK\)](#)

*Starting in January 2020 the Iowa Farm Outlook and Ag Decision Maker newsletters merged*

90. Jan 2020: Economics Spur Expansion and Help Guide Where Hogs Are Produced
89. Dec 2019: Holiday Beef Roasts Face Competition
88. Nov 2019: Hedging against Falling Prices using Live Cattle Futures
87. Oct 2019: Doing More with Less Helps Keep Pork Industry Growing
86. Sep 2019: Beef Packing Utilization-to-Capacity and Fed Cattle Prices
85. Aug 2019: Has the Cattle Cycle Peaked?
84. Jul 2019: Slaughter Surge Prompts USDA to Revise Hog Inventory Estimates
83. Jun 2019: Beef Packing Finding Capacity Balance
82. May 2019: Fed Cattle Prices Undervalued to Hog Prices
81. Apr 2019: Big Jump in Cash Hog Prices Likely in Store
80. Mar 2019: Is this the Last Stand for Beef Cattle Herd Expansion?
79. Feb 2019: Sizing Up Long-Term Beef Prospects
78. Jan 2019: Stronger Hog Prices Possible Despite More Production
77. Dec 2018: Trends in the Number of Farm Workers and Wage Rates
76. Nov 2018: Structure and Status of the Iowa Cattle Feeding Industry
75. Oct 2018: Hog Slaughter Capacity and Pork Exports, Major Market Forces this Fall
74. Sep 2018: [with C.E. Hart] Trade and the Iowa Economy
73. Aug 2018: Cattle Inventories Larger, Demand Remains Wildcard
72. Jul 2018: Larger Breeding Herd Weighs on Deferred Hog Market
71. Jun 2018: Strong Basis Helps Keep Fed Cattle Marketings Current
70. May 2018: Capacity Utilization in the Cattle Feeding Sector Improving
69. Apr 2018: Pork Profit Prospects Fade

68. Mar 2018: More Beef Expansion Ahead
67. Feb 2018: Betting on the Come in the Fed Cattle Market
66. Jan 2018: How Will Hog and Pork Markets be Different in 2018?
65. Dec 2017: Stretch Run for Meat Markets
64. Nov 2017: Cull Cow Marketing is Important to Your Business
63. Oct 2017: Pork Profits Fuel Expansion
62. Sep 2017: Fall 2017 Calf Marketing Considerations
61. Aug 2017: More Cattle Mid-Year, Lightweight Placements Up
60. Jul 2017: Large Hog Supplies Should be Manageable
59. Jun 2017: Strong Prices with Large Slaughter Suggest Firm Meat Demand
58. May 2017: Higher Production Trims Livestock Prices, Cash Receipts
57. Apr 2017: More Hogs, Higher Prices Reflect Strong Demand
56. Mar 2017: Beef and Dairy Market Relationships
55. Feb 2017: Livestock Market Adjustments and Opportunities
54. Jan 2017: Pork Industry Shaping Itself for the Future
53. Dec 2016: Glean More Information from Cattle Market Reports
52. Nov 2016: Pasture and Range Conditions and Prices: A Year in Review
51. Oct 2016: Hogs and Pigs Inventory Topples Expectations
50. Sep 2016: Marketing Strategies for the 2016 Calf Crop
49. Aug 2016: Evaluating Basis Forward Contracts
48. Jul 2016: Be Prepared for Lower Hog Prices
47. Jun 2016: Ample Early Forage Supplies
46. May 2016: Cull Cow Price Rally Not Likely
45. Apr 2016: Recent Developments in Hog Markets
44. Mar 2016: Tighter Margins Call for Improved Risk Management
43. Feb 2016: Cattle Inventory Report Affirms What Happened in 2015 and What May Happen in 2016
42. Jan 2016: Big Supply, Strong Dollar Pressure Hog Price
41. Dec 2015: Replacement Quality Heifer Prices Supported by Latest Data
40. Nov 2015: Fed Cattle Market Regional Comparisons
39. Oct 2015: Hogs & Pigs Report: As Expected Inventories Larger
38. Sep 2015: Variability in Placement Weights and Marketings Contributes to Challenge in Determining Timing of Fed Cattle Production
37. Aug 2015: Beef Cattle Herd Expansion Underway but Supplies Still Remain Historically Tight
36. Jul 2015: Interpreting the Hogs and Pigs Report: Perspective Makes a Difference
35. Jun 2015: Regional Hay-Pasture Situation and Outlook
34. May 2015: Several Factors Supporting, Pressuring Fed Cattle Prices
33. Apr 2015: March Hogs and Pigs Analysis

32. Mar 2015: Adjustments in Major Retail Supermarket Feature and Special Activity
31. Feb 2015: Takeaways from the January Cattle Inventory Report
30. Jan 2015: Monitoring Farrowings and Farrowing Intentions in USDA's Hogs and Pigs Reports
29. Dec 2014: What Do Beef Sector Relative Prices Suggest for Industry Participants
28. Nov 2014: Profit Situation and Outlook in Cattle and Hog Finishing
27. Oct 2014: An Update on Herd Rebuilding and Hog and Pig Inventories
26. Sep 2014: Mixed Signals Regarding Beef Cattle Herd Rebuilding
25. Aug 2014: AAEE Extension Section Annual Outlook Survey 2014
24. Jul 2014: June Hogs and Pigs Report Summary
23. Jun 2014: Iowa Beef Cattle and Hog Production: 2012 Census of Agriculture Summary
22. May 2014: Red Meat and Poultry Prices
21. Apr 2014: Hog Futures Price Rally Looks to USDA Hogs and Pigs Report for Confirmation
20. Mar 2014: Long-Term Projections for Beef Production and Trade
19. Feb 2014: January Cattle Report from USDA
18. Jan 2014: December 2013 Hogs and Pigs Report Summary
17. Dec 2013: Early Weaned Pig Supplies and Prices
16. Nov 2013: Is Beef Cattle Herd Rebuilding on the Horizon?
15. Oct 2013: September 2013 Hogs and Pigs Report Summary
14. Sep 2013: AAEE Extension Section Annual Outlook Survey 2013
13. Aug 2013: Several Factors Underpinning Beef Packer Margins
12. Jul 2013: June 2013 Hogs and Pigs Report Summary
11. Jun 2013: Paying Tribute to the Dairy Industry: Its Milk, Its Dairy Products, Its Cattle
10. May 2013: A Deeper Look at Prices in the Beef Complex and Beef Demand
9. Apr 2013: March Hogs and Pigs Report Summary
8. Mar 2013: Long-term Projections for Livestock Production
7. Feb 2013: January Cattle Report
6. Jan 2013: December Hogs and Pigs Report
5. Dec 2012: Beef and Pork Price Relationships
4. Nov 2012: Feeder and Fed Cattle Update
3. Oct 2012: [with S. Ellis] September Hogs and Pigs Report
2. Sep 2012: Cattle Market and Outlook Survey
1. Aug 2012: Cattle Market Situation and Outlook

**IOWA CATTLEMAN [Iowa Cattlemen's Association]**

Available electronically (since January 2015) at [\(LINK\)](#)

117. Apr 2023: Beef Market Trends Going into Grilling Season
116. Mar 2022: Beef Cows. Iowa's Hold'em While Others are Fold'em
115. Feb 2022: Price Increases Prevent Shortages

114. Jan 2022: Drop Credit Buoy Cattle Prices
113. Dec 2021: Beef Markets Reflect Changes in Demand and Changes in Quantity Demanded
112. Nov 2021: Lessons from the Fed Dairy Cattle Industry
111. Oct 2021: Volatility Brings Risk and Opportunity
110. Sep 2021: Are We Closer to the Bottom or Top of the Cattle Cycle?
109. Aug 2021: Relative Fed Cattle Prices Matter
108. Jul 2021: Forage Production Suffering from Drought
107. Jun 2021: Putting a Bow on 2020 Beef Production
106. May 2021: Thinking Through the Virtues of a Boxed Beef Index
105. Apr 2021: Ground Beef Demand Remains Strong
104. Mar 2021: Mixed Signals on Beef Herd Trends
103. Feb 2021: Improved Calf Price Data Now Available
102. Jan 2021: Beef Balance Sheet Reflects Big Picture
101. Dec 2020: Organic Beef Captures Price Premiums
100. Nov 2020: Net Farm Income Projection Higher, Debt Forecast Worse
99. Oct 2020: Local Beef Sales Gain Traction
98. Sep 2020: Echoes of Slaughter Disruptions Persist
97. Aug 2020: [with B. Doran] Preparing for the Fall Calf Market
96. Jul 2020: Working Through the Backlog of Cattle
95. Jul 2020: No Easy Solutions to Cattle Harvest Crunch
94. Jun 2020: Temporarily Tight Beef Supplies Face Strong Demand
93. May 2020: Managing through COVID-19
92. Apr 2020: Cattle Market Shaken by COVID-19
91. Mar 2020: Recovering from 2019 Challenges
90. Feb 2020: Relative Profitability Important to Long-Run Success
89. Jan 2020: Focus on Profit, Not Just Costs
88. Dec 2019: Holiday Beef Featuring Ramping Up
87. Nov 2019: To Hedge or Not to Hedge
86. Oct 2019: High Beef Packing Plant Utilization Pressures Fed Cattle Prices
85. Sep 2019: The Cattle Cycle and Your Operation
84. Aug 2019: Forage Conditions, Feed Costs, and Cattle Prices
83. Jul 2019: Challenges and Opportunities to Beef Farm Succession
82. Jun 2019: Roles for All Sizes of Players in Beef Packing
81. May 2019: What Does the Cattle/Hog Price Ratio Tell Us?
80. Apr 2019: Beef Inventories Up, Dairy Numbers Down
79. Mar 2019: Understanding Price Slide Helps Assess Feeder Cattle Value
78. Feb 2019: Sizing Up Long-Term Beef Prospects
77. Jan 2019: Despite Rising Pay, Farm Labor Hard to Find

76. Dec 2018: Structure and Status of Iowa Cattle Feeding
75. Nov 2018: Opportunities for Fall Calf Marketing
74. Oct 2018: Favorable Feed Costs Pull Feeders into Lots
73. Sep 2018: Cattle Markets Mid-Year
72. Aug 2018: Weather, Forage Production Could Drive Cattle Market Narrative
71. Jul 2018: Cow Herd Market Signals
70. Jun 2018: Another Great Spring Fed Cattle Basis
69. May 2018: Feedlot Capacity Adjustments Continue
68. Apr 2018: Markets React to USDA Cattle on Feed Reports
67. Mar 2018: Beef Herd Expansion Slows
66. Feb 2018: Betting on the Come in the Fed Cattle Market
65. Jan 2018: How Will Cattle and Beef Markets be Different in 2018?
64. Dec 2017: Stretch Run for 2017 Beef Markets
63. Nov 2017: Perspective on the Slaughter Cow Market
62. Oct 2017: Fall Backgrounding and Stocker Opportunities
61. Sep 2017: Enhanced Fed Cattle Price Reporting
60. Aug 2017: Optimism for Remainder of 2017
59. Jul 2017: Strong Slaughter Pace Continues, Weights Much Lower
58. Jun 2017: Cattle Business: Highs, Lows, and Now a Bounce Back
57. May 2017: Fed Cattle Basis Levels
56. Apr 2017: Hay Acreage Down, Demand Growing
55. Mar 2017: Impact of the Dairy Industry on Beef Markets
54. Feb 2017: Aggressive Fed Cattle Marketings Paying Off
53. Jan 2017: Biggest Adjustment in Prices Likely Behind Us
52. Dec 2016: Consider the Entire Fed Cattle Price Picture
51. Nov 2016: Live Cattle Price Volatility
50. Oct 2016: Pasture Values and Rents Likely to Ease
49. Sep 2016: What will the Fall Bring in Terms of Feeder Cattle Prices?
48. Aug 2016: Current and Forward Fed Cattle Basis Levels at Odds
47. Jul 2016: A Mid-Year Beef Demand Update
46. Jun 2016: Early Year Forage and Pasture Conditions
45. May 2016: Below Average Seasonal Price Increase in the Slaughter Cow Market
44. Apr 2016: Back to a Bit of Normalcy in the Feeder Cattle Markets
43. Mar 2016: Beef Cattle Herd Rebuilding Continues
42. Feb 2016: A Look Forward at the Cattle Complex and the Impact of "Outside" Markets
41. Jan 2016: Replacement Quality Heifer Prices Lower, But Demand Still Strong
40. Dec 2015: Retail Beef Prices Start to Adjust
39. Nov 2015: Fed Cattle Market Regional Comparisons

38. Oct 2015: [with B.E Doran] Premiums for Preconditioned Calves Studied
37. Sep 2015: Benchmarking the Beef Cattle Herd Expansion Underway
36. Aug 2015: A Look at Feedlot Placements and Forecasts of Cattle Finishing Returns
35. Jul 2015: Calf Markets at Mid-Year: Implications for Management and Marketing
34. Jun 2015: Where the Green Grass Grows and Beef Cattle Breeding Herd Dynamics
33. May 2015: Several Factors Underpinning Fed Cattle Prices
32. Apr 2015: Higher Beef Prices are Leading to Adjustments in Supermarket Features, Special Activity
31. Mar 2015: National Herd Sees Upswing in Numbers: Young Base Herd Could Contribute to Accelerated Expansion
30. Feb 2015: A Look at Live Cattle Basis and Recent Forward Contracting of Fed Cattle
29. Jan 2015: How Do You Compare to USDA's Income, Expense Summary?
28. Dec 2014: Retailers Keeping Beef in Stores—2015 Outlook Good for All Sectors
27. Nov 2014: A General Barometer of Feedlot Profitability
26. Oct 2014: U.S. Cattle and Beef Prices Impacting Trade Flows
25. Sep 2014: An Update on Herd Rebuilding and Cattle Inventories
24. Aug 2014: Monitoring Cattle Feeding Margins in this Uncertain Market
23. Jul 2014: Forage and Beef Cattle Patterns
22. Jun 2014: Beef Cattle Production in Iowa – A Closer Look at What the 2012 Census of Agriculture Tells Us
21. May 2014: Dissecting Today's Meat Markets – Is it Retail or Wholesale Price that Makes the Difference?
20. Apr 2014: Highlighting Beef Herd Expansion Decision-Support Tools
19. Mar 2014: Evaluating Cattle Cycles: Where We Are and Where We May Be Going
18. Feb 2014: Cattle and Beef Demand
17. Jan 2014: Feeder and Live Cattle Price Relationships
16. Dec 2013: Market Signals indicate Start of Beef Cow Herd Expansion
15. Nov 2013: Government Data in Price Determination and Price Discovery
14. Oct 2013: Feeder Cattle Prices and Cattle-on-Feed Observations
13. Sep 2013: Beef Supplies Impact with Zilmax® Suspension
12. Aug 2013: Several Factors Underpinning Beef Packer Margins
11. Jul 2013: An Update on Quality Grade Premiums and Discounts
10. Jun 2013: Paying Tribute to the Dairy Industry: It's not just milk, it's cattle, too
9. May 2013: Prices in the Beef Complex under Pressure
8. Apr 2013: Beef Cow Herd Expansion Potential – Analyzing the Decision
7. Mar 2013: Cattle Herd Developments and Changes Underway; Supplies Tightening
6. Feb 2013: Beef Cow Slaughter and Price Outlook Wholly Dependent on Weather
5. Jan 2013: Feed Costs and Cattle Prices
4. Dec 2012: Cattle Supplies and Beef Demand

3. Nov 2012: Cattle Feeding Outlook Shows Numbers Tightening Up
2. Oct 2012: Forage Outlook and Beef Cow Marketing Decisions
1. Sep 2012: Cattle Market Signals Amidst the Drought

### **IOWA PORK PRODUCER [Iowa Pork Producers Association]**

Available electronically (since January 2013) at [\(LINK\)](#)

18. Jan 2022: [with R. Euken] Assessing the Value of Improving Wean to Finish Mortality
17. Mar 2020: [with C. Pudenz] Putting a Number on Catastrophic Disease-Related Price Risk
16. Nov 2019: Hog Production Efficiency Surges
15. May 2019: Whipsaw Hog Prices Create Marketing Challenges
14. Nov 2018: Revisiting 1998 Cash Hog Price Wreck, Repeat Unlikely
13. May 2018: Price Volatility Tempers Pork Profitability Outlook
12. Nov 2017: Pork Expansion Comes from Profitability
11. Nov 2017: [with C. Rademacher] Veterinarian Survey in Preparation for New Antibiotic Guidelines
10. May 2017: Strong Demand Lifts Prices Despite More Pork
9. Nov 2016: Hog-Pork Market Situation and Outlook
8. May 2016: Hog-Pork Market Situation and Outlook
7. Nov 2015: Hog-Pork Market Situation and Outlook
6. May 2015: Hog Market Situation and Outlook
5. Nov 2014: Evaluating the Hog Cycle: Where We Are and Where We May Be Going?
4. May 2014: Hog and Pork Market Situation and Outlook
3. Nov 2013: Hogs and Pigs Market Assessment
2. May 2013: A Deeper Look at Hog Inventories and Changes Underway
1. Nov 2012: Swine Industry Retracts in the Face of High Feed Prices

### **WALLACES FARMER [Farm Progress - Informa]**

Available electronically (since January 2017) at [\(LINK\)](#)

100. Apr 2022: Some Ways to Use Choice-Select Spread
99. Mar 2022: Iowa Cattle Producers Buck National Trend
98. Feb 2022: Don't Confuse Shortage with Increased Scarcity
97. Feb 2022: Making Sense of Hog Inventory Revisions
96. Jan 2022: Byproducts Boost Beef Value
95. Dec 2021: Will Consumers Resist High Beef Prices?
94. Nov 2021: Outguessing the Hogs and Pigs Report
93. Oct 2021: Forward-Pricing Tools Can Help in Volatile Markets
92. Sep 2021: Slow Beef Herd Contraction Continues
91. Aug 2021: Breeding Hogs Hold Solid Value
90. Jul 2021: Bad Start to Forage Season

89. Jun 2021: Thinking Through Virtues of a Boxed Beef Index
88. Jun 2021: Despite COVID-19, Iowa Leads Meat Production
87. May 2021: Strong Pork Demand Helps Offset Production Cost Hikes
86. Apr 2021: Ground Beef has Solid Demand
85. Mar 2021: No Clear Signals on Cattle Herd Expansion
84. Feb 2021: Improved Calf Price Data Available for Iowa
83. Feb 2021: Gains in Pigs per Litter Possible
82. Jan 2021: How to Decipher Beef Balance Sheet
81. Dec 2020: Iowa Organic Farm Sales Rise
80. Nov 2020: Federal Spending Surge Supports Farm Income
79. Nov 2020: How to Interpret USDA's Hogs and Pigs Reports
78. Oct 2020: Buy Local Meat Business Grows
77. Sep 2020: Backgrounding Calves Could Pay
76. Sep 2020: COVID-19 Shifts Feeder Cattle Placement Pattern
75. Aug 2020: Hog numbers: What counts, what doesn't for USDA?
74. Jul 2020: Wall of Cattle Likely to Continue
73. Jul 2020: No Quick Fix to Slaughter Crunch
72. Jun 2020: Beef Packing Capacity Rebound Crucial
71. May 2020: Hog Price Optimism Crumbles
70. Apr 2020: Number of Iowa Farms Drops Again
69. Apr 2020: COVID-19 Jitters Impact Cattle Market
68. Mar 2020: Beef Cowherd May Continue downward slide
67. Feb 2020: Expected Profits Fuel Pork Expansion
66. Jan 2020: Focus on Profit, Not Just Costs
65. Dec 2019: Basis Key to Hedging Success
64. Dec 2019: [with M. Eden] Holiday Hams Face Competition
63. Nov 2019: More Pork from Fewer Sows
62. Oct 2019: Beef Packers have Market Leverage for Now
61. Sep 2019: Has the Cattle Cycle Peaked?
60. Aug 2019: Pigs Saved Per Litter Surge
59. Jul 2019: Planning Farm Succession Takes Time
58. Jun 2019: Beef Packing Finds Balance
57. Jun 2019: Cattle Cheap Compared to Hogs
56. May 2019: Lean Hog Futures Overly Positive
55. May 2019: Pork Export Picture Improves
54. Apr 2019: Beef Output May Keep Rising After Herd Expansion Ends
53. Mar 2019: Price Slide Helps Size Up Feeder Cattle Bids
52. Feb 2019: Sizing Up Long Term Prospects



51. Feb 2019: 2019 Looks Good for Pork
50. Jan 2019: Farm Labor Hard to Find
49. Dec 2018: Farmer-Feeders May Be Fading
48. Nov 2018: 20 Years Since 1998 Hog Price Wreck
47. Nov 2018: Kill Capacity, Exports Sway Hog Market
46. Oct 2018: Better Efficiency Helps Feedlot Margins
45. Sep 2018: Retail Beef Prices Should Ease
44. Aug 2018: Hog Expansion Accelerating
43. Jul 2018: Forage Supplies Help Drive Cattle Prices
42. Jun 2018: More Signs Beef Cow Herd Expansion is Slowing
41. Jun 2018: Strong Basis is Short Hedger's Dream
40. May 2018: Hogs in a Cost-Price Squeeze
39. Apr 2018: Feedlot Capacity Adjustments Continue
38. Apr 2018: Canadian Cattle Herd Possibly Stabilizing, Hog Herd Grows
37. Mar 2018: Beef Expansion Continues
36. Feb 2018: Place Your Bet Now on Fed Cattle Market
35. Jan 2018: Rising Pork Output Finds Strong Demand
34. Dec 2017: Cull Cow Prices Should Rise in 2018
33. Nov 2017: Trade Agreements Crucial for Pork Exports
32. Nov 2017: Pork Profits Fuel Expansion
31. Oct 2017: Low-Priced Corn Hikes Lightweight Feeder Prices
30. Sep 2017: USDA Beefs Up Fed Cattle Price Reporting
29. Sep 2017: More Beef Could Pressure Prices
28. Aug 2017: Large Hog Supplies Should be Manageable
27. Jul 2017: Strong Demand Helps Absorb Big Meat Supply
26. Jun 2017: Higher Production Cuts Prices
25. May 2017: More Hogs, Higher Prices Reflect Strong Demand for Pork
24. May 2017: Markets React to Hogs and Pigs Report Expectations
23. Apr 2017: Hay Acreage Down, Demand Up Means Price Spike Possible
22. Mar 2017: Count on Dairy Industry to Impact Beef Markets
21. Mar 2017: Rapid Beef Expansion Likely to Slow
20. Feb 2017: Aggressive Feedlot Marketing Boosts Profit Prospects
19. Jan 2017: Big Hog Supply Should Find Buyers
18. Dec 2016: Key Cattle Price Reports to Watch
17. Nov 2016: Lower Prices Dim Hog Expansion
16. Oct 2016: Record Pasture Rents Likely to Ease
15. Sep 2016: Strategies to Optimize Calf Earnings
14. Aug 2016: Brace for Lower Hog Prices

13. Jul 2016: Demand Rebound Needed
12. Jun 2016: Forage Helps Maximize Return
11. May 2016: Anemic Cow Prices Likely to Stay
10. Apr 2016: Ample Pork Supply Ahead
9. Mar 2016: The Farm Income Teeter-totter
8. Feb 2016: Beef Herd Growth Gaining Ground
7. Jan 2016: Protect Pork Profits When Possible
6. Dec 2015: Retail Beef Prices Start to Adjust
5. Nov 2015: Hog Inventory Breaks a Record
4. Oct 2015: Exports Boost Livestock Prices
3. Sep 2015: Watch Cattle Weight Variability
2. Aug 2015: Benchmarking Cattle Herd
1. Jul 2015: Perspective Makes a Difference

### **GROWING BEEF [Iowa Beef Center]**

Available electronically at [\(LINK\)](#)

22. Sep 2021: [with P. Wall] Cull Cow and Heifer Retention Strategies
21. Aug 2021: Relative Prices Matter in Cattle Marketing
20. Apr 2021: [with R. Euken] Changes to Livestock Risk Protection Insurance
19. Dec 2020: So Where Does the Beef Market Go from Here?
18. Sep 2020: [with R. Euken] Fed Cattle Market Outlook and Risk Management Update
17. Dec 2019: Cull Cow Marketing is Important to Your Business
16. Jul 2019: Roles for All Sizes of Players in Beef Packing
15. Dec 2018: [with R. Euken] Livestock Price and Market Risk Management Online Course
14. Oct 2018: Market Offering Flexibility for Calf Marketing
13. Sep 2017: Two USDA Fed Cattle Reports: One New, One Revised
12. Apr 2017: Beef Producers Need Good Hay Growing Season in 2017
11. Feb 2017: Beef Cattle Herd Expansion Progress Report
10. Sep 2016: Figuring Your Best Strategy for Marketing 2016 Calves
9. Jan 2016: [with P.J. Gunn] A Heightened Need for Longevity in the Cowherd
8. Dec 2015: [with R. Euken] Cattle Marketing and Price Risk Management
7. Sep 2014: [with P.J. Gunn] What to do with Weaned Heifers in the Current Market
6. Mar 2014: Net Present Value of Beef Replacement Females – New Decision Tool Now Available on Ag Decision Maker
5. Feb 2014: USDA Cattle Report Summary
4. Feb 2014: [with P.J. Gunn] Raising Versus Buying Heifers for Beef Cow Replacement – New Decision Tool Now Available on Ag Decision Maker
3. Jun 2013: Pasture and Range Conditions are Concerning for the Cattle Industry
2. Feb 2013: Traceability Rule Takes Effect March 11

1. Feb 2013: Cattle Herd Trends and Changes Underway

## **AGRICULTURAL POLICY REVIEW [Center for Agricultural and Rural Development]**

Available electronically at [\(LINK\)](#)

26. Oct 2021: [with C.E. Hart] Projections going into Harvest
25. Jun 2021: [with C.E. Hart] Iowa's Role in US Agriculture
24. Mar 2021: [with C.E. Hart] USDA Outlook for 2021 Shows Healthy Recovery
23. Oct 2020: [with C.E. Hart] Is the U.S. Agricultural Sector Recovering from COVID-19?
22. Jul 2020: [with C.E. Hart] Agriculture under the Specter of COVID-19
21. Feb 2020: [with C.E. Hart] The Phase One Trade Deal: Projections and Implications
20. Nov 2019: [with C.E. Hart] Production Projections and Trade Adjustments
19. Jul 2019: [with C.E. Hart] Volatile Prices and Profit Margins
19. Apr 2019: [with C.E. Hart] The Yin and Yang of Agricultural Trade
18. Dec 2018: [with C.E. Hart] The Blessing and Curse of Productivity
17. May 2018: [with C.E. Hart] Current Situation for Iowa's Major Ag Commodities
16. Mar 2018: [with C.E. Hart] USDA Projections for 2018
15. Nov 2017: [with C.E. Hart] The Ebbs and Flows of International Trade
14. Nov 2017: [with G.M. Wynne, G.M. Artz, and C.J. Rademacher] How do Swine Producers and Veterinarians Expect the VFD to Affect their Business?
13. Jun 2017: [with C.T. Chen and J.M. Crespi] U.S. Export Beef Competitiveness: Do Cattle Inventories Matter?
12. Jun 2017: [with C.E. Hart] Ag Trade and Trade Agreements
11. Apr 2017: [with C.E. Hart] International Trade Has Been Major Source for Strengthening Prices
10. Nov 2016: [with G.M. Artz and P.J. Gunn] Succession Planning, Perceived Obstacles, and Attractions for Future Generations Entering Beef Cattle Production
9. Nov 2016: [with C.E. Hart] For Ag, It's Mostly Good News on the Demand Front
8. Feb 2016: [with S. Pouliot] Measuring Price Spreads in Red Meat
7. Nov 2015: [with C.E. Hart] China's Importance to U.S. Ag Markets
6. Jul 2015: [with C.E. Hart] Searching for Profitable Margins
5. Feb 2014: [with C.E. Hart] Ag Supplies for 2015
4. Dec 2014: [with C.E. Hart] Strong Demand, but Inconsistent Profitability
3. Jun 2014: [with C.E. Hart] Another Strong Quarter for Agricultural Demands
2. Feb 2014: [with C.E. Hart] Retail Meat and Crop Demand Continue to Grow
1. Nov 2013: [with C.E. Hart] Demand for Iowa's Agricultural Products

## **OTHER**

13. Mar 2020: Large Beef Supply Rising as COVID-19 Dings Demand. *Progressive Cattle* [\(LINK\)](#)

12. Feb 2020: [with J. Eggers] 2019 Novel Coronavirus (COVID-19) Frequently Asked Questions. *Iowa Pork Producers Association*
11. Jan 2018: New Survey Shines Light on Pork Industry's Biosecurity Investment. *National Hog Farmer* ([LINK](#))
10. May 2017: 2016 Hog Production, Disposition, and Income. *Iowa Pork Industry Center Hot Topics*
9. Feb 2017: Hog Market Adjustments and Opportunities. *Iowa Pork Industry Center Hot Topics*
8. Dec 2016: Hog Market Update. *Iowa Pork Industry Center Hot Topics*
7. Nov 2016: United States Cattle and Beef Market Situation and Outlook. *U.S. Meat Export Federation*
6. Mar 2016: [with P.J. Gunn] Updated Tools for Calculating Net Present Value of Beef Replacement Females. *Ag Decision Maker Newsletter* ([LINK](#))
5. Jul 2015: Calf Markets at Mid-Year: Implications for Management and Marketing. *K-State Research and Extension Beef Tips* ([LINK](#))
4. Feb 2015: United States Cattle and Beef Market Situation and Outlook. *U.S. Meat Export Federation*
3. Mar 2014: USDA's 10-year Beef and Pork Trade Projections. *International Trade Office of the Iowa Economic Development Authority eNewsletter*
2. Nov 2013: Grain and Meat Market Situation and Outlook in the United States. *U.S. Meat Export Federation*
1. Aug 2008: [with G.T. Tonsor] ID Feedback. *BEEF Magazine* ([LINK](#))

#### **EXTENSION AND OUTREACH INVITED PRESENTATIONS (+/- ATTENDANCE)**

159. Evaluating Opportunities in the Livestock Industry. ISUEO Beginning Farmer Center Farm Transition Conference. Ames, IA. February 10, 2022. (75)
158. Livestock Market Situation and Outlook. Young Professionals in Agriculture Meeting. Urbandale, IA. January 20, 2022. (40)
157. Beef Cattle Market Situation & Outlook. Feedlot Forum 2022. Sioux Center, IA. January 18, 2022. (150)
156. How Resilient is the Meat Supply Chain? 39<sup>th</sup> Annual Western Wisconsin Ag Lenders Conference. Eau Claire, WI. January 6, 2022. (115)
155. Cattle Marketing 101: The Ins and Outs of Marketing Feeder Cattle and Fed Cattle Today. 2021 Minnesota Cattle Industry Convention. Hinckley, MN. December 3, 2021. (150)
154. Economic Outlook for the Livestock Industry. Iowa Institute for Cooperatives 2021 Annual Meeting. Ames, IA. November 23, 2021. (75)
153. Hog-Pork Market Situation and Outlook. Iowa State University Chapter of the American Association of Swine Veterinarians. Ames, IA. November 17, 2021. (30)
152. Livestock Situation and Outlook: Hogs. Midwest & Great Plains/Western Extension Summer Outlook / North Central Farm Management Conference. Fargo, ND. August 16, 2021. (30)

151. Market Planning and Risk Management Strategies. Iowa Beef Center Feedlot Short Course. Ames, IA. August 5, 2021. (40)
150. Cattle Market Outlook: National and Iowa Perspectives. Feedlot Forum 2021. Sioux Center, IA. June 29, 2021. (150)
149. Economic Impact of COVID-19. Iowa Pork Producers Association Committee Day. Ankeny, IA. July 31, 2020. (50)
148. Grain & Livestock Markets. 6<sup>th</sup> Annual Terra Products Winter Meeting. Riverside, IA. February 6, 2020. (90)
147. Raising vs Buying Replacement Heifers. Driftless Region Beef Conference. Dubuque, IA. January 31, 2020. (150)
146. Livestock Market Situation and Outlook. Young Professionals in Agriculture Meeting. Johnston, IA. January 15, 2020. (50)
145. Beef Cattle Market Situation and Outlook. Beef Nutrition Research Showcase. ISUEO Iowa Beef Center. Ames, IA. December 4, 2019. (40)
144. Livestock Market Situation and Outlook. Iowa Institute for Cooperatives Annual Meeting. Ames, IA. November 26, 2019. (25)
143. Demographics of the Iowa Cow/Calf Sector. Iowa Hereford Breeders Association Board Meeting. Ames, IA. November 24, 2019. (10)
142. Agricultural Trade in a Time of Uncertainty: Impacts of the Current Trade Environment on Hog-Pork Markets. 22<sup>nd</sup> Annual Farmer Cooperative Conference. University of Wisconsin Center for Cooperatives. St. Paul, MN. November 7, 2019. (150)
141. U.S. Livestock-Meat Market Situation and Outlook. Meet the Mexican Meat Buyers in Iowa. Iowa Economic Development Authority International Trade Office. West Des Moines, IA. September 23, 2019. (20)
140. Livestock Outlook. Iowa Farm Bureau's Economic Summit 2019—Managing Through Challenging Times. Des Moines, IA. June 28, 2019. (40)
139. Status of the Industry Update. National Pork Board Domestic Marketing Committee. Des Moines, IA. June 25, 2019. (50)
138. African Swine Fever Update. 2019 Iowa Institute of Cooperatives Summer Director/Management Workshop. Huxley, IA. June 18, 2019. (110)
137. Trade in Uncertain Times. 2019 Livestock Marketing Information Center Technical Advisory Committee Meeting. Centennial, CO. May 22, 2019. (40)
136. Cattle-Beef Market Situation and Outlook. Iowa Cattle Marketing Cooperative Annual Meeting. Riceville, IA. March 25, 2019. (60)
135. Livestock Update: 2019 Livestock Production, Prices and Forecasts. 2019 Iowa Bankers Association Annual Agricultural Conference. Ames, IA. March 18, 2019. (200)
134. International Trade and Market Outlook. Kansas State University 2019 Swine Profitability Conference. Manhattan, KS. February 5, 2019. (165)

133. Cattle Market Update. Marion County Cattlemen Annual Banquet. Knoxville, IA. February 1, 2019. (100)
132. Livestock Market Situation and Outlook. Young Professionals in Agriculture Meeting. Johnston, IA. January 9, 2019. (45)
131. Economic Outlook: Livestock and Meat Market. Iowa Institute for Cooperatives Annual Meeting. Ames, IA. November 20, 2018. (50)
130. U.S. Grain and Livestock Supply and Demand Situation and Outlook. U.S. Meat Export Federation Seminar. Seoul, South Korea. November 15, 2018. (400)
129. Growth, Potential, Trade: Issues and Prospects for the American Pork Industry. Quebec Hog Breeders Annual Assembly. Quebec City, Quebec. November 8, 2018. (250)
128. Pork Tariffs: Impacts on Iowa. Iowa State Sustainable Agriculture Colloquium. Ames, IA. October 17, 2018. (30)
127. Marketing Agricultural Products. Big Data for (Sm)all Farmers Conference. Ames, IA. February 27, 2018. (35)
126. Livestock Market Situation and Outlook. Bank of Iowa Marketing Meeting. Waucoma, IA. January 23, 2018. (100)
125. Livestock Market Situation and Outlook. Key Cooperative Market Outlook Meeting. Gilbert, IA. January 17, 2018. (50)
124. Livestock Market Situation and Outlook. Key Cooperative Market Outlook Meeting. Newton, IA. January 17, 2018. (25)
123. Livestock Market Situation and Outlook. Young Professionals in Agriculture Meeting. Ankeny, IA. January 9, 2018. (35)
122. [with D.D. Loy] Economic Importance of the Beef Industry in Iowa & Future Opportunities for Growth. 2nd Annual Iowa Cattle Industry Leadership Summit & Annual Meeting. Ames, IA. December 7, 2017. (300)
121. Livestock Market Situation and Outlook. Iowa Institute for Cooperatives Annual Meeting. Ames, IA. November 21, 2017. (75)
120. Pork and Other Livestock. 2017 National Agricultural Bankers Conference. Milwaukee, WI. November 14, 2017. (55)
119. Beef Cattle Outlook & Price Risk Management Perspectives. Great American Insurance Group Beef Cattle Risk Management Workshop. Chariton, IA. November 8, 2017. (15)
118. U.S. Livestock-Meat Market Situation and Outlook. Mexican Meat Trade Mission. Iowa Economic Development Authority International Trade Office. Sioux City, IA. September 20, 2017. (20)
117. Price Formation and Price Risk Management in the U.S. Swine Industry. 6<sup>th</sup> U.S.-China Swine Industry Symposium. Beijing, China. September 15, 2017. (250)
116. Hog Outlook. 2017 Midwest & Great Plains-Western Extension Summer Outlook Conference. Indianapolis, IN. August 14, 2017. (40)
115. Economic Outlook for 2017. Vita Plus Swine Summit. Morton, MN. March 29, 2017. (100)

114. Beef Cattle Market Situation and Outlook. Carroll County Cattlemen's Meeting. Carroll, IA. March 28, 2017. (45)
113. Hog-Pork Market Situation and Outlook. Hubbard Feeds Swine Production Seminar. Cedar Rapids, IA. March 22, 2017. (30)
112. Domestic and Export Demand: Where Will Pork be Sold. 2017 DNA Swine Genetics Producer Conference. Des Moines, IA. March 8, 2017. (75)
111. What We Know, What We Don't Know, What We Wish We Knew: Handicapping the Economic Prospects for Pork Production. 2017 Pig-Group Ski Seminar. Copper Mountain, CO. February 9, 2017. (65)
110. Agricultural Marketing, Risk Management, and Livestock Economics. Heritage Bank and Heritage Financial Services Farmer Meeting. Holstein, IA. February 1, 2017. (55)
109. Beef-Cattle Market Situation and Outlook: 2017 and Beyond. Driftless Region Beef Conference. Dubuque, IA. January 27, 2017. (150)
108. Farmland and Commodity Market Situation and Outlook. Fun & Sun Motorsports Ag Outlook Meeting. Iowa City, IA. January 18, 2017. (9)
107. Livestock Market Situation and Outlook. Iowa Institute for Cooperatives Annual Meeting. Ames, IA. November 22, 2016. (75)
106. [P.J. Gunn] Buying vs. Raising Replacements. 2016 Angus Convention. Indianapolis, IN. November 6, 2016 (50)
105. Livestock-Meat Market Situation & Outlook. Think Tank on Animal Agriculture. Ames, IA. October 31, 2016. (20)
104. The Good, The Bad, The Political Climate: Handicapping the Economic Prospects for Beef Production. Genex Cooperative, Inc. Large Herd Beef Summit. New Orleans, LA. October 6, 2016. (60)
103. Hog-Pork Production Information. Wright County Iowa Board of Supervisors Meeting. Clarion, IA. July 25, 2016. (75)
102. [with D.J. Hayes] National Country Presentation: USA. 2016 InterPIG Meeting. Mataró, Spain. June, 28, 2016. (30)
101. Economics of Livestock Production. 2016 Agricultural Credit School. ISUEO & Iowa Bankers Association. Ames, IA. June 14, 2016. (65)
100. Hog/Pork Situation and Outlook. Mason City Meeting. Mason City, IA. June 2, 2016. (75)
99. Pork Outlook. Industry Outlook Conference. West Des Moines, IA. April 14, 2016. (80)
98. Livestock Update. 2016 Iowa Bankers Association Ag Bankers Conference. Ames, IA. March 21, 2016. (100)
97. Livestock Markets. Iowa State University Beginning Farmers Network Conference. Ames, IA. February 6, 2016. (25)
96. 2015-16 Economic Situation for Pork Producers. USDA NASS ARMS III Training Workshop. Johnston, IA. February 3, 2016. (45)

95. Cattle-Beef Market Situation & Outlook. Story County Cattlemen's Annual Banquet. Maxwell, IA. January 23, 2016. (55)
94. Livestock Markets. Annual Terra Products Winter Meeting. Riverside, IA. January 20, 2016. (40)
93. Status of the Iowa Feedlot Industry. Feedlot Forum 2016. Sioux Center, IA. January 19, 2016. (200)
92. Crop and Livestock Situation and Outlook. ISUEO 2016 Agriculture Outlook Meeting. Cresco, IA. January 12, 2016. (75)
91. Livestock-Meat Market Situation and Outlook. Iowa Institute for Cooperatives Annual Meeting. Ames, IA. November 24, 2015. (100)
90. Demonstrating Decision Support Tools and Increasing Understanding of Underlying Economic Drivers of Profitability and Risk to Livestock Producers. FAO sponsored Ukraine Livestock Association. Ames, IA. November 13, 2015. (11)
89. Hog-Pork Market Update and the Economic Impact of PEDV. North Japan Feed Association. Ames, IA. November 4, 2015. (15)
88. Hog and Pork Situation and Outlook. Industry Outlook Conference. Chicago, IL. October 29, 2015. (110)
87. Cowherd Expansion – Pace and Implications. Purina Animal Nutrition LLC PBST Meeting. Cedar Rapids, IA. October 20, 2015. (80)
84. Cattle-Beef Market Situation and Outlook. The 2015 Beef Nutrition Research Showcase. ISUEO. Ames, IA. October 2, 2015. (30)
85. U.S. Livestock-Meat Situation and Outlook. Mexican Meat Trade Mission. Iowa Economic Development Authority International Trade Office. Johnston, IA. September 21, 2015. (20)
84. Cattle-Beef Market Situation and Outlook. 2015 Young Cattlemen's Leadership Program. Iowa Cattlemen's Association. Ames, IA. August 27, 2015. (20)
83. Grain and Livestock Market Situation and Outlook. Macquarie Group Crop Tour 2015. Ames, IA. August 12, 2015. (25)
82. Pork and Hogs Outlook. 2015 Leading Edge Conference. Pro Farmer. West Des Moines, IA. July 14, 2015. (200)
81. Beef-Cattle Market Situation and Outlook. Hubbard Feeds Eastern Iowa Beef Conference. Cedar Rapids, IA. June 30, 2015. (50)
80. [with P.J. Gunn] How Do Current Market Incentives Affect Genetic Selection Decisions? 2015 Beef Improvement Federation Annual Convention. Biloxi, MS. June 10, 2015. (400)
79. [with P.J. Gunn] Financial Impacts of Fertility and Infertility in the Current Cattle Market. Purina Animal Nutrition LLC PBST Meeting. Des Moines, IA. June 9, 2015. (100)
78. Economics of Livestock Production. 2015 Agricultural Credit School. ISUEO & Iowa Bankers Association. Ames, IA. June 2, 2015. (60)
77. Overview of Surveys – Methods and Results: Key observations in Farm Transition and Marketing. ISUEO Iowa Beef Industry Think Tank. Ames, IA. May 26, 2015. (30)



76. Economics Update of the Pork Industry. 2015 Spring Allied Industry Council (Alliance) Meeting. National Pork Producers Council. Des Moines, IA. April 22, 2015. (100)
75. [with P.J. Gunn] Farm Business and Rural Economic Situation: Livestock Outlook. ISUEO ANR Professional Development. Ames, IA. April 2, 2015. (50)
74. Markets and Marketing Discussion. Swine Vet Center & Elanco Animal Health 2015 Swine Producer Symposium. Bloomington, MN. March 28, 2015. (80)
73. Livestock-Meat Market Situation & Outlook. 2015 Ag Bankers Conference. Iowa Bankers Association. Ames, IA. March 23, 2015. (150)
72. Beef-Cattle Market Outlook: 2015 and Beyond. Wisconsin Cattlemen's Association 2015 Winter Conference. Wisconsin Dells, WI. February 20, 2015. (150)
71. Is it Profitable to Feed to Heavier Weights with \$3/bu Corn? 2015 Great Lakes Professional Cattle Feeding and Marketing Short Course. Lamberton Cattlemen's Association. Wyoming, Ontario Canada. February 12, 2015. (45)
70. Should I Be Forward Contracting My Cattle Sales? 2015 Great Lakes Professional Cattle Feeding and Marketing Short Course. Lamberton Cattlemen's Association. Wyoming, Ontario Canada. February 12, 2015. (45)
69. Is it Profitable to Feed to Heavier Weights with \$3/bu Corn? 2015 Great Lakes Professional Cattle Feeding and Marketing Short Course. Ohio State University Extension. Bowling Green, OH. February 11, 2015. (35)
68. Should I Be Forward Contracting My Cattle Sales? 2015 Great Lakes Professional Cattle Feeding and Marketing Short Course. Ohio State University Extension. Bowling Green, OH. February 11, 2015. (35)
67. Is it Profitable to Feed to Heavier Weights with \$3/bu Corn? 2015 Great Lakes Professional Cattle Feeding and Marketing Short Course. Michigan State University Extension. East Lansing, MI. February 10, 2015. (40)
66. Should I Be Forward Contracting My Cattle Sales? 2015 Great Lakes Professional Cattle Feeding and Marketing Short Course. Michigan State University Extension. East Lansing, MI. February 10, 2015. (40)
65. Livestock Market Outlook. Iowa State University Beginning Farmers Network Conference. Ames, IA. February 7, 2015. (75)
64. Implications of Lower Grain Prices to Ethanol and Livestock Production. Iowa Chapter, American Society of Farm Managers and Rural Appraisers Annual Meeting. Ames, IA. February 5, 2015. (140)
63. Reinvesting Profits from the Beef Operation. Driftless Region Beef Conference. Dubuque, IA. January 22, 2015. (180)
62. Demonstrating Decision Support Tools and Increasing Understanding of Underlying Economic Drivers of Profitability and Risk to Beef Cattle Producers. Driftless Region Beef Conference. Dubuque, IA. January 22, 2015. (180)

61. Beef Demand: Clarifying Concepts, Summarizing Status, and Discussing Future Opportunities. 2014 Iowa Cattle Industry Convention. Iowa Cattlemen's Association. Des Moines, IA. December 9, 2014. (50)
60. Beef Cattle and Hog Situation and Outlook. Iowa Institute for Cooperatives Annual Meeting. Ames, IA. November 25, 2014. (100)
59. Hog and Pork Market Situation and Outlook: How is PEDv Impacting Hog Markets? 22<sup>nd</sup> Annual Swine Disease Conference for Swine Practitioners. Iowa State University College of Veterinary Medicine. Ames, IA. November 14, 2014. (100)
58. Cattle and Hog Outlook and Crush Margin Protections. Michigan Agricultural Credit Conference. Michigan State University Department of Agricultural, Food, and Resource Economics. East Lansing, MI. October 29, 2014. (115)
57. Economics Update of the Pork Industry. 2014 Fall Allied Industry Council (Alliance) Meeting. National Pork Producers Council. Des Moines, IA. October 21, 2014. (100)
56. Hog and Pork Market Situation and Outlook. Iowa Pork Industry Center In-Service. ISUEO. Ames, IA. September 19, 2014. (15)
55. U.S. Beef and Pork Market Situation and Outlook. U.S. Meat Export Federation Reception & Dinner. Ames, IA. September 17, 2014. (30)
54. Beef Market Update and Risk Management. Beef Carcass Cut-Out Lab and Value Seminar. US Feeds. Ames, IA. August 21, 2014. (30)
53. Trends and Changes in Livestock Production and Implications for Iowa, National, and Global Agriculture. Iowa Corn Growers Association & Iowa Corn Promotion Board Joint Board Meeting. Johnston, IA. August 19, 2014. (50)
52. Hog and Pork Situation and Outlook. 2014 Midwest & Great Plains- Western Extension Summer Outlook Conference. St. Louis, MO. August 13, 2014. (50)
51. Beef Cattle Situation and Outlook. Midwest Heritage Bank South Central Iowa Agriculture Outlook Conference. Chariton, IA. July 16, 2014. (55)
50. [with D.J. Hayes] National Country Presentation: USA. 2014 InterPIG Meeting. Bruges, Belgium. June, 26, 2014. (30)
49. Managing Price Risk in Feedlot Operations. Iowa State University Feedlot School 2014. ISUEO. Lewis, IA. June 12, 2014. (30)
48. Economics of Livestock Production. 2014 Agricultural Credit School. ISUEO & Iowa Bankers Association. Ames, IA. June 3, 2014. (46)
47. Livestock: Trends & Changes in Iowa Livestock Production and their Implications to Iowa Agriculture and Iowa Farmland. ISUEO 87<sup>th</sup> Annual Soil and Land Valuation Conference. Ames, IA. May 21, 2014. (270)
46. Hog and Pork Situation and Outlook. Industry Outlook Conference. West Des Moines, IA. April 22, 2014. (140)
45. Livestock Situation and Outlook. ISUEO ANR Professional Development. Ames, IA. March 31, 2014. (140)

44. Managing Price Risk in Livestock Operations. Iowa Beginning and Young Livestock Producers Network – North Central Iowa Group. ISUEO. Garner, IA. March 27, 2014. (8)
43. Cattle Market Outlook: 2014 and Beyond. Driftless Region Beef Conference. ISUEO. Dubuque, IA. January 31, 2014. (180)
42. [with P.J. Gunn] Considerations for Managing Beef Cows in Confinement. Driftless Region Beef Conference. ISUEO. Dubuque, IA. January 31, 2014. (120)
41. Managing the Margin: Economic Outlook. Iowa Pork Congress. Iowa Pork Producers Association. Des Moines, IA. January 22, 2014. (100)
40. Hog and Pork Situation and Outlook. 26<sup>th</sup> Annual Customer Appreciation Breakfast. Precision Structures Incorporated. Wellman, IA. January 8, 2014. (125)
39. Hog and Pork Situation and Outlook. Mobley Seminar. Ames, IA. December 17, 2013. (10)
38. Impact of Porcine Epidemic Diarrhea Virus on Hog Markets. Porcine Epidemic Diarrhea (PED) Virus Seminar. Nebraska Pork Producers Association & Nebraska Soybean Board. Columbus, NE. December 16, 2013. (120)
37. Livestock Situation and Outlook. Omaha Ag Outlook Conference. UNL-Extension & ISUEO. Omaha, NE. December 6, 2013. (40)
36. Livestock Situation and Outlook. Iowa Institute for Cooperatives Annual Meeting. Ames, IA. November 26, 2013. (100)
35. Beef Outlook – What Will Forage Needs Be? 2013 Iowa Forage & Grassland Council Conference. Des Moines, IA. November 26, 2013. (50)
34. Grain and Meat Market Situation and Outlook in the United States. U.S. Corn & Meat Seminar. U.S. Meat Export Federation. Pusan, South Korea. November 15, 2013. (100)
33. Grain and Meat Market Situation and Outlook in the United States. U.S. Corn & Meat Seminar. U.S. Meat Export Federation. Seoul, South Korea. November 13, 2013. (200)
32. Livestock Marketing and Risk Management Update. ISUEO 27<sup>th</sup> Annual Tri-State Agricultural Lender’s Seminar. Dubuque, IA. October 30, 2013. (130)
31. Livestock Situation and Outlook. ISUEO Farm Management In-Service. Ames, IA. October 3, 2013. (20)
30. Current Status of Beef and Pork Markets. Mexican Meat Trade Mission. Iowa Economic Development Authority International Trade Office. Johnston, IA. September 11, 2013. (25)
29. Iowa Cattle Inventory Outlook. Iowa Beef Industry Council. Ames, IA. July 24, 2013. (25)
28. Trends and Projections that will Influence and Drive Pork Production in the Future. ISU 2013 Iowa Swine Day. Ames, Iowa. June 27, 2013. (100)
27. Marketing Strategies: Stocker Value of Gain. Iowa Forage and Grasslands Council & ISUEO Seminar. Creston, IA. June 26, 2013. (20)
26. Beef Cattle Inventory Trends and Market Outlook. Iowa Forage and Grasslands & ISUEO Seminar. Creston, IA. June 26, 2013. (20)

25. Marketing Strategies: Stocker Value of Gain. Iowa Forage and Grasslands Council Pre-Conference Seminar. Ames, IA. June 24, 2013. (20)
24. Developing and Understanding Marketing for Beginning Business. U.S. Grains Council: China Swine Management Team. Ames, IA. June 13, 2013. (25)
23. Iowa's Position to Grow its Beef Cattle Business. 2013 Iowa Cattlemen's Association Carcass Challenge. Ames, IA. June 11, 2013. (100)
22. Cattle and Hog Market Short Run Outlook and Long Term Prospective. 2013 Agricultural Credit School. ISUEO & Iowa Bankers Association. Ames, IA. June 4, 2013. (50)
21. Livestock Situation and Outlook. ISUEO Farm Management In-Service. Nashua, IA. May 20, 2013. (20)
20. Cattle Price Outlook and Iowa Beef Cow Inventory Trends. ISUEO Update for Veterinarians. Chariton, IA. May 15, 2013. (25)
19. Livestock Situation & Outlook. 2013 Iowa Bankers Association Annual Agricultural Conference. Iowa Bankers Association. Ames, IA. March 18, 2013. (200)
18. 2013 Beef Cattle Market Outlook. IBC Beef and Basketball: New Technologies & Information for the Cattle Business. Ames, IA. February 23, 2013. (50)
17. 2013 Livestock Market Outlook. Iowa State University Beginning Farmers Conference. Ames, IA. February 2, 2013. (20).
16. Livestock Situation and Outlook. ISUEO Hamilton County Ag Lunch and Learn Series. Webster City, IA. February 1, 2013. (9)
15. Livestock Outlook and Marketing. Iowa Farm Bureau Young Farmers Conference. Des Moines, IA. January 26, 2013. (90)
14. [with G.T. Tonsor] A Look into the Future of the Cattle Industry. Cornbelt Cow-Calf Conference. Ottumwa, IA. January 19, 2013. (170)
13. Swine and Pork Situation and Outlook: What are the Risks in the Market? ISUEO Strategic Swine Workshop. Sheldon, IA. December 10, 2012. (9)
12. Livestock Situation and Outlook. Iowa Institute for Cooperatives Annual Meeting. Ames, IA. November 20, 2012. (100)
11. Hog and Pork Market Outlook. Iowa Pork Industry Center Professional Development. Ames, IA. November 1, 2012. (15)
10. Cattle/Beef Situation & Outlook. ISUEO Farm Management & Beef Specialist Professional Development. Ames, IA. October 3, 2012. (30)
9. Hog and Pork Market Outlook. Iowa Pork Producers Association Board of Directors Meeting. Clive, IA. June 19, 2012. (25)
8. Cow-Calf Economics. Land O Lakes Purina Feed PBST Cow Calf Meeting. Carroll, IA. June 13, 2012. (100)
7. [with S. Ellis] Marketing Workshop - Packer/Feeder Game. US Feeds Quarterly Training #8. Ames, IA. June 6, 2012. (50)

6. Economic Impact of Regional PRRS Elimination Project in Stevens County. PRRS Elimination Project Regional Meeting. Morris, MN. January 9, 2012. (50)
5. Factors Affecting Feeder Cattle Prices in Kansas and Missouri. Iowa State University Department of Economics Extension Seminar. Ames, Iowa. September 27, 2010. (30)
4. [with K.D. Dhuyvetter, and G.T. Tonsor] A New Live Animal Traceability System Regime: What Individual States Should Know, Current Overview, and Implementation. KSU Risk & Profit Conference. Manhattan, KS. August 20, 2010. (40)
3. K-State Feeder Cattle Price Analyzer Excel Tool. KSU-Extension Annual Conference. Manhattan, KS. October 21, 2009. (25)
2. [with K.W. Harborth] Management Strategies Affecting Calf Marketability. KSU Beef Conference. Manhattan, KS. August 13, 2009. (150)
1. [with K.C. Dhuyvetter] Management Strategies Affecting Calf Marketability. K-State Risk & Profit Conference. Manhattan, KS. August 20-21, 2009. (40)

### **EXTENSION AND OUTREACH PRESENTATION SERIES (+/- ATTENDANCE)**

#### **Pro-Ag Outlook and Management Seminars—Livestock Market Situation and Outlook Presentations**

- 2019: Waterloo (40), Carroll (20), Altoona (55), Cresco (30), Greenfield (25), Shenandoah (10), Cedar Rapids (75), Iowa City (45), Mt. Pleasant (25), Bloomfield (15)
- 2018: Altoona (50), Cresco (50), Greenfield (35), Cedar Rapids (85), Iowa City (45), Mt. Pleasant (25), Bloomfield (20), Sheldon (20), Storm Lake (25)
- 2017: Waterloo (24), Altoona (40), Carroll (20), Le Mars (22), Spencer (18), Greenfield (32), Cedar Rapids (60), Iowa City (40), Decorah (35), Chariton (10)
- 2016: Spencer (28), LeMars (40), Altoona (45), Waterloo (38), Carroll (13), Eddyville (30), Greenfield (36), Cedar Rapids (60), Iowa City (40), Mt. Pleasant (55), Decorah (50), Clarinda (45)
- 2015: Cedar Rapids (27), Iowa City (35), Altoona (75), Waterloo (70), Mason City (15), Clarinda (50), Decorah (30), Greenfield (40), Mt. Pleasant (40), Eddyville (10)
- 2014: Tipton (15), Cedar Rapids (80), Iowa City (35), Cedar Falls (55), Mason City (30), Fort Dodge (30), Altoona (45), Greenfield (35)
- 2013: Mt. Pleasant (42), Williamsburg (128), Monticello (16), Tipton (9), LeMars (42), Spencer (26), Greenfield (22)
- 2012: Sheldon (20), Cherokee (15), LeMars (40), Spencer (20), Fort Dodge (30), Greenfield (50), Harlan (12), Altoona (34), Mt. Pleasant (44), Williamsburg (46), Waterloo (65), Mason City (32), Ida Grove (17), Carroll (23)

#### **Iowa Pork Regional Conferences—Swine Market Situation and Outlook Presentations**

- 2022: Orange City (20), Osceola (10), Nashua (15), Washington (15)
- 2021: Orange City (40), Osceola (20), Waverly (30), Washington (35)
- 2020: Sheldon (50), Audubon (10), Ames (20), Washington (50), Nashua (25)
- 2019: Sheldon (50), Audubon (30), Ames (25), Washington (25), Nashua (25)
- 2018: Nashua (30), Le Mars (35), Washington (30)
- 2017: Orange City (45), Carroll (35), Washington (25)
- 2014: Sheldon (55), Carroll (35), Nashua (40), Iowa City (30)

2013: Carroll (20), Sheldon (40), Nashua (15), Iowa City (15)

Beef Marketing and Economic Update Meetings—Market Situation and Outlook, Farm to Retail Pricing of Beef, Proposals for Competitive and Transparent Markets, New USDA Price Reports Presentations

2022: Holstein (15), Lewis (5)

Iowa Cattlemen’s Association Feedlot/Cow-Calf Forums—Market Outlook, Marketing, and Price Risk Management Presentations

2020: Carroll (50), Mt. Ayr (75)

2017: New Hampton (60), Dyersville (50), Welton (30)

Beginning & Young Livestock Producer Network | Start-to-Farm Peer Group—Livestock Market Situation and Outlook Presentations

2018: Donnellson (10)

2017: Washington (20)

2016: Dysart (8), Washington (24)

2013: La Porte City (40)

Sharpening Your Cattle Management Skills Meetings—Beef Market Outlook, Opportunities & Risk Management Presentations

2016: Humboldt (20), Iowa Falls (55)

Beef Feedlot Facilities Workshop—Financial Risk Management Presentations

2015: Toledo (25), Ames (40), Dewitt (20), Manchester (20), Nashua (15)

Beef Cow Facilities and Management Update Meetings—Feeder Calf Market Outlook & Cow-Calf Business Prospects Presentations

2013: Oskaloosa (31), Anita (65), Corydon (30)

Iowa Pork Swine Health Management Conferences—Hog and Pork Market Situation and Outlook Presentations

2013: Washington (14), New Hampton (15), Carroll (32), Sheldon (36)

Dairy Beef for Profit Seminars— Cattle Cycle, Calf Numbers & Market Outlook Presentations

2013: Cresco (75), Monticello (92)

Swine Risk Management Update—Hog and Pork Situation and Outlook Presentations

2012: Sheldon (10), Emmetsburg (6)

## **EXTENSION AND OUTREACH WEBINARS, PODCASTS, AND TUTORIALS**

46. Market Outlook, Price Risk Management, & ... a Casserole of Other Topics. ISUEO Iowa Beef Center Beef Marketing and Economic Update. Webinar. February 25, 2022.

45. Livestock Market Outlook. Iowa Cattlemen's Association At the Gate Podcast. January 28, 2022.

44. Livestock Outlook and Profit Potential for Beef, Pork and Other Iowa Animal Ag Industries. ISU Extension and Outreach Pro-Ag Outlook and Management Webinar. November 5, 2021.
43. How to Use LMR Swine Reports for Risk Management and to Facilitate Marketing. U.S. Department of Agriculture, Agricultural Marketing Service Fall 2021 Pork Industry Webinar Series: Part II: USDA LMR Live Swine Reports. October 19, 2021.
42. Beef Session: Market Outlook for the Beef Industry. American Association of Bovine Practitioners Annual Meeting. October 8, 2021.
41. Swine Industry Structure. USDA Economic Research Service Educational Seminar. Hosted by the Livestock Marketing Information Center. May 27, 2021.
40. [with D. Peel and S. Brown] Quarterly Market Outlook Webinar Series. Brownfield. April 7, 2021.
39. [with D.J. Holtkamp] Economic Impact on Mortality. PigX Podcast. March 1, 2021.
38. Iowa Protein Industry – Economic Outlook. Iowa Virtual Agricultural Trade Mission with Japan Protein Group. Iowa Economic Development Authority. February 24, 2021.
37. Hog and Pork Market. USDA’s 97<sup>th</sup> Annual Agricultural Outlook Forum. TRACK: Managing Risk & Ensuring Sustainability Challenges to Livestock Market Transparency. February 18, 2021.
36. Livestock Market Situation and Outlook. Young Professionals in Agriculture Meeting. February 11, 2021.
35. Where Are We at in Iowa Crops and Livestock After a Pandemic Year and Where are we Looking Moving Forward? Iowa Farm Bureau 2021 Economic Summit Webinar Series. February 11, 2021.
34. Hog-Pork Market Situation & Outlook. Midwest Pork Group. January 13, 2021.
33. Livestock Outlook and Profit Potential. ISU Extension and Outreach Pro-Ag Outlook and Management Webinar. December 9, 2020.
32. Livestock Outlook and Profit Potential. ISU Extension and Outreach Ag Outlook Webinar for College Students. December 2, 2020.
31. Cattle Market Outlook. Iowa Cattlemen’s Association Cattle Marketing Meeting. November 11, 2020.
30. Pork Market Situation and Outlook. 2020 ISU James D. McKean Swine Disease Conference. November 5, 2020.
29. Hog-Pork Market Situation and Outlook. October Pork Checkoff Webinar. October 27, 2020.
28. Hog Situation and Outlook. Industry Outlook Conference. October 15, 2020.
27. A Market Outlook During Turbulent Times. Iowa Pork Producers Association and Iowa Pork Industry Center Producer Recovery Webinar Series. September 2, 2020.
26. Hog Update. 2020 Virtual Midwest Extension Outlook and North Central Farm Management Meeting. August 17, 2020.

25. Cattle and Hog Markets Amid Disruptions. 2020 Missouri Farm Bureau Commodity Conference. Session 1: Marketing & Consolidation. August 6, 2020. ([LINK](#))
24. Livestock Market Outlook. Iowa Economic Development Authority Trade Talk Series: Global Ag Trade Webinar. July 1, 2020.
23. The Dollars You Can Expect & The Dollars You Could Gain: Cattle Markets. Premier CO-OP Cattle Market & Creep Feeding Webinar. June 23, 2020.
22. [with G.T. Tonsor and S. Brown] COVID-19's Impact on the Pork Industry. Brownfield COVID-19 Webinar. May 27, 2020. ([LINK](#))
21. Slaughter Backlog Numbers. Iowa Cattlemen's Association Podcast. May 21, 2020. ([LINK](#))
20. Impact of the Coronavirus Pandemic on Livestock Markets. Farmdoc Daily Live Webinar: Coronavirus and Ag. May 1, 2020. ([LINK](#))
19. [with G.T. Tonsor and S. Brown] COVID-19's Impact on the Pork Industry. Brownfield COVID-19 Webinar. April 29, 2020. ([LINK](#))
18. Livestock Markets Shaken by COVID-19. Webex session on livestock and grain markets for ISUEO ANR Field Specialists. March 20, 2020.
17. Market Trends. Iowa Beef Center Winter Cow Webinar. February 18, 2020.
16. Trade and Tariffs: How are current foreign tariffs impacting the swine market? 2019 Iowa Pork Regional Conference. February 21, 2019. ([LINK](#))
15. Swine Market Outlook. 2018 Iowa Pork Regional Conference. February 22, 2018. ([LINK](#))
14. Livestock Market Situation and Outlook. Commstock Investments. June 27, 2017.
13. Swine Market Outlook. 2017 Iowa Pork Regional Conference. March 22, 2017. ([LINK](#))
12. Hog-Pork Outlook. Pork Processing Plant Meeting. April 22, 2016.
11. Beef Cattle Market Situation and Outlook. Industry Extension Forage Advisory Council Fall 2015 Meeting. November 6, 2015.
10. Net Present Value of Beef Replacement Females. Iowa Beef Center & YouTube.com. November 19, 2014. ([LINK](#))
9. Raising Versus Buying Heifers for Beef Cow Replacement. Iowa Beef Center & YouTube.com. February 7, 2014. ([LINK](#))
8. [with P.J. Gunn] Beef Cattle Outlook for Initiating Herd Expansion. Iowa State University ANR at Noon. April 26, 2013.
7. Livestock Price Outlook/Strategy Ideas. Managing Through Stress: A Livestock Information Event. Iowa State University Extension & Outreach / Iowa Farm Bureau. February 4, 2013. (16 locations)
6. Cattle and Beef Situation and Outlook. Drought – A Game Changer for Beef Operations. Strategies to Move Forward. Iowa Beef Center. November 5, 2012. (24 locations 11/6 to 12/6)
5. [with D. Loy] Intro in Planning. Drought – A Game Changer for Beef Operations Strategies to Move Forward. Iowa Beef Center. October 31, 2012. (24 locations 11/6 to 12/6)



4. Livestock Situation & Outlook. Drought Webinar for Swine Producers. Iowa State University. August 29, 2012.
3. Livestock Situation & Outlook. Drought Webinar. Iowa State University. August 21, 2012.
2. Developing and Refining your Marketing Plan: How Does an Effective Marketing Plan Relate to the Market Outlook. Managing Margins: Risk Management for Producers. Iowa State University Extension and Outreach. January 31, 2012.
1. National Survey of Cow-Calf Producers' Beliefs about Traceability. Ag Manager.info & YouTube.com. August 10, 2010. [\(LINK\)](#)

### **EXTENSION AND OUTREACH REGULARLY SCHEDULED INFORMATION**

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ISU Livestock Crush Margins – Weekly [\(LINK\)](#)

Swine: Wean to Finish

Cattle: Yearling to Finish

ISU Estimated Livestock Returns – Monthly [\(LINK\)](#)

Swine: Farrow to Finish, Farrow to Wean, Wean to Feeder, Feeder to Finish, Wean to Finish

Cattle: Finishing Yearling Steers, Finishing Steer Calves

CARD Hog Price and Volume Distribution Tool [\(LINK\)](#)

K-State Radio Network–Agriculture Today, Cattle-Beef Market Outlook Interviews [\(LINK\)](#)

2022 (January 24, February 21)

2021 (January 18, February 15, March 15, April 12, May 21, June 14, July 12, August 2, August 30, September 27, October 25, November 22, December 20)

2020 (January 21, February 17, March 16, April 13, May 11, June 8, July 6, August 3, August 31, October 5, November 2, December 7)

2019 (January 14, February 11, March 25, April 8, May 6, June 3, July 1, July 29, August 26, September 23, October 21, November 18, December 16)

2018 (January 8, February 12, March 5, April 2, April 30, June 25, July 16, August 20, September 24, October 15, November 5, December 3)

2017 (January 23, February 17, March 20, April 17, May 15, June 12, July 17, July 31, September 5, October 9, November 6, November 27)

2016 (January 11, March 18, April 25, May 31, July 11, August 1, August 29, September 26, October 24, November 21, December 19)

2015 (January 12, March 2, March 23, April 27, June 1, July 6, August 10, September 14, October 26, December 7)

2014 (January 13, February 17, March 17, April 28, June 9, July 7, August 11, September 15, October 20, December 1)

2013 (April 15, May 20, June 24, August 12, September 3, October 21, November 25)

National Pork Board Media News Conference, USDA Hogs and Pigs Report Interviews [\(LINK\)](#)

2021 (June 24), 2020 (June 25), 2019 (June 27), 2018 (June 28), 2017 (June 29), 2016 (March 25), 2014 (December 23), 2013 (September 27)

University of Nebraska-Lincoln Market Journal, Livestock Outlook Interviews ([LINK](#))  
2021 (March 29, July 2, September 28, December 7), 2020 (March 31, December 8), 2019  
(March 7, June 5, October 30), 2018 (March 28, July 6, August 29, November 28), 2017  
(February 15, July 13, October 3, November 7), 2016 (January 7, March 30, July 7, October  
4), 2015 (October 2)

## **EXTENSION AND OUTREACH INFORMATION FILES**

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25. Livestock Planning Prices *Ag Decision Maker B1-10*
24. Livestock Budgets for Iowa *Ag Decision Maker B1-21*
23. Monthly Swine Feeding Returns *Ag Decision Maker B1-31*
22. Monthly Cattle Feeding Returns *Ag Decision Maker B1-36*
21. Managed Haying or Grazing of CRP Acres *Ag Decision Maker B1-60*
20. Raising Versus Buying Heifers for Beef Cow Replacement *Ag Decision Maker B1-73*
19. Net Present Value of Beef Replacement Females *Ag Decision Maker B1-74*
18. Assessing Economic Opportunity of Improving Mortality Rate in Wean-to-Finish Swine Production *Ag Decision Maker B1-78*
17. Historic Hog and Lamb Prices *Ag Decision Maker B2-10*
16. Historic Cattle Prices *Ag Decision Maker B2-12*
15. Seasonal Hog Price Patterns *Ag Decision Maker B2-14*
14. Hog Price Changes by Two-week Period *Ag Decision Maker B2-15*
13. Seasonal Cattle Price Patterns *Ag Decision Maker B2-19*
12. Cattle Price Changes by Two-week Period *Ag Decision Maker B2-20*
11. Cattle Marketing Decisions *Ag Decision Maker B2-35*
10. Lean Hog Basis *Ag Decision Maker B2-41*
9. Live Cattle Basis *Ag Decision Maker B2-42*
8. Feeder Cattle Basis *Ag Decision Maker B2-43*
7. Feeder Steer-Heifer Price Spread *Ag Decision Maker B2-45*
6. Frequency of Profitable Hedging Opportunities for Lean Hogs, 2005-2014 *Ag Decision Maker B2-53*
5. How Often Can Cattle Feeders Hedge a Profit with Futures? *Ag Decision Maker B2-54*
4. Live Cattle Futures – The Life of a Contract: Comparing Expiration to Weekly Futures Prices *Ag Decision Maker B2-63*
3. Feeder Cattle Futures – The Life of a Contract: Comparing Expiration to Weekly Futures Prices *Ag Decision Maker B2-64*
2. Lean Hog Futures Forecast Errors, 2000-2019 *Ag Decision Maker B2-67*
1. Suggested Closing Inventory Prices for Records *Ag Decision Maker C1-40*

### ISU Livestock Crush Margins ([LINK](#))

Using the Crush Margin to Manage Profits Rather than Price: Wean to Finish

Estimated Crush Margins for Hog Producers, 2006-2015

Using the Crush Margin to Manage Profits Rather than Price: Yearling to Finish

Estimated Crush Margins for Feedlot Operators, 2006-2015

### ISU Estimated Livestock Returns ([LINK](#))

Comparison of Estimated Returns – Current vs. Previous Procedures:

Farrow to Finish, Wean to Finish, Finishing Steer Calves, Finishing Yearling Steers

Procedure for Estimating Returns:

Farrow to Finish, Farrow to Wean, Wean to Feeder, Wean to Finish, Feeder to Finish, Finishing Steer Calves, Finishing Yearling Steers

## **EXTENSION AND OUTREACH CURRICULUM DEVELOPMENT**

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Livestock Price and Market Risk Management On-line Course ([LINK](#))

Videos: Overview of Price Risk Management Tools, Trading Concepts, Overview of Futures Contracts, Basis Forward Contracts, Short Futures Hedge, Short Futures Hedge Live Cattle Example, Buying a Put, Buying a Live Cattle Put, Livestock Risk Protection (LRP) Insurance, Livestock Gross Margin Insurance (LGM)

Decision Tools and Tutorials: Price Risk Tools Comparison Spreadsheet for Cattle, Price Risk Tools Comparison Spreadsheet for Hogs

## **EXTENSION AND OUTREACH DECISION TOOLS**

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14. Livestock Enterprise Budgets (12 Decision Tools) *Ag Decision Maker B1-21*
13. Managed Haying or Grazing of CRP Acres *Ag Decision Maker B1-60*
12. Buying Heifers for Beef Cow Replacement *Ag Decision Maker B1-73*
11. Raising Heifers for Beef Cow Replacement *Ag Decision Maker B1-73*
10. Net Present Value of Beef Replacement Females (group of replacements) *Ag Decision Maker B1-74*
9. Net Present Value of Beef Replacement Females (single replacement) *Ag Decision Maker B1-74*
8. Pig Survivability Project: Wean-to-Finish Mortality Economic Modeling *Ag Decision Maker B1-78*
7. Cow Sell Calculator *Ag Decision Maker B2-35*
6. Cow Repurchase Calculator *Ag Decision Maker B2-35*
5. Swine Marketing Decision *Ag Decision Maker B2-53*
4. Simple Hog Market Calculator *Ag Decision Maker B2-53*
3. Feedlot Facility Economic Assessment Calculator *Iowa Beef Center*
2. ISU Livestock Crush Margins App *Iowa State University Extension and Outreach*
1. K-State Feeder Cattle Price Analyzer *Ag Manager.info*

## **RESEARCH REPORTS AND PUBLISHED ABSTRACTS**

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40. Pudenz, C.C. and L.L. Schulz. Multi-plant Coordination in the U.S. Beef Packing Industry. Center for Agricultural and Rural Development (CARD) Working Paper 21-WP 630. December 2021. ([LINK](#))
39. Padilla, S.L., L.L. Schulz, K. Vaiknoras, and M.J. MacLachlan. COVID-19 Working Paper: Changes in Regional Hog Slaughter during COVID-19. USDA Economic Research Service. *COVID-19 Working Paper #AP-095*. December 2021. ([LINK](#))
38. Johnson, A.K. R. Rademacher, J. Eggers, N.K. Gabler, L.L. Greiner, J. Kaisand, S. Millman, J. Patience, **L.L. Schulz**, S. Webb, and J.W. Ross. 13 Innovative Strategies for Managing Swine Welfare During Natural Disasters. *Journal of Animal Science* 99(s3): 6. ([LINK](#))

37. **Schulz, L.L.** and S. Meyer. Defining the Percentage of Pigs Raised without Antibiotics for a Label Claim. Research report prepared for the National Pork Board, NPB #20-160. June 30, 2021. ([LINK](#))
36. Holtkamp, D.J., D.J. Hayes, and **L.L. Schulz**. Key Performance Indicators in Pork Production: An International Comparison Using 2019 Data. Research report prepared for Merck Animal Health. May 2021.
35. Bina, J.D., G.T. Tonsor, **L.L. Schulz**, and W.F. Hahn. Balancing Beef Processing Efficiency and Resiliency Post-COVID-19. Submitted to the National Bureau of Economic Research project on Risks in Agricultural Supply Chains. March 8, 2021.
34. **Schulz, L.L.** Economic Impact of COVID-19 on Macro and Swine Economies. General Session: COVID-19 Lessons Learned. Proceedings of the 52<sup>nd</sup> Annual Meeting of the American Association of Swine Veterinarians. ([LINK](#))
33. **Schulz, L.L.** Sensitivity Analysis of Net Returns to Mortality. Pre-Conference Seminar: Raising Pigs for Dummies (Keep them Alive). Proceedings of the 52<sup>nd</sup> Annual Meeting of the American Association of Swine Veterinarians. ([LINK](#))
32. Lusk, J.L., G.T. Tonsor, **L.L. Schulz**. Beef and Pork Gross Marketing Margins during COVID19. The COVID-19 Pandemic: Insights from Agricultural Economists Paper Session. 2021 Allied Social Science Associations Annual Meeting. ([LINK](#))
31. Holtkamp, D.J., D.J. Hayes, and **L.L. Schulz**. Key Performance Indicators in Pork Production: An International Comparison. Research report prepared for Merck Animal Health. August 2020.
30. Pudenz, C.C. and **L.L. Schulz**. Quantifying the U.S. Market Response to the African Swine Fever Outbreak in China. Agricultural and Applied Economics Association selected paper submitted to AgEcon Search. June 2020. ([LINK](#))
29. Poddaturi, D.R., C.E. Hart, **L.L. Schulz**, and S. Pouliot. A Dynamic Model of U.S. Beef Cattle. Agricultural and Applied Economics Association selected paper submitted to AgEcon Search. June 2020. ([LINK](#))
28. Schroeder, T.C., **L.L. Schulz**, and G.T. Tonsor. Feasibility Assessment of Reporting Negotiated Slaughter Cattle Purchases in Separate Delivery Window Categories. Research report prepared for United States Department of Agriculture Agricultural Marketing Service. November 2019. ([LINK](#))
27. Smith, J.M., G. Bucini, E. Clark, C.J. Koliba, S.C. Merrill, L.L. Schulz, D. Sellnow, T.L. Sellnow, G.T. Tonsor, and A. Zia. ADBCAP: A Human Approach to Improving Biosecurity. Scientia. November 2019. ([LINK](#))
26. Poulsen, K., **L.L. Schulz**, and D. Swenson. Economic Impact of the Wisconsin Veterinary Diagnostic Laboratory. Report submitted to Wisconsin Veterinary Diagnostic Laboratory. October 2019.
25. Chen, C., J.M. Crespi, W.F. Hahn, **L.L. Schulz**, F. Taha. Long-Run Impacts of Trade Shocks and Export Competitiveness: Evidence from the U.S. BSE Event. CARD Working Papers 19-WP 594. ([LINK](#))

24. **Schulz, L.L.** Understanding the Labor Market and Projections. Leman Swine Conference 2019 Research Abstracts. September 2019. ([LINK](#))
23. Lee, J., **L.L. Schulz**, and G.T. Tonsor. Swine Producer Willingness to Pay for Tier 1 Disease Risk Mitigation Under Ambiguity. Agricultural and Applied Economics Association selected paper submitted to AgEcon Search. June 2019. ([LINK](#))
22. Tonsor, G.T., J.L. Mitchell, and **L.L. Schulz**. Comparing Willingness to Supply and Willingness to Pay for Cattle Traceability: A Novel Assessment of Both Supply and Demand Factors Driving Provision of Production Practice Information in Modern Food Systems. Agricultural and Applied Economics Association selected paper submitted to AgEcon Search. June 2019. ([LINK](#))
21. Mitchell, J.L., G.T. Tonsor, and **L.L. Schulz**. The Effects of Contracting on Biosecurity Effort by U.S. Swine Producers. Agricultural and Applied Economics Association selected paper submitted to AgEcon Search. June 2019. ([LINK](#))
20. Ray, V., **L.L. Schulz**, S. Speer, V.L. Cooper, G.A. Dewell. Pilot Project to Determine Benefit of BVDV Testing Along with Iowa Green Tag Preconditioning Program. Author Index & Presentation Abstracts. 99th Conference of Research Workers in Animal Diseases. December 2018. ([LINK](#))
19. Schroeder, T.C., G.T. Tonsor, **L.L. Schulz**, B.J. Johnson, and C. Sommers. USDA ERS Meat Price Spread Data Product Review. Contractor and Cooperator Report CCR-71. U.S. Department of Agriculture, Economic Research Service. April 22, 2019. ([LINK](#))
18. Boessen, C., G. Artz, and **L.L. Schulz**. A Baseline Study of Labor Issues and Trends in U.S. Pork Production. Report submitted to National Pork Producers Council. March 2018. ([LINK](#))
17. McKendree, M.G.S, G.T. Tonsor, and **L.L. Schulz**. Feedlot Operators' Decision Making Regarding Price and Animal Health Risk. Agricultural and Applied Economics Association selected paper submitted to AgEcon Search. May 2017. ([LINK](#))
16. Stokes, B.T., J.R. Russell, P.J. Gunn, **L.L. Schulz**. Effects of Winter Grazing Stockpiled Cool-Season Grass Pastures and Method of Initiating Stockpiling on Fall-Calving Cow Production Costs in Comparison to Winter Drylot Hay Feeding Systems. ASAS Midwestern Section and ADSA Midwest Branch Annual Meeting. *Journal of Animal Science* Volume 95, Supplement 1/*Journal of Dairy Science* Volume 100, Supplement 1 (published abstract). March 2017. ([LINK](#))
15. **Schulz, L.L.**, D, Swenson, D.J. Hayes, and D.J. Holtkamp. Economic Contribution of the Iowa State University Veterinary Diagnostic Laboratory. Report prepared for Iowa State University College of Veterinary Medicine. January 2017. ([LINK](#))
14. Crespi, J.M., W.F. Hahn, K. Jones, **L.L. Schulz**, C. Chen. A Study in U.S. Export Beef Competitiveness: Do Cattle Inventories Matter? Allied Social Sciences Associations selected paper submitted to AgEcon Search. November 2016 ([LINK](#))
13. C.E. Andresen, P.J. Gunn, and **L.L. Schulz**. Factors Affecting Timing and Intensity of Calving Season of Beef Cow-Calf Producers in the Midwest. ASAS/ADSA Joint Annual Meeting. *Journal of Animal Science* Volume 94, E-Supplement 5/*Journal of Dairy Science* Volume 99, E-Supplement 1 (published abstract). July 2016. ([LINK](#))

12. Njoka, J.G., M.P. Hoffman, P.J. Berger, and **L.L. Schulz**. Effects of Diet, Housing, and Season Systems on Feedlot Cattle Finishing Programs. ASAS Midwestern Section and ADSA Midwest Branch Annual Meeting. *Journal of Animal Science*. Volume 93, Supplement 2 (published abstract). March 2015. ([LINK](#))
11. Tonsor, G.T. and **L.L. Schulz**. Economic Considerations for Rebuilding the Cowherd. ASAS/ADSA Joint Annual Meeting. *Journal of Animal Science* Volume 92, E-Supplement 2/*Journal of Dairy Science* Volume 97, E-Supplement 1 (published abstract). July 2014. ([LINK](#))
10. **Schulz, L.L.**, K.C. Dhuyvetter, and B.E. Doran. Factors Affecting Preconditioned Calf Price Differentials: How much do Market and Sale Conditions Matter. Agricultural and Applied Economics Association selected paper submitted to AgEcon Search. May 2014. ([LINK](#))
9. **Schulz, L.L.**, J.C. Hadrich. Feeding Practices and Input Cost Performance in U.S. Hog Operations: The Case of Split-Sex and Phase Feeding. Agricultural and Applied Economics Association selected paper submitted to AgEcon Search. May 2014. ([LINK](#))
8. Schroeder, T.C., C. Reinhardt, **L.L. Schulz**, D. Thomson, and G.T. Tonsor. Value of Pre-Harvest Food Safety and Animal Welfare Certification for Cattle Producers. Report submitted to USDA Federal State Marketing Improvement Program. November 2013.
7. **Schulz, L.L.** Maintaining Competitiveness with Increasingly Volatile Markets. ASAS Midwestern Section and ADSA Midwest Branch Annual Meeting. *Journal of Animal Science*. Volume 91, Supplement 2 (published abstract). March 2013. ([LINK](#))
6. **Schulz, L.L.** Essays on Demand Enhancements by Food Industry Participants. Dissertation, Kansas State University. Manhattan. ProQuest/UMI, 2012. (Publication No. 10605) ([LINK](#))
5. **Schulz, L.L.**, T.C. Schroeder, and T. Xia. Using Weak Separability and Generalized Composite Commodity Theorem in Modeling Ground Beef Demand. Agricultural and Applied Economics Association selected paper submitted to AgEcon Search. June 2011. ([LINK](#))
4. **Schulz, L.L.**, T.C. Schroeder, and K.L. White. Value of Beef Steak Branding: Hedonic Analysis of Retail Scanner Data. Agricultural and Applied Economics Association selected paper submitted to AgEcon Search. July 2010. ([LINK](#))
3. Schroeder, T.C., C.E. Ward, and **L.L. Schulz**. Determinants of Canadian-U.S. Basis for Cash Fed Cattle and Impacts from Government Regulations. Research report submitted to Canfax Research Services. December 2009. ([LINK](#))
2. Ward, C.E., T.C. Schroeder, and **L.L. Schulz**. Impacts from Government Regulations on the Canadian-U.S. Basis for Fed Cattle. Agricultural and Applied Economics Association selected paper submitted to AgEcon Search. September 2009. ([LINK](#))
1. **Schulz, L.L.** Cow-Calf Producer Preferences for Voluntary Traceability Systems and System Attributes. Thesis, Michigan State University. East Lansing. ProQuest-CSA, 2008. (Publication No. 072699) ([LINK](#))

## RESEARCH PRESENTATIONS

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44. **Schulz, L.L.** Plenary Session: Economics of Mortality. 2021 International Conference on Pig Survivability. Omaha, NE. October 27, 2021.
43. **Schulz, L.L.** Beef Session: Replacement Heifer Economics: Buy vs. Raise. American Association of Bovine Practitioners Annual Meeting. October 8, 2021.
42. Lee, J., **L.L. Schulz**, E. Hoffman, and G.T. Tonsor. The Effect of Misleading Headlines of African Swine Fever on Pork Consumers' Purchase Intentions. Selected paper presented at 2021 Midwest Economics Association Annual Virtual Meeting.
41. **Schulz, L.L.** Economic Impact of COVID-19 on Macro and Swine Economies. General Session: COVID-19 Lessons Learned. 52<sup>nd</sup> Annual Meeting of the American Association of Swine Veterinarians. March 2, 2021.
40. **Schulz, L.L.** Sensitivity Analysis of Net Returns to Mortality. Pre-Conference Seminar: Raising Pigs for Dummies (Keep them Alive). 52<sup>nd</sup> Annual Meeting of the American Association of Swine Veterinarians. February 28, 2021.
39. Lusk, J.L., G.T. Tonsor, **L.L. Schulz**. Beef and Pork Gross Marketing Margins during COVID19. The COVID-19 Pandemic: Insights from Agricultural Economists Paper Session. 2021 Allied Social Science Associations Annual Meeting. Virtual.
38. Pudenz, C.C., J.L. Mitchell, **L.L. Schulz**, and G.T. Tonsor. Adoption of Secure Beef Supply Plan Biosecurity by U.S. Cow-Calf and Feedlot Producers. Selected presentation at the 2020 International Society for Economics and Social Sciences of Animal Health (ISESSAH) Conference. Virtual.
37. Pudenz, C.C. and **L.L. Schulz**. Quantifying the U.S. Market Response to the African Swine Fever Outbreak in China. Selected paper presented at 2020 Agricultural and Applied Economics Association Annual Virtual Meeting.
36. Poddaturi, D.R., C.E. Hart, **L.L. Schulz**, and S. Pouliot. A Dynamic Model of U.S. Beef Cattle. Selected paper presented at 2020 Agricultural and Applied Economics Association Annual Virtual Meeting.
35. **Schulz, L.L.** Economic Perspectives on Biosecurity Decision-Making. Invited talk for the Animal Health Symposium: Biosecurity Through the Lenses of Multiple Disciplines at the 2020 ASAS-CSAS-WSASAS Virtual Annual Meeting and Trade Show.
34. **Schulz, L.L.** Handicapping the Economic Prospects for Pork Production and Marketing. Invited talk for the Growth, Development, Muscle Biology and Meat Science Symposium: A Market Assessment of the Pork Industry at the 2020 ASAS Midwestern Section / ADSA Midwestern Branch Annual Meeting. Omaha, NE.
33. Schroeder, T.C, **L.L. Schulz**, G.T. Tonsor. Feasibility Assessment of Reporting Negotiated Slaughter Cattle Purchases in Separate Delivery Window Categories. LMR Negotiated Cattle Market Reporting Study Stakeholder Meeting. U.S. Department of Agriculture Agricultural Marketing Service. Kansas City, MO. December 12, 2019.
32. **Schulz, L.L.** U.S. Swine Industry Biosecurity: An Economics Perspective. University of Minnesota College of Veterinary Medicine Swine Seminar. St. Paul, MN. November 8, 2019.

31. **Schulz, L.L.** Understanding the Labor Market and Projections. Production/Public Health Interface—Hiring and Retaining Employees Track Session at 2019 Allen D. Lemay Swine Conference. St Paul, MN. ([LINK](#))
30. Mitchell, J.L., G.T. Tonsor, and **L.L. Schulz**. Economics of Biosecurity Effort by U.S. Swine and Cattle Producers. 9th Annual Global Agenda for Sustainable Livestock (GASL) Multi Stakeholder Partnership (MSP) meeting. Manhattan, KS.
29. **Schulz, L.L.** U.S. Pork Production and Marketing Trends and Patterns. COSBAE & EXT Track Session at 2019 Agricultural and Applied Economics Association Annual Meeting. Atlanta, GA.
28. Lee, J., **L.L. Schulz**, and G.T. Tonsor. Swine Producer Willingness to Pay for Tier 1 Disease Risk Mitigation Under Ambiguity. Selected paper presented at 2019 Agricultural and Applied Economics Association Annual Meeting. Atlanta, GA.
27. Tonsor, G.T., J.L. Mitchell, and **L.L. Schulz**. Comparing Willingness to Supply and Willingness to Pay for Cattle Traceability: A Novel Assessment of Both Supply and Demand Factors Driving Provision of Production Practice Information in Modern Food Systems. Selected paper presented at 2019 Agricultural and Applied Economics Association Annual Meeting. Atlanta, GA.
26. Mitchell, J.L., G.T. Tonsor, and **L.L. Schulz**. The Effects of Contracting on Biosecurity Effort by U.S. Swine Producers. Selected paper presented at 2019 Agricultural and Applied Economics Association Annual Meeting. Atlanta, GA.
25. **Schulz, L.L.** A Deeper Look at Biosecurity. Keynote presentation at the 2019 International Society for Economics and Social Sciences of Animal Health (ISESSAH) Conference. Atlanta, GA.
24. Tonsor, G.T. and **L.L. Schulz**. Role of Packers & Processors in Livestock Biosecurity Effort. Invited presentation for the WAEA Organized Symposium— Multisectoral Livestock Biosecurity & Surveillance at the 2019 Western Agricultural Economics Association Annual Meeting. Couer d’Alene, ID.
23. Ray, V., **L.L. Schulz**, S. Speer, V.L. Cooper, G.A. Dewell. Pilot Project to Determine Benefit of BVDV Testing Along with Iowa Green Tag Preconditioning Program. Selected paper presented at the 2018 Conference of Research Workers in Animal Diseases. Chicago, Illinois.
22. **Schulz, L.L.** VFD Implementation Impacted Pig Farmers, Their Veterinarians, and Feed Providers: Perspectives and Lessons Learned. A Workshop Organized by USDA’s Economic Research Service in Collaboration with Farm Foundation—Challenges to Changing Antibiotic Use in Food Animal Production: Economics, Data & Policy. Washington, DC. September 6, 2018.
21. Pudenz, C.C. and **L.L. Schulz**. Market Dynamics and the Dairy-Beef Fed Cattle Price Spread. Selected paper presented at the 2018 Western Agricultural Economics Association Annual Meeting. Anchorage, AK.
20. Tonsor, G.T. and **L.L. Schulz**. Impact of Indemnity Expectations on Producer Biosecurity Effort. Selected presentation at the 2018 International Society for Economics and Social Sciences of Animal Health (ISESSAH) Conference. Montpellier, France.



19. Zhang, W., C.E. Hart, **L.L. Schulz**, A Plastina, W.M. Edwards, K.L. Jacobs, and K. Tidgren. How to Navigate the Waters of New Price Plateaus: Overview of Iowa State's Targeted Extension Efforts. EXT Section Track Session at 2017 Agricultural and Applied Economics Association Annual Meeting. Chicago, IL.
18. McKendree, M.G.S, G.T. Tonsor, and **L.L. Schulz**. Feedlot Operators' Decision Making Regarding Price and Animal Health Risk. Selected paper presented at 2017 Agricultural and Applied Economics Association Annual Meeting. Chicago, IL.
17. **Schulz, L.L.** On the Structural Change in Cattle Feeding Returns. Invited presentation for the Cattle Symposium—Issues in Today's Cattle Markets at the 2017 Western Agricultural Economics Association Annual Meeting. Lake Tahoe, NV.
16. Crespi, J.M., **L.L. Schulz**, W.F. Hahn, and K. Jones. Assessing the Impacts of Global Shocks on United States Livestock Prices. Selected paper presented at 2017 Allied Social Sciences Associations Annual Meeting. Chicago, IL.
15. Tonsor, G.T. and **L.L. Schulz**. Assessment of the Economic Impacts of PEDv. Invited talk for the Swine Committee Meeting at the 2016 National Institute of Animal Agriculture Annual Conference. Kansas City, MO. ([LINK](#))
14. Hadrich, J.C. and **L.L. Schulz**. Assessing the Effects of Managerial and Production Practices on Swine Production Profitability. AFM Section Track Session at 2015 Agricultural and Applied Economics Association Annual Meeting. San Francisco, CA.
13. **Schulz, L.L.** Providing Research-Based Information, Decision Support, and Increasing Understanding of Economic Drivers of Profitability and Risk to the Iowa Livestock Industry. Michigan State University Agricultural, Food, and Resource Economics Department Seminar. East Lansing, MI. October 2014.
12. **Schulz, L.L.** Factors Affecting Preconditioned Calf Price Differentials: How much do Market and Sale Conditions Matter. Selected paper presented at 2014 Agricultural and Applied Economics Association Annual Meeting. Minneapolis, MN.
11. **Schulz, L.L.** Feeding Practices and Input Cost Performance in U.S. Hog Operations: The Case of Split-Sex and Phase Feeding. Selected paper presented at 2014 Agricultural and Applied Economics Association Annual Meeting. Minneapolis, MN.
10. **Schulz, L.L.** Hog and Pork Situation and Outlook. Extension Section Track Session at 2014 Agricultural and Applied Economics Association Annual Meeting. Minneapolis, MN.
9. Tonsor, G.T. and **L.L. Schulz**. Economic Considerations Related to Rebuilding the Cowherd. Invited talk for the Beef Species Symposium at the 2014 ASAS/ADSA Joint Annual Meeting. Kansas City, MO.
8. **Schulz, L.L.** Maintaining Competitiveness with Increasingly Volatile Markets. Invited talk for the Ruminant Nutrition Symposium—Economical and Environmental Impact of Maximizing Feed Efficiency Whole Minimizing Risk in an Era of \$8 Corn at the 2013 ASAS Midwestern Section / ADSA Midwestern Branch Annual Meeting. Des Moines, IA
7. **Schulz, L.L.** Using Weak Separability and Generalized Composite Commodity Theorem in Modeling Ground Beef Demand. Selected paper presented at 2011 Agricultural and Applied Economics Association Annual Meeting. Pittsburgh, PA.

6. **Schulz, L.L.** Trade-Related Policy and Canadian-U.S. Fed Cattle Transactions Basis. Iowa State University Economics Department Seminar. Ames, Iowa. September 2010.
5. **Schulz, L.L.** Value of Beef Steak Branding: Hedonic Analysis of Retail Scanner Data. Selected paper presented at 2010 Agricultural and Applied Economics Association Annual Meeting. Denver, CO.
4. **Schulz, L.L.** A New Live Animal Traceability System Regime: What Individual States Should Know, Current Overview, and Implementation. Presented at 2010 Agricultural and Applied Economics Association Graduate Student Extension Competition. Denver, CO.
3. **Schulz, L.L.** Management and Marketing Strategies Affecting Feeder Cattle and Calf Marketability. Presented at 2009 Agricultural and Applied Economics Association Graduate Student Extension Competition. Milwaukee, WI.
2. **Schulz, L.L.** Impacts of Trade-Related Policy on Canadian-U.S. Basis for Fed Cattle Transactions. Selected paper presented at 2009 Western Agricultural Economics Association Annual Meeting. Kauai, HI.
1. **Schulz, L.L.** Cow-Calf Producer Valuations of Traceability System Attributes. Selected paper presented at 2008 Western Agricultural Economics Association Annual Meeting. Big Sky, MT.

## RESEARCH POSTERS

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16. Lee, J. and **L.L. Schulz**. Consumer Willingness to Pay for Secure Pork Supply Plan Certification. Selected poster presented at the 2021 Agricultural & Applied Economics Association Annual Meeting. Austin, TX. ([LINK](#))
15. Poddaturi, D.R., C.E. Hart, and **L.L. Schulz**. Implementing a National Animal Identification and Traceability Program: Economic Assessment using a Dynamic Model of U.S. Beef Cattle. Selected poster presented at the 2021 Agricultural & Applied Economics Association Annual Meeting. Austin, TX. ([LINK](#))
14. Bina, J.D., G.T. Tonsor, **L.L. Schulz**, and W.F. Hahn. Balancing Beef Processing Efficiency and Resiliency Post-COVID-19. Selected poster presented at the 2021 Agricultural & Applied Economics Association Annual Meeting. Austin, TX. ([LINK](#))
13. Robb, J., K. MuCulloch, **L.L. Schulz**, S. Brown, and G.T. Tonsor. It Started in the West: Cooperative Effort Addressing Livestock Marketing Outreach and Applied Research. Selected poster presented at the 2019 Western Agricultural Economics Association Annual Meeting. Couer d'Alene, ID.
12. Merrill, S., T. Sellnow, G.T. Tonsor, C. Koliba, A. Zia, G. Bucini, **L.L. Schulz**, L. Trinity, C.C. Pudenz, E. Clark, S. Moegenburg, and Julia M. Smith. Modeling Risk Perception and Biosecurity Adoption in the Swine Industry. Selected poster presented at the 2018 Conference of Research Workers in Animal Diseases. Chicago, IL.
11. Pudenz, C.C., **L.L. Schulz**, and G.T. Tonsor. Adoption of Secure Pork Supply Plan Biosecurity by U.S. Swine Producers. Selected poster presented at the 2018 International Society for Economics and Social Sciences of Animal Health (ISESSAH) Conference. Montpellier, France.

10. Mitchell, J., G.T. Tonsor, and **L.L. Schulz**. Policy Expectations and Biosecurity Investment by Livestock Producers. Selected poster presented at the 2018 International Society for Economics and Social Sciences of Animal Health (ISESSAH) Conference. Montpellier, France.
9. Stokes, B.T., J.R. Russell, P.J. Gunn, and **L.L. Schulz**. Impact of Stockpiling Initiation Method on the Biomass and Nutritional Quality of Winter Forage from Cool-Season Grass Pastures in the Midwest. Poster presented at the Iowa State University CALS Sustainability Symposium. April 13, 2017.
8. Stokes, B.T., J.R. Russell, P.J. Gunn, and **L.L. Schulz**. Effects of Winter Grazing Stockpiled Cool-Season Grass Pastures and Method of Initiating Stockpiling on Fall-Calving Cow Production Costs in Comparison to Winter Drylot Hay Feeding Systems. Selected poster presented at the 2017 ASAS Midwestern Section and ADSA Midwest Branch Annual Meeting. Omaha, NE.
7. **Schulz, L.L.** and B.L. Boetel. Factors Price-Weight Relationships for Feeder Cattle: A Dairy Beef Assessment. Selected poster presented at the 2017 Southern Agricultural Economics Association Annual Meeting. Mobile, AL.
6. Andersen, C.E., P.J. Gunn, and **L.L. Schulz**. Factors Affecting Timing and Intensity of Calving Season of Beef Cow-Calf Producers in the Midwest. Selected poster presented at the 2016 ASAS-ADSA-CSAS-WSASAS Joint Annual Meeting. Salt Lake City, UT.
5. **Schulz, L.L.**, P.J. Gunn, G.M. Artz. Succession Planning and Perceived Obstacles and Attractions for Future Generations Entering Beef Cattle Production. Selected poster presented at the 2015 Agricultural & Applied Economics Association and Western Agricultural Economics Association Joint Annual Meeting. San Francisco, CA. ([LINK](#))
4. Njoka, J.G., M.P. Hoffman, P.J. Berger, and **L.L. Schulz**. Effects of Diet, Housing, and Season Systems on Feedlot Cattle Finishing Programs. Selected poster presented at the 2015 ASAS Midwestern Section and ADSA Midwest Branch Annual Meeting. Des Moines, IA.
3. Holtkamp, D., **L.L. Schulz**, T.C. Schroeder, G.T. Tonsor, J. Kliebenstein, R. Morrison, and R. Rowland. Bio-economics: The Impact of PRRS & PRRS Control - What is the value of regional projects? Presented at the 2011 International Porcine Reproductive and Respiratory Syndrome Symposium. Chicago, IL.
2. **Schulz, L.L.**, J.R. Mintert, K.C. Dhuyvetter, T.C. Schroeder, K.W. Harborth, and J.W. Waggoner. Improving the Value of Feeder Cattle and Calves: The Factors Affecting Auction Prices. Selected poster presented at the 2009 Agricultural and Applied Economics Association Annual Meeting. Milwaukee, WI.
1. **Schulz, L.L.** and B.L. Boetel. Effectiveness of Price Risk Management Tools for Wisconsin Fat Cattle Producers. Selected poster presented at the 2006 National Conference on Undergraduate Research. Asheville, NC.

## GRANTS AND CONTRACTS – FUNDED

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### External Funding

*Title:* Agricultural Supply Chain Disruptions, Costs, and Mitigation Strategies to Enhance Resiliency of the U.S. Food Supply. *Amount:* \$457,011. *Source:* USDA-NIFA Rapid Response to Novel Coronavirus (SARS-CoV-2) Impacts Across Food and Agricultural Systems. *Date:* August 2020 – July 2022. *Investigators:* K.L. Jacobs (PI), J. Crespi, C.E. Hart, D.J. Hayes, B.J. Martens, **L.L. Schulz** (Co-PIs)

*Title:* Assessing Packing Plant and Wholesale Pork COVID-19 Impacts in the Pork-Hog Industry. *Amount:* \$50,000. *Source:* USDA-ERS Cooperative Research Agreement. *Date:* October 2020 – September 2022. *Investigators:* **L.L. Schulz** (PI)

*Title:* Risk Management Strategies for Iowa’s Beginning and Women Farmers in Uncertain Times. *Amount:* \$100,000. *Source:* Extension Risk Management Education North Central Center. *Date:* June 2020 – November 2021. *Investigators:* M. Schultz, T. Christensen, R. Drollette (Co-PI), D. Baker, C. Brown, P. Hattig, A. Johanns, S. Johnson, K. Leibold, M. O’Rourke, A. Plastina, L. Scarbrough, **L.L. Schulz**, G. Wright (Resources and Outreach Team Member)

*Title:* Meeting the Pork Industry’s Need for Professionals Trained in Economics. *Amount:* \$60,000. *Source:* National Pork Board Professional Student Fellowship Program. *Date:* August 2020 – July 2022. *Investigators:* **L.L. Schulz** (PI)

*Title:* Basic and Applied Consequences of Heat Stress in Barrows and Gilts. *Amount:* \$1,000,000. *Source:* USDA-NIFA Inter-Disciplinary Engagement in Animal Systems Program. *Date:* July 2020 – June 2024. *Investigators:* J.T. Selsby (PI), L. Baumgard, B. Ramirez, R. Rhoads, R. Ross, J. Serao, **L.L. Schulz**, S. White (Co-PIs)

*Title:* A System Approach to Improving Pig Health, Well-being and Productivity. *Amount:* \$1,999,772. *Source:* National Pork Board. *Date:* October 2018 – September 2023. *Investigators:* J.W. Ross (PI), J. DeRouchey, M. Tokach, J. Woodworth, N. Gabler, A. Johnson, A. Keating, D. Linhares, S. Millman, J. Patience, C. Rademacher, S. Schmitz-Esser, **L.L. Schulz**, K. Schwartz, K. Stalder, K. Stewart, A. Chipman (Co-PIs)

*Title:* A Regional Dynamic Model of U.S. Beef Cattle and the Economic Impacts of Movement Restrictions in an Event of Foot and Mouth Disease. *Amount:* \$361,234. *Source:* USDA-NIFA. *Date:* May 2018 – April 2023. *Investigators:* **L.L. Schulz** (PI), C.E. Hart (Co-PI)

*Title:* Iowa Beef Economic Impact Study. *Amount:* \$15,000. *Source:* Iowa Beef Industry Council. *Date:* June 2017 – December 2017. *Investigators:* **L.L. Schulz**, D. Loy (PIs), D. Swenson, E. Lundy (Co-PIs)

*Title:* Price Risk and Marketing Education for Beef and Pork Producers. *Amount:* \$49,999. *Source:* Extension Risk Management Education North Central Center. *Date:* April 2017 – September 2018. *Investigators:* R. Euken (PI), **L.L. Schulz** (Co-PI), D. Loy, D. Schwab, J. Sellers, B. Doran, E. Lundy, S. Ellis, R. Drollette, M. Storlie, D. Poddaturi, E. Neitzke (Collaborators)

*Title:* Economic Impacts of the U.S. Food and Drug Administration Veterinary Feed Directive Rules on the U.S. Swine Industry. *Amount:* \$25,000. *Source:* USDA-ERS Cooperative Research Agreement. *Date:* August 2016 – September 2018. *Investigators:* **L.L. Schulz** (PI)

*Title:* Has the Industrialization of Livestock Marketing Shielded U.S. Livestock Prices from Global Shocks? *Amount:* \$25,000. *Source:* USDA-ERS Cooperative Research Agreement. *Date:* May 2016 – April 2017. *Investigators:* J.M. Crespi (PI), **L.L. Schulz** (Co-PI)

*Title:* Roads to Successful Farm Transition. *Amount:* \$671,393. *Source:* USDA-NIFA Beginning Farmer and Rancher Development Program. *Date:* September 2015 – August 2018. *Investigators:* J.D. Lawrence (PI), P.J. Gunn (Co-PI), D. Baker, J. Baker, P. Havran, D.L. Loy, **L.L. Schulz** (Collaborators), M. Smith (Coordinator)

*Title:* Economic Importance of the Egg Industry in the Iowa Economy. *Amount:* \$5,000. *Source:* Iowa Egg Council. *Date:* April 2015 – June 2015. *Investigators:* **L.L. Schulz** (PI), D. Otto, M. Ibarbaru-Blanc (Collaborators)

*Title:* A Human Behavioral Approach to Reducing the Impact of Livestock Pest or Disease Incursions of Socio-Economic Importance. *Amount:* \$7,400,000 (\$650,269 ISU subcontract with University of Vermont). *Source:* USDA-NIFA Coordinated Agricultural Project (CAP). *Date:* April 2015 – March 2020. *Investigators:* J.M. Smith (PI), T.M. Bass, S.R. Kerr, C.L. Koliba, J. McDonald, S.C. Merrill, J. Parker, J. Rankin, **L.L. Schulz**, T.L. Sellnow, G.T. Tonsor, A. Zia (Co-PIs)

*Title:* Beef Feedlot Producer Risk Management Project. *Amount:* \$49,991. *Source:* Extension Risk Management Education North Central Center. *Date:* July 2014 – June 2016. *Investigators:* R. Euken (PI), D. Loy, **L.L. Schulz** (Co-PIs), D. Schwab, P. Wall, C. Clark, J. Sellers, B. Doran, S. Ellis, S. Shouse, G. Brenneman (Collaborators)

*Title:* Methods to Improve Swine Production Records. *Amount:* \$18,809. *Source:* Niman Ranch. *Date:* May 2014 - August 2014. *Investigators:* D. Stender (PI), **L.L. Schulz**, M. Swantek (Co-PIs)

*Title:* Economic Importance of the Egg Industry in the Iowa Economy. *Amount:* \$5,000. *Source:* Iowa Egg Council. *Date:* August 2012 - March 2013. *Investigators:* **L.L. Schulz** (PI), D. Otto, M. Ibarbaru-Blanc (Collaborators)

*Title:* Value of Pre-Harvest Food Safety and Animal Welfare Certification for Cattle Producers. *Amount:* \$113,700. *Source:* USDA – Federal State Marketing Improvement Program. *Date:* September 2011 - August 2013. *Investigators:* T.C. Schroeder (PI), C. Reinhardt, **L.L. Schulz**, D. Thomson, G.T. Tonsor (Co-PIs)

### **Internal Funding**

*Title:* Swine and Beef Price Risk and Marketing Management—Online Course and App Development. *Amount:* \$6,000. *Source:* Iowa Pork Industry Center. *Date:* August 2017 – July 2018. *Investigators:* R. Euken (PI), **L.L. Schulz** (Co-PI)

*Title:* Economic Importance of the ISU Veterinary Diagnostic Laboratory. *Amount:* \$25,000. *Source:* Iowa State University College of Veterinary Medicine. *Date:* November 1, 2016 – December 31, 2016. *Investigators:* **L.L. Schulz** (PI), D.J. Hayes, D.J. Holtkamp, D. Swenson (Co-PIs)

*Title:* Sustainably Growing Iowa’s Beef Herds: Evaluating Systems That Provide Economic Opportunities While Protecting Soil and Water Resources. *Amount:* \$87,124. *Source:* Leopold Center for Sustainable Agriculture. *Date:* February 2015 – January 2018. *Investigators:* J. Sellers (PI), P.J. Gunn, **L.L. Schulz** (Co-PIs), D. Loy, C. Clark, R. Euken, D. Schwab, P. Wall, G. Dahlke, M. Carlton, A. Sauegling, S. Shouse, K. Arora (Collaborators)

*Title:* Elucidation of Factors that Determine Price of Replacement Heifers in an Auction Market. *Amount:* \$3,490. *Source:* Iowa Beef Center Mini Grant. *Date:* October 2014 - June 2015. *Investigators:* P.J. Gunn, **L.L. Schulz** (PIs)

*Title:* Bring Ag Decision Maker and Iowa Beef Center Web-Based Decision Support Resources for Cattle Producers Up-To-Date. *Amount:* \$3,489. *Source:* Iowa Beef Center Mini Grant. *Date:* October 2014 - June 2015. *Investigators:* **L.L. Schulz**, P.J. Gunn (PIs)

*Title:* Livestock Producer Costs Under Haying and Grazing Provisions in the Conservation Reserve Program. *Amount:* \$2,992. *Source:* Iowa Beef Center Mini Grant. *Date:* October 2012 - June 2013. *Investigators:* **L.L. Schulz**, K. Jacobs (PIs)

### **CONSULTING ACTIVITY**

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22. Feasibility Assessment of Canadian Wholesale Beef Market Reporting (Alberta Beef Producers), March 2022 – November 2022
21. Update of the Global Swine Benchmark Analysis (Merck Animal Health), December 2020 – April 2021
20. Defining the Percentage of Pigs Raised without Antibiotics for a Label Claim (National Pork Board), November 2020 – July 2021
19. Development of an Annual Benchmarking Report Summarizing Swine Production and Financial Information for Select Countries (Merck Animal Health), January 2020 – July 2020
18. Food Packaging Equipment Project Consultation (Apex Leaders), June 2019

17. Feasibility Assessment of Reporting Negotiated Slaughter Cattle Purchases in Separate Delivery Window Categories (United States Department of Agriculture Agricultural Marketing Service), June 2019 – November 2019
16. Economic Impact of the Wisconsin Veterinary Diagnostic Laboratory (University of Wisconsin Veterinary Diagnostic Laboratory), January 2019 – September 2019
15. Beef Packing Margin Study Consultation (D.E. Shaw & Co., L.P.), July 2018
14. Hog Production/Packing Study Consultation (PricewaterhouseCoopers LLP), May 2018
13. External Review of Meat Price Spreads Data Product (U.S. Department of Agriculture Economic Research Service), October 2017 – August 2018
12. Labor Issues and Trends in U.S. Pork Production (National Pork Producers Council), August 2017 – March 2018
11. An Analysis of the Economic Impact of the Pork Industry on Select States and Congressional Districts (National Pork Producers Council), April 2017 – August 2017
10. Here's the Premium Project (Certified Angus Beef LLC), January 2017
9. Livestock and Poultry Packing Margin Study Consultation (D.E. Shaw & Co., L.P.), November 2016
8. Swine Building Feasibility Study Consultation (L.E.K. Consulting), September 2016
7. Independent Pork Processing Industry Study Consultation (L.E.K. Consulting), November 2015
6. Farm Credit System Focus Group (Reputation Institute and Maslansky & Partners), February 2015
5. Here's the Premium Project (Certified Angus Beef LLC), January 2015
4. An Analysis of the Economic Impact of the Pork Industry on Select States and Congressional Districts (National Pork Producers Council), August 2014 – December 2014
3. Reviewed Development of Methodology for Calculating Estimated Net Price Information for Negotiated Barrows and Gilts, a report prepared for USDA's Agricultural Marketing Service (Value Ag LLC), February 2014
2. Swine Feed Mill Feasibility Study (Holden Farms), July 2011 – December 2011
1. Economic and Governmental Factors Affecting Canadian-United States Basis for Fed Cattle (CanFax Research Service), August 2009 – July 2010

## **INTERNATIONAL TRAVEL EXPERIENCE**

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8. *South Korea*: November 2018 (4 days) – Meat trade mission to Seoul, South Korea. Speaker at U.S. Meat Export Federal Seminar. Participation with U.S. Meat Export Federation, Iowa Pork Producers Association, Iowa Beef Industry Council, and Iowa Economic Development Authority International Trade Office.
7. *Canada*: November 2018 (2 days) – Quebec Hog Breeders Annual Assembly. Presented on hog/pork supply and demand, production and slaughter capacity, historical and estimated hog production costs and returns, and trade situation and impact on hog sector.

6. *China*: September 2017 (6 days) – 6th U.S.-China Swine Industry Symposium in Beijing, China. Presented on price formation and price risk management in the U.S. swine industry and served as a discussant for the industry price risk management strategies session. Met with swine companies and operations to discuss the swine industry situation and outlook in the U.S. and China and how operators respond to changes in hog prices.
5. *Spain*: June 2016 (6 days) – InterPig meeting in Mataró, Spain. Exchange of comparable farm level pig costs and production data and participation in a network of pig production experts for the sharing of expertise and information.
4. *Belgium*: June 2014 (4 days) – InterPig meeting in Bruges, Belgium. Exchange of comparable farm level pig costs and production data and participation in a network of pig production experts for the sharing of expertise and information.
3. *South Korea*: November 2013 (3 days) – Meat trade mission to Seoul and Pusan, South Korea. Speaker at U.S. Meat Seminars. Participation with U.S. Meat Export Federation, Iowa Pork Producers Association, Iowa Beef Industry Council, and Iowa Economic Development Authority International Trade Office.
2. *Japan*: November 2013 (3 days) – Meat trade mission to Tokyo, Japan. Participation with U.S. Meat Export Federation, Iowa Pork Producers Association, Iowa Beef Industry Council, and Iowa Economic Development Authority International Trade Office.
1. *Canada*: June 2011 (5 days) – Research work in Alberta, Canada. Collaboration with Canfax Research Services in examining of how changing local market fundamentals in Canada and the U.S. affect cash market fed cattle trade.

### **ON-CAMPUS INSTRUCTION**

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Economics 437, Commodity Marketing & Risk Management Spring 2017	Iowa State University
Economics 337, Agricultural Marketing Spring 2013, 2014, 2015, 2016, 2019, 2020, 2021, 2022 Spring 2018	Iowa State University Co-taught with Dr. Chad Hart Solely-taught
Economics 466, Agricultural Finance Fall 2014	Iowa State University
Economics 490, Independent Study Fall 2013, Spring 2016, 2017	Iowa State University
Agricultural Economics 513, Agricultural Finance Fall 2010	Kansas State University
Mathematics Review for Graduate Students Fall 2009, Spring 2010	Kansas State University
Recurring Guest Lectures at Iowa State University (+/- attendance)	
Animal Science 426, Beef Feedlot Systems Management Factors Affecting Feeder Cattle Prices – Lab Spring 2016 (40), Spring 2017 (40), Spring 2018 (42), Spring 2019 (60) Spring 2020 (60)	



Managing Price Risk in Feedlot Operations – Lab  
Spring 2017 (40), Spring 2018 (42), Spring 2019 (60), Spring 2020 (60)

Animal Science 426, Beef Cattle Systems Management

Factors Affecting Feeder Cattle Prices – Lab

Fall 2013 (30), Spring 2014 (40), Fall 2014 (30), Spring 2015 (40), Fall 2015 (30)

Managing Price Risk in Feedlot Operations – Lab

Fall 2013 (30), Spring 2014 (40), Fall 2014 (30), Fall 2015 (30), Fall 2020 (40),  
Spring 2021 (50), Fall 2021 (40)

Guest Lectures at Iowa State University (+/- attendance)

Economics 460, Agricultural, Food, and Trade Policy  
Country of Origin Labelling (60)

Fall 2020

Economics 495, Economics Travel Course

The Alternative Protein Market Situation and Outlook (12)

Spring 2020

Economics 330, Advanced Farm Management

Financing Livestock Production (20)

Fall 2019

Animal Science 426, Beef Cattle Systems Management

Managing Price Risk in Feedlot Operations – Lab

Factors Affecting Feeder Cattle Prices – Lab (60)

Spring 2019

VDPAM 478C, Swine Emerging Diseases Diagnosis and Management

Biosecurity and Health Management by U.S. Pork Producers (8)

Spring 2018

Animal Science 235, Dairy Cattle Science

How Milk is Priced (100)

Fall 2017

Economics 330, Advanced Farm Business Management

Decision Support Tools and Economic Drivers (35)

Fall 2017

Economics 337, Agricultural Marketing

Margin Calls and Market Participants

Livestock Marketing Decisions (47)

Spring 2017

Economics 235, Introduction to Agricultural Markets

Livestock Market Situation and Outlook (100)

Fall 2015

Economics 235, Introduction to Agricultural Markets

Livestock Production and Marketing (80)

Spring 2013

Animal Science 211, Issues Facing Animal Science

Animal Science 411, Issues Animal Science

Current Issues in Agriculture (250)

Spring 2013

Animal Science 426, Beef Cattle Systems Management

Beef Cattle Marketing and Decision Aide Lab (30)

Spring 2013

Animal Science 426, Beef Cattle Systems Management

Price Risk Management for Cattle Producers (20)

Fall 2012

Economics 235, Introduction to Agricultural Markets  
Livestock Marketing Decisions (100)

Fall 2012

Economics 235, Introduction to Agricultural Markets  
Livestock Marketing Decisions (75)

Fall 2012

## **MEDIA INTERVIEWS**

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2022: Iowa Farmer Today (2), E&E News, WHO News Radio 1040, WRDN AM 1430, WRDN (21) FM 107.3, Missouri Farmer Today, Nebraska Farmer, Dakota Farmer, KICD FM 107.7 (2), KICD AM 1240 (2), AM 950 KOEL, Wall Street Journal (2), AgriTalk, Marketplace, Trader PhD LLC, National Association of Farm Broadcasters, Des Moines Register

2021: Iowa Farmer Today (10), Linder Farm Network, Trader PhD LLC, Successful Farming (56) Magazine, Associated Press, Iowa Farm Bureau Spokesman (3), Agri-Pulse (2), Bloomberg News, Iowa Public Radio (3), Des Moines Register (4), AgriTalk (2), DTN/The Progressive Farmer, Pork Checkoff, Iowa Corn Roots Magazine, Pocahontas Record-Democrat, Farm Journal's PORK (2), CNBC, The Capital Forum, The Wall Street Journal, Eater Chicago, Omaha World-Herald, E&E News, U.S. Farm Report, AgDay, KCCI 8 News (3), WHO News Radio 1040, NBC News, Allrecipes.com, KCIM 1300 AM Radio, KICK 106.7 FM Radio, KKRL 93.7 FM Radio, Flatwater Free Press, Dubuque Biz Times, Axios Local, New York Times

2020: The Storm Lake Times (3), RFD-TV, KCIM 1300 AM Radio, KICK 106.7 FM Radio, (127) KKRL 93.7 FM Radio, Farmweld Newsletter, Pork, National Hog Farmer (2), Pork Report, Iowa Farm Bureau Spokesman (7), Iowa Farmer Today (12), Associated Press (6), Iowa Public Radio (5), Des Moines Register (4), WQAD News 8 (2), Los Angeles Times, Harvest Public Media (2), Star Tribune (3), KICD AM 1240/FM 107.7 Radio, KLEM AM 1410 (2), KLEM FM 96.9 Radio (2), KCAU ABC 9 News (2), KCCI 8 News (4), We Are Iowa Local 5 News (2), BBC News, Farm Journal's PORK (2), Missouri Farmer Today (2), LandbrugsAvisen (Danish Farmers Weekly), The N'West Iowa REVIEW, The South O'Brien Sun, The Sheldon Mail-Sun, South Dakota Public Broadcasting, WHO-HD Channel 13, The Waterloo Courier (2), Argus Leader, Bloomberg News, The World and Everything In it, Osceola Sentinel Tribune, National Public Radio (2), U.S. Farm Report (2), AgDay, ThePrepared.com, Southeast Iowa Union, Denison Bulletin and Review, Food Business News, Yahoo News, CNN Business, Globo Rural Magazine, It's Your Business Show/KELO AM (3), Food Quality & Safety Magazine, USA Today, CBS News, Business Insider TV, CNBC, AgriTalk (3), Bellevue Herald-Leader, Maquoketa Sentinel-Press, HuffPost, Cleveland.com, Plain Dealer, Brownfield Ag News, Michigan Ag Today, Telegraph Herald, The National Provisioner (2), Pork Checkoff Newsletter, ISU Extension and Outreach Agricultural and Natural Resources News, KCII Radio, ISU CALS STORIES Magazine, Iowa Pork Producer Association News for Producers, National Association of Farm Broadcasting News Service, KWWL News, Tri State Livestock News, AGDAILY

2019: Brownfield Ag News (2), Iowa Farmer Today (6), ISU News Service, Reuters News, (39) WHO News Radio 1040 (2), Iowa Public Radio (2), Minnesota Farm Guide, Meatingplace, K-State Radio Network–Agriculture Today, Farm Journal's PORK, Iowa

Farm Bureau Spokesman, Farm News (2), Pocahontas Record-Democrat, NOVA on PBS, RFD Radio Network, Denison Bulletin and Review, Iowa Farm and Ranch, KLEM AM 1410, KLEM FM 96.9 Radio, KCAU ABC 9 News, Iowa Farm Bureau Spokesman (4), We Are Iowa Local 5 News, Missouri Farmer Today, Xinhua News Agency, AgriTalk, U.S. Farm Report, Feedstuffs

2018: Radio 570 WNAX, Feed Navigator, The Wall Street Journal (2), WHO News Radio 1040 (60) (2), KICD AM 1240/FM 107.7 Radio, Iowa Select Farms Facebook Live, Wallaces Farmer, ISU News Service, Iowa Farmer Today (9), KTIC 840 Rural Radio, 107.9 Bull Radio, Iowa Agribusiness Radio Network (2), Iowa Cattleman, The Gazette, Iowa Pork Producer Association News for Producers, Bloomberg News, National Association of Farm Broadcasting, KCIM 1300 AM Radio, KICK 106.7 FM Radio, KKRL 93.7 FM Radio, Politico, CBS News.com, Reuters News (3), Farm News (2), Storm Lake Times, The Washington Evening Journal (2), National Public Radio, The Daily Nonpareil, China Business News, Scientific American Magazine, KUNC--Community Radio for Northern Colorado, Western Livestock Journal, Des Moines Register, The Guardian, Quad-City Times, Waterloo Courier, Sioux City Journal, Muscatine Journal, Mason City Globe Gazette, KCCI 8 News, AgriTalk, The Pig Site, Successful Farming Magazine, Adair County Free Press, Storm Lake Pilot Tribune, Iowa Public Radio

2017: Successful Farming Magazine (2), Successful Farming at Agriculture.com, (65) DTN/The Progressive Farmer Magazine (3), Omaha World-Herald, Iowa Farmer Today (10), Certified Angus Beef, Minnesota Farm Guide, Iowa Farm Bureau Spokesman (4), KCIM 1300 AM Radio (3), KICK 106.7 FM Radio (3), KKRL 93.7 FM Radio (3), Drovers, Feedlot Magazine, KFMC 106.5 Radio, KSUM 1370 AM Radio, ISU E-Dairy News and Views, Denison Bulletin and Review (3), Iowa Farm and Ranch (3), The Cedar Rapids Gazette (2), Missouri Farmer Today, WHO News Radio 1040 (2), Des Moines Register (2), Eldora Herald-Ledger, Iowa Cattleman, Farm News, KLEM AM 1410, KLEM FM 96.9 Radio, KCAU ABC 9 News, The Wall Street Journal, Iowa Public Radio, Pro Farmer Market Rally, Storm Lake Times, Spencer Daily Reporter, KTIC 840 Rural Radio, 107.9 Bull Radio, Homegrown Iowa, KICD AM 1240/FM 107.7 Radio, Bloomberg News

2016: Iowa Farm Bureau Spokesman (6), Iowa Food & Family Project e-newsletter, (63) Denison Bulletin and Review (2), Iowa Farm and Ranch (2), Reuters News (5), IowaWatch.org, KICD AM 1240/FM 107.7 Radio, Iowa Farmer Today (8), Chicago Tribune, KJAN Radio, WyoFile, Progressive Farmer Magazine, Des Moines Register, Iowa Public Radio (3), KLEM AM 1410/FM 96.9 Radio (2), KCAU ABC 9 News, Pro Farmer Market Rally, Mason City Globe Gazette, Iowa Cattleman, WHO News Radio 1040 (3), Fremont Tribune, Agri News, Performance Livestock Analytics (2), Bloomberg News, Successful Farming Magazine (1), Wallaces Farmer, Agri-Pulse Communications, Mt. Pleasant News, USC Annenberg Media, Iowa Pork Producer Association News for Producers (2), Red River Farm Network, KICD AM 1240/FM 107.7 Radio, DTN/The Progressive Farmer Magazine, Angus Talk, KCIM 1300 AM Radio, KICK 106.7 FM Radio, KKRL 93.7 FM Radio, ISU ANR Communications

- 2015: Iowa Farm Bureau Spokesman (9), Denison Bulletin and Review (2),  
 (76) Iowa Farm and Ranch (2), Pro Farmer Market Rally (2), KCIM 1300 AM Radio (2), KICK 106.7 FM Radio (2), KKRL 93.7 FM Radio (2), Sauk Valley Times, DTN/The Progressive Farmer, Progressive Cattleman, Telegraph Herald, Iowa Farmer Today (5), Iowa Soybean Review, Farm Report, Des Moines Register (2), WHO News Radio 1040 (4), Certified Angus Beef (2), Angus Journal (2), WHO TV 13, Iowa Pork Producer Association News for Producers (2), The Economist, Iowa Public Radio, N'West Iowa REVIEW, AgDay, U.S. Farm Report TV, Marketplace, Quad-City Times, Waterloo Courier, Sioux City Journal, Muscatine Journal, Mason City Globe Gazette, Bloomberg News (2), Angus Talk, The Storm Lake Times, Iowa Farm and Ranch, Reuters News (6), AgWeb, Missouri Farmer Today, Tri State Livestock News, Feed Navigator, KICD AM 1240/FM 107.7 Radio, Progressive Forage Grower, Brownfield Ag News, Angus Beef Bulletin EXTRA, KIWA News
- 2014: Iowa Farm Bureau Spokesman (9), WHO TV 13 (3), Bloomberg News (2),  
 (72) KTIC 840 Rural Radio, 107.9 Bull Radio, Reuters News, Iowa Farmer Today (6), KWWL News, The Daily Iowan (2), OSU Master Cattleman, KCIM 1300 AM Radio (2), KICK 106.7 FM Radio (2), KKRL 93.7 FM Radio (2), Wallaces Farmer, Des Moines Register (4), Iowa Public Radio (2), Iowa City Press-Citizen, Farm News, Iowa State Daily (2), TH Media, BEEF Vet Magazine, CBS Radio News, Gazette Communications, Politico, Associated Press (2), Top Producer Magazine, Denison Bulletin and Review, Iowa Farm and Ranch, Feedstuffs (2), Al Jazeera English, Quad-City Times, KCCI 8 News, National Public Radio WEKU-FM Central Kentucky, Pig International, The Chariton Newspapers, Nutrition Business Journal, Time Magazine, Globo Rural, Pro Farmer Market Rally, KCBS AM & FM Radio San Francisco, WHO News Radio 1040, Beef Producer, KMIT 3 News, N'West Iowa REVIEW, Minnesota Farm Guide
- 2013: Iowa Farm Bureau Spokesman (8), Iowa State University News Service (3),  
 (68) Iowa Farmer Today (4), The Ames Tribune, KCCI 8 News, KCRG 9 News, Ottumwa Courier, CME Group, Associated Press, WHO News Radio 1040 (2), Feed-Lot Magazine, The Daily Iowan (2), Iowa State Daily, KTIV 4 News (2), Wallaces Farmer, Iowa Public Radio (2), Muscatine Journal, Denison Bulletin and Review (3), Iowa Farm and Ranch, AgriNews Publications (3), Bloomberg News (2), Feedstuffs, Angus Journal, NBC News, Des Moines Register (3), Marketplace (2), Progressive Farmer, 5m Publishing, KICD AM 1240/FM 107.7 Radio (2), WHO TV 13 (2), Newton Daily News, KCUR.ORG 89.3 FM Radio, KCIM 1300 AM Radio, KICK 106.7 FM Radio, KKRL 93.7 FM Radio, Successful Farming, QueenB Media, Brownfield Ag News, Spencer Daily Reporter, KLEM Radio, KZEN Radio, NET Radio
- 2012: Iowa State University News Service, Feed-Lot Magazine, Clinton Iowa Herald,  
 (21) KCID AM 1240/FM 107.7 (2), Pork Profit Edge, Iowa Farm Bureau Spokesmen (4), Pork Magazine, NBC News, WHO News Radio 1040, N'West Iowa REVIEW, Iowa Farmer Today (2), Agriculture.com, Wallaces Farmer, The Western Producer, Waterloo-Cedar Falls Courier, National Public Radio

## **HONORS AND AWARDS**

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LMIC Award for Superior Service, 2021  
ISUEO COVID-19 Exemplary Team or Unit Effort Award (Iowa Beef Center), 2021  
IPPA President's Award (Iowa Pork Industry Center), 2020  
AAEA Bruce Gardner Memorial Prize for Applied Policy Analysis Award, 2019  
ISU Award for Early Achievement in Extension or Professional Practice, 2018  
AAEA Distinguished Extension/Outreach Program, Individual: Less than 10 Years Award, 2018  
AAEA Extension Section Premier Crop Prices Forecaster Award, 2017  
ISU CALS Early Achievement in Extension and Outreach Award, 2016  
ISUEO Excellence in Research-Based Programming Award (Iowa Beef Center), 2015  
AAEA Extension Section Premier Livestock Production and Prices Forecaster Award, 2014  
KSU Graduate Student Council Travel Scholarship, 2011  
AAEA Young Professional and Graduate Student Travel Grant, 2011  
KSU Department of Agricultural Economics Emeritus Faculty and Friends Scholarship, 2010  
AAEA Graduate Student Extension Competition Second Place, 2010  
AAEA Graduate Student Extension Competition Finalist, 2010  
KSU President's Travel Scholarship, 2010  
WAEA Travel Scholarship, 2010  
AAEA Graduate Student Extension Competition Finalist, 2009  
AAEA Young Professional and Graduate Student Travel Grant, 2009  
WAEA Travel Scholarship, 2009  
KSU Graduate Student Council Travel Scholarship, 2009  
MSU Graduate School Travel Scholarship, 2008  
MSU Henry and Annabel Larzelere Fellowship, 2006, 2007, 2008  
R.J.O'Brien & Associates Brokerage Training Internship, 2005

## **INSTITUTIONAL, PROFESSIONAL, AND INDUSTRY SERVICE**

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### Club Advising

Agricultural Marketing and Management Organization Co-Advisor, 2013-present

### Department Service

Graduate Programs and Policies Committee, 2021-2022  
Promotion and Tenure Committee, 2019-2020  
Agricultural/Environmental and Resource Economics Recruiting Committee, 2018-2019  
Food Economics and Policy Recruiting Committee, 2018-2019  
Staff Planning Committee, 2017-2018  
Budget Advisory Committee, 2017-2018  
Graduate Admissions and Recruiting Committee, 2016-2017, 2017-2018, 2019-2020  
International Agriculture Recruiting Committee, 2016-2017  
Farm Management Recruiting Committee, 2014-2015  
AAEA Awards Committee, 2014-2015, 2018-2019

### College Service

Iowa Pork Industry Center Director Recruiting Committee, 2014-2015  
Animal Agriculture Initiative Committee, 2013-2014  
Michigan Animal I.D. Workgroup Committee, 2007-2008

### Extension Service

Northwest Farm Management Specialist Recruiting Committee (Chair), 2015-2016

Extension Faculty Retreat Planning Committee, 2014

East Central Farm Management Specialist Search Committee, 2012-2013

### University Service

Fiscal Year End Livestock Inventory Valuation, 2013-present

### Professional and Industry Service

NPB Labor Needs Working Group, 2019-2020

National Academy of Science Livestock Workshop Planning Committee, 2018-2019

USDA-AMS LMR Stakeholder Swine and Pork Committee, 2018-present

NPB Livestock Marketing Fellowship Program Governance Board, 2018-present

LMIC Technical Advisory Committee, 2012-present

LMIC Technical Advisory Executive Committee, 2016-present

LMIC Future Staffing Task Force, 2016

LMIC Future Funding Task Force, 2016

AAEA Selected Paper Reviewer, 2014, 2015

WAEA Session Moderator, 2009, 2010

WAEA Selected Paper Reviewer, 2009

### Graduate Student Major/Co-Major Advisor [First Post-Graduate Job]

4. Poddaturi, Dinesh. Ph.D., Economics. Expected May 2023.
3. Pudenz, Christopher. Ph.D., Economics. Expected May 2023.
2. Lee, Jiwon. Ph.D., Economics. Expected August 2022.
1. Wu, Qianrong. Ph.D., Economics. "Three Essays on Applied Human Behavioral Economics and Individual Choices." August 2017. [eBay/StubHub]

### Graduate Student Advisory Committees

8. Hagen, Chloe. M.S., Animal Science. Expected May 2022.
7. Chen, Chen-Ti. Ph.D., Economics. May 2020.
6. Lamoreux, Brittini. Master of Agribusiness, Kansas State University. "Economic Implications of the Veterinary Feed Directive (VFD) Final Rule on Conventional and Antibiotic-free Swine Production Systems." August 2019.
5. Andresen, Claire. M.S., Animal Science. "Productivity Measures in Beef Cows and Calves Following a Single Subcutaneous Injection of Extended-Release Eprinomectin." December 2017.
4. Jeong, Sei. M.S., Economics. "Estimating Price Elasticities of Supply and Demand in the U.S. Beef Cattle Industry: Revisiting and Improving upon Previous Studies." May 2017.
3. Niedermayer, Emma. M.S., Animal Science, "The Effect of Trace Mineral Supplementation on Natural and Conventionally Raised Feedlot Beef Cattle." May 2017.
2. Russell, Jason. Ph.D., Animal Science. "Feed Efficiency in Beef Cattle: Relationship with Digestibility, Antioxidant Activity, Oxidative Stress, Growth Performance, and Carcass Characteristics". December 2015.

1. Lundy, Erika. M.S., Animal Science. “Changing Distillers Grains: Implications for Cattle Performance and Management.” May 2015

#### Undergraduate Mentorship

7. Eden, Michaela. George Washington Carver Summer Internship Program, 2019
6. Bowler, Alexander. Paid undergraduate extension assistant, 2018-present
5. Wynn, Gary. Paid independent research project, 2017 (with G. Artz)
4. Catron, Catron. Independent research project, 2015–2016 (with P. Orazem and G. Artz)  
*Paper titled “Is there Market Power in Organic Dairies and Does it Persist?” selected for 2016 AAEA undergraduate outstanding paper competition.*
3. Rittgers, Daniel. Paid undergraduate extension assistant, 2015-2016
2. Hall, Rebekah. Paid undergraduate research assistant, 2014-2016 (with G. Artz)
1. Sonnabend, Joshua. Paid undergraduate extension assistant, 2012-2014

#### Journal Referee Service

- 2021: USDA Economic Research Service Economic Brief, Journal of Agricultural and Applied Economics, Journal of Commodity Markets, Agricultural and Resource Economics Review, Journal of the Agricultural and Applied Economics Association
- 2020: Applied Economic Perspectives & Policy, Choices
- 2019: USDA Economic Research Service Technical Bulletin
- 2018: Journal of Agricultural and Applied Economics (2), Journal of Applied Farm Economics, Choices
- 2017: Journal of Agricultural and Resource Economics, Canadian Journal of Agricultural Economics, Journal of Food Distribution Research
- 2016: Applied Economic Perspectives and Policy, European Review of Agricultural Economics, Journal of Applied Farm Economics, California Agriculture, Land Use Policy, Journal of Agricultural and Resource Economics
- 2015: Agricultural Economics, Journal of Agricultural and Resource Economics (2), Livestock Science, The Professional Animal Scientist
- 2014: Canadian Journal of Animal Science, European Review of Agricultural Economics, Journal of Agricultural and Applied Economics, Journal of Agricultural and Resource Economics, Journal of Animal Science, Meat Science
- 2013: American Journal of Agricultural Economics, Journal of Animal Science, Review of Industrial Organization
- 2012: Food Control, International Food and Agribusiness Review, Journal of Animal Science
- 2011: Appetite, Canadian Journal of Agricultural Economics, Journal of Agricultural and Resource Economics

#### Award, Grant, Investigation, and Publication Referee Service

9. USDA, National Institute of Food and Agriculture, Agriculture and Food Research Initiative Rapid Response to Novel Coronavirus (SARS-CoV-2) Impacts Across Food and Agricultural Systems, June 2020

8. Using Models to Estimate Hog and Pig Inventories, National Academies of Sciences, Engineering and Medicine Committee on National Statistics, July 2019
7. Fed Cattle Market Volatility, U.S. Government Accountability Office, April 2017
6. Utah Science Technology and Research (USTAR) Agency, Science & Technology Initiation Grant, March 2017
5. Mitigation of the Seasonal Loss of Productivity Proposal, 2015 National Pork Board General Call for Proposals, January 2016
4. Richardson-Applebaum Scholarship Award for Outstanding M.S. Research, 2015 Food Distribution Research Society, August 2015
3. Economic Impact of Porcine Epidemic Diarrhea Virus, U.S. Government Accountability Office, December 2014
2. Part I: Baseline Reference of Swine Health and Management, 2012 USDA APHIS/VS/NAHMS, August 2014
1. Iowa Beef Center Mini-Grants, October 2013

#### **PROFESSIONAL MEMBERSHIPS**

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Agricultural and Applied Economics Association, 2009-present  
Agricultural and Applied Economics Association Extension Section, 2013-present  
Western Agricultural Economics Association, 2007-2012, 2017-present  
NCCC-134 Committee, 2014-present  
InterPIG, 2012-present