

WENDONG ZHANG

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Researchgate Profile: https://www.researchgate.net/profile/Wendong_Zhang2

ISU Economics Faculty Profile: <https://www.econ.iastate.edu/people/wendong-zhang>
CARD Faculty Profile: <https://www.card.iastate.edu/people/profile/?n=wendong-zhang>

ISU China Ag Center: <https://www.card.iastate.edu/china>
ISU Farmland Portal: <https://www.card.iastate.edu/farmland/>

EDUCATION

The Ohio State University Columbus, OH
Ph.D. in Agricultural, Environmental and Development Economics July 2015
- Dissertation: "[Three Essays on the Land Use, Land Management and Land Values in Agro-ecosystems](#)"
- Advisor: Dr. Elena G. Irwin
- Best Doctoral Dissertation Award, Department of Agricultural, Environmental and Development Economics, the Ohio State University
- Presidential Fellowship, the Ohio State University

M.A. in Economics June 2012

Fudan University Shanghai, China
B.S. in Environmental Science (*magna cum laude*) July 2009
Minor: International Economics and Trade

The University of Hong Kong Hong Kong SAR, China
Exchange Student in Environmental Studies September 2007 to January 2008

FIELDS OF INTEREST

Land Economics, Chinese Agriculture, Nonmarket Valuation, Integrated Ecological-Economic Modeling, Agricultural and Environmental Policy, Applied Microeconometrics, Agricultural Trade

PROFESSIONAL EXPERIENCE

Assistant Professor, Department of Economics; Iowa State University Extension and Outreach; Center for Agricultural and Rural Development, Iowa State University August 2015 – Present
Academic Vice President, the Iowa Chapter of American Society of Farm Managers and Rural Appraisers February 2016 - Present
Affiliate Faculty, Sustainable Agriculture Graduate Program, Iowa State University October 2018 – Present

Graduate Research Assistant, Department of Agricultural, Environmental and Development Economics, the Ohio State University
Visiting Researcher, USDA National Agricultural Statistical Service Data Lab
Summer Research Intern, USDA Economic Research Service

July 2010 – July 2015

July – August 2013

July – August 2012

AWARDS AND HONORS

- 2019: AAEA Bruce Garner Memorial Prize for Applied Policy Analysis Award (“the Impact of the 2018 Trade Disruptions on the Iowa Economy”, CARD Policy Brief coauthored with Edward J. Balistreri, Chad E. Hart, Dermot J. Hayes, Minghao Li, Lee Schulz, David A. Swenson, and John M. Crespi)
AAEA Awards Committee Master’s Thesis Sub-Committee 2019 and 2020
President, NC-1177 Multistate Research Project “Agricultural and Rural Finance Markets in Transition (NC1014, NC221, NCT-194)”
Chair, Agricultural & Applied Economics Association (AAEA) Agricultural Finance and Management (AFM) Section
- 2018: President-Elect, NC-1177 Multistate Research Project “Agricultural and Rural Finance Markets in Transition (NC1014, NC221, NCT-194)”
Chair-Elect, Agricultural & Applied Economics Association (AAEA) Agricultural Finance and Management (AFM) Section
- 2016: Vice President, the Alumni Association, Fudan University, Department of Environmental Science and Engineering
Epsilon Sigma Phi, the Iowa Alpha Mu Chapter
Best Doctoral Dissertation Award, Department of Agricultural, Environmental and Development Economics, the Ohio State University
- 2015: Finalist, Graduate Associate Teaching Award, the Ohio State University
- 2014: Presidential Fellowship, the Ohio State University, 2014-2015
Bernie Erven Outstanding Graduate Teacher Award, Department of Agricultural, Environmental and Development Economics, the Ohio State University
Selected Participant of the Prepare Future Faculty Program, the Ohio State University, 2014-2015
Center on Urban and Regional Analysis Travel Award, the Ohio State University
- 2013: Winner, North America Regional Science Council Graduate-Student-Led Paper Competition, the 60th Annual North American Meetings of the Regional Science Association International
Winner, Best Paper Competition, Midwest Graduate Student Conference on Regional and Applied Economics
- 2012: Winner, North America Regional Science Council Graduate-Student-Led Paper Competition, the 59th Annual North American Meetings of the Regional Science Association International
Winner, Best Doctoral Research Manuscript Award, Department of Agricultural, Environmental and Development Economics, the Ohio State University
Winner, Graduate Student Paper Competition, 5th Annual Midwest Graduate Student Summit on Regional, Population, Health & Environmental Economics
The Honor Society of Agriculture, Gamma Sigma Delta
- 2009: Doctoral Fellowship, Ohio Agricultural Research and Development Center (OARDC)
- 2007: Fung Scholar, Victor and William Fung Foundation
National Scholarship, 1st Prize, Ministry of Education of China, 2007
- 2006: Tung’s Oriental Scholarship, Fudan University

PUBLICATIONS

Refereed Journal Articles (* denote undergraduate students advised; ^ graduate students; + postdocs advised)

15. Taylor, M., and **W. Zhang**. 2019. “[Training the Next Generation of Extension Economists](#)”, *Choices Magazine*, Quarter 2, 34(2)
14. Grant*, M., and **W. Zhang**. 2019. “[Entrepreneurship and Start-ups in the Agricultural Industry](#)”, *Journal of American Society of Farm Managers and Rural Appraisers (JASFMRA)*, 35-43.

13. Wang, P., **W. Zhang**, M. Li⁺, and Y. Han, 2019, “Does Fertilizer Education Program Increase the Technical Efficiency of Chemical Fertilizer Use? Evidence from Wheat Production in China”, *Sustainability*, 11(2), 543, <https://doi.org/10.3390/su11020543>
12. Gao, L., **W. Zhang**, Y. Mei, A. Sam, Y. Song, and S. Jin. 2018. “Do Farmers Adopt Fewer Conservation Practices On Rented Land? Evidence from Straw Retention in China”, *Land Use Policy*, 79: 609-621, <https://doi.org/10.1016/j.landusepol.2018.08.026>
11. Aller, D.[^], S. Archontoulis, **W. Zhang**, W. Sawadgo[^], D. Laird, and K. Moore. 2018. “Using APSIM to Optimize Biochar Applications for Midwest Corn-Bioenergy Cropping Systems”, *Field Crops Research*, 227: 30-40, <https://doi.org/10.1016/j.fcr.2018.07.012>
10. Li, M⁺, **W. Zhang**, and C. Hart, 2018. “[What Have We Learned from China’s Past Trade Retaliation Strategies](https://www.jstor.org/stable/26487436)”, *Choices Magazine*, Quarter 2, 33(2): 1-8, **Lead Article**, <https://www.jstor.org/stable/26487436>
9. **Zhang, W.**, and B. Sohngen, 2018. “Do US Anglers Care About Harmful Algal Blooms? A Discrete Choice Experiment of Lake Erie Recreational Anglers”, *American Journal of Agricultural Economics*, 100(3): 868-888, <https://doi.org/10.1093/ajae/aay006>
 - Featured in [Oxford University Press \(OUP\) Blog: Angling for Less HABs](#)
8. **Zhang, W.**, and K. Tidgren. 2018. “Current Farm Downturn vs. 1920s and 1980s Farm Crisis: An Economic and Legal Comparison”, *Agricultural Finance Review*, 78(4): 396-411, **Lead Article**, <https://doi.org/10.1108/AFR-08-2017-0075>
7. **Zhang, W.**, W. Zhang, and C. Hart, 2018. “[Are Agricultural Professionals’ Farmland Value and Crop Price Forecasts Consistent?](#)” *Journal of American Society of Farm Managers and Rural Appraisers (JASFMRA)*, **Lead Article**, 1-16
6. Rosli, H.[^], D. A. Mayfield, J. C. Batzer, P. M. Dixon, **W. Zhang**, and M. L. Gleason, 2017, “Field Validation of a Modified Relative Humidity-Based Warning System for Sooty Blotch and Flyspeck in Iowa”, *Plant Disease*, 101(10): 1721-1728. <https://doi.org/10.1094/PDIS-02-17-0294-RE>
5. **Zhang, W.**, and M. Duffy. 2017. “Land Quality Perceptions in Expert Opinion Surveys: Evidence from Iowa”, *Journal of the American Society of Farm Managers and Rural Appraisers (Journal of the ASFMRA)*, 89: 128-151, <https://www.jstor.org/stable/90016149>
4. **Zhang, W.**, R. Wilson, E. Burnett, E. G. Irwin, and J. F. Martin. 2016. “What Motivates Farmers to Apply Phosphorus at the ‘Right’ Time? Survey Evidence from the Western Lake Erie Basin”, *Journal of Great Lakes Research*, 42(6): 1343-1356. <https://doi.org/10.1016/j.jglr.2016.08.007>
3. **Zhang, W.**, and Z. Beek*. 2016. “[Trends and Determinants of U.S. Farmland Values: Evidence from Iowa Land Value Survey since 1950](#)”, *Farm Policy Journal*, Australian Farm Institute, 13(2) (*Invited*)
2. **Zhang, W.**, D. H. Wrenn, and E. G. Irwin, 2016. “Spatial Heterogeneity, Accessibility and Zoning: An Empirical Investigation of Leapfrog Development”, *Journal of Economic Geography*, 17(3): 547-570. <https://doi.org/10.1093/jeg/lbw007>
 - Winner, North America Regional Science Council Graduate-Student-Led Paper Competition, the 59th Annual North American Meetings of the Regional Science Association International, Ottawa, ON, Canada, 2012

1. **Zhang, W.** and C. J. Nickerson. 2015. "The Housing Market Bust and Farmland Values: Identifying the Changing Influence of Proximity to Urban Centers." *Land Economics*, 91(4): 605-626. **Lead Article.**
<https://doi.org/10.3368/le.91.4.605>

- Winner, North America Regional Science Council Graduate-Student-Led Paper Competition, the 60th Annual North American Meetings of the Regional Science Association International, Atlanta, GA, 2013

Book Chapters

1. Nickerson, C. J. and **W. Zhang**. 2014. "[Modeling the Determinants of Farmland Values in the U.S.](#)" in *The Oxford Handbook of Land Economics*, ed. Josh M. Duke and Junjie Wu. Oxford University Press, pp. 111-138.

Reports

6. **Zhang, W.**, and D.M. Wishart. 2019. "[A Report on Results of Surveys to Measure the Demand for Designating the Mad River in Clark County Ohio a Recreational River](#)". April 2019
5. **Zhang, W.**, A. Plastina, and W. Sawadgo. 2018. "[Iowa Farmland Ownership and Tenure Survey 1982–2017: A Thirty-five Year Perspective](#)." Iowa State University Extension and Outreach, CARD working paper #18-WP 580, <https://store.extension.iastate.edu/product/6492>
4. Kling, C. L., R. W. Arritt, G. Calhoun, D. A. Keiser, J. M. Antle, J. Arnold, M. Carriquiry, I. Chaubey, P. Christensen, B. Ganapathysubramanian, P. Gassman, W. Gutowski, T. W. Hertel, G. Hoogenboom, E. G. Irwin, M. Khanna, P. Mérel, D. Phaneuf, A. Plantinga, P. Preckel, S. Polasky, S. Rabotyagov, I. Rudik, S. Secchi, A. Smith, A. Vanloocke, C. Wolter, **W. Zhang**, and J. Zhao. 2016. [Research needs and challenges in the FEW system: Coupling economic models with agronomic, hydrologic, and bioenergy models for sustainable food, energy, and water systems](#). Ames, IA: Iowa State University Center for Agricultural and Rural Development (CARD) Working Paper 16-WP 563. A white paper prepared for the National Science Foundation's Food, Energy, and Water Workshop held at Iowa State University, October 11–12, 2015.
3. Burnett, E.A., R. S. Wilson, B. E. Roe, G. Howard, E. G. Irwin, **W. Zhang**, and J. Martin. 2015. [Farmers, phosphorus and water quality: Part II. A descriptive report of beliefs, attitudes and best management practices in the Maumee Watershed of the western Lake Erie Basin](#). Columbus, OH: The Ohio State University, School of Environment & Natural Resources.
2. Sohngen, B., **W. Zhang**, J. Bruskotter, and B. Sheldon. 2015. [Results from a 2014 Survey of Lake Erie Anglers](#). Columbus, OH: The Ohio State University, Department of Agricultural, Environmental and Development Economics and School of Environment & Natural Resources.
1. **Zhang, W.**, B. Ward, and E. G. Irwin, 2014, "[The Trends and Determinants of Farmland Sale Prices in Western Ohio 2001-2010](#)", *the Ohio State University Extension Bulletin*

WORKING PAPERS (* denote undergraduate students advised; ^ graduate students; + postdocs advised)

10. Shao, Y., M. Li⁺, D.J. Hayes, **W. Zhang**, W. Xie, and T. Xiong. August 2018. "China's Missing Pigs: Correcting China's Hog Inventory Data Using a Machine Learning Approach", under review at *American Journal of Agricultural Economics*
9. **Zhang, W.**, S.H. Lence, and T. Kuethe. September 2019. "The Dynamics of Opinion Formation: Panel Data Evidence from the Iowa Land Value Survey", under review at *American Journal of Agricultural Economics*
8. Sawadgo[^], W., **W. Zhang**, and A. Plastina. May 2019. "[What Drives Landowners' Conservation Decisions? Evidence from Iowa](#)", under review at *Journal of Soil and Water Conservation*

7. Liu, H., **W. Zhang**, E. Irwin, J. Kast, N. Aloysius, J.F. Martin, and M. Kelcic. August 2019, "[Best Management Practices and Nutrient Reduction: An Integrated Economic-Hydrological Model of the Western Lake Erie Basin](#)", under review at *Land Economics*
6. Li⁺, M., E. Balistreri, and **W. Zhang**. December 2018. "The 2018 Trade War: Data and Nascent General Equilibrium Analysis." (*CARD working paper*), in preparation for *Journal of Asian Economics*
5. Hasan, S.M., and **W. Zhang**, December 2018. "[The Greenness of Rural and Urban Pakistan Over Time: Household Energy Use and Carbon Emissions](#)", in preparation for *World Bank Economic Review*
4. Basha[^], A., **W. Zhang**, and C. Hart. October 2019. "The Impacts of Interest Rate Changes on US Farmland Values", in preparation for *Applied Economic Policy & Perspectives*
3. Li⁺, M., **W. Zhang**, D. J. Hayes, Y. Yang, and X. Wang. November 2018. "The Impossible Trinity of China's Corn and Ethanol Policies."
2. Liu[^], F., and **W. Zhang**, November 2018. "Homeowners' Willingness to Pay for Lake Restoration: A Differences-in-Differences Approach"
1. **Zhang, W.**, and E. G. Irwin, June 2017. "[The Expanding Ethanol Market and Farmland Values: Identifying the Changing Influence of proximity to Agricultural Market Channels](#)", mimeo

WORK IN PROGRESS (* denote undergraduate students advised; [^] graduate students; ⁺ postdocs advised)

4. Li, Z., M. Li⁺, **W. Zhang**, and Y. Zhou. "Does China's Farmland Red Line Lead to Farmland Quality Degradation in Urban Land Conversion: Satellite Analysis of Chongqing's Land Ticket Policy"
3. Jeon, H., **W. Zhang**, S. Sohngen, and A. Xu. "Willingness to Pay for Water Quality by Lake Erie Anglers: A Combined Stated and Revealed Preference Approach"
2. Liu[^], F., and **W. Zhang**. "How Agricultural Professionals Form Expectations about Farmland Values: Survey Evidence since 1964"
1. **Zhang, W.**, M. Auwerda*, and G. Rens*, "Do Respondents Respond Differently to Land Value Surveys: Evidence from Iowa"

GRANTS AND CONTRACTS

Funded

Iowa State University

13. Gleason, M., X. Zhang, G. Beattie, A. Nair, **W. Zhang**, L. Iles, R. Bessin, L.W. Morton, S. Pethybridge, M. Williams, D.A. Gonthier, and H.C. Dantzker, (**co-PI**), **\$2,000,000**, "Resilient Systems for Sustainable Management of Cucurbit Crops", *USDA National Institute of Food and Agriculture (NIFA) Organic Agriculture Research and Extension Initiative (OREI)*, 2019/10-2022/9.
12. Balistreri, E., D. Hayes, M. Li, and **W. Zhang**, (**co-PI**), **\$500,000**, "Quantifying the Transmission of U.S.-China and Global Policy Impacts through a New Commodity-Specific International General-Equilibrium System", *USDA Agriculture and Food Research Initiative (AFRI) Markets, Trade and Economics*, 2019/6-2022/5.
11. Plastina, A., **W. Zhang**, and D. McDaniel (**co-PI**), **\$103,334**, "Monetizing Soil Health: An Innovative Strategy to Drive Greater Adoption of Cover Crops and No-till", *Iowa Nutrient Research Center* 2018-2020.

10. Schultz, M., **W. Zhang**, and C. Brown (**co-PI**), **\$199,000**, “Improving Risk Management on Family Farms Through Women in Iowa”, *U.S. Department of Agriculture Risk Management Agency (USDA-RMA)*, 2018-2020.
9. Gleason, M., L. Iles, A. Nair, **W. Zhang**, B. Sanders, and T. Eaton (**co-PI**), **\$30,000**, “Optimizing Mesotunnel Systems for Sustainable Production of Cucurbit Crops”, *North Central Region – Sustainable Agriculture Research and Education (NCR-SARE)*, 2018-2020.
8. Shr, J., C. Tang, C.L. Kling, and **W. Zhang (co-PI)**, **\$30,000**, “The Economic Benefits of Mitigating Harmful Algal Blooms in Iowa”, *Iowa Water Center*, 2018-2020.
7. **Zhang, W.** and A. Plastina, (**PI**), **\$29,638**, “Land Tenure, Conservation, and Owner Absenteeism: Insights from Joint Analysis of Federal and State Survey Data”, *U.S. Department of Agriculture Economic Research Service (USDA-ERS) Cooperative Agreement 58-6000-8-0021*, 2018-2020.
6. Plastina, A., **W. Zhang**, and M. McDaniel, (**co-PI**), **\$103,334**, “Monetizing Soil Health: An Innovative Strategy to Drive Greater Adoption of Cover Crops and No-Till”, *Iowa Nutrient Research Center*, 2019-2020.
5. **Zhang, W.** and G. Howard, (**PI**), **\$62,780**, “Improving the Effectiveness of Conservation Programs through Innovative Reverse Auctions and Sensible Enrollment Restrictions”, *Iowa Nutrient Research Center*, 2017-2019.
4. Laird, D., S. Archontoulis, R. Brown, D. Hayes, F. Miguez, A. Plastina, M. Mba-Waright, **W. Zhang**, and D. Zilberman (University of California-Berkeley) (**co-PI**), **\$1.9 million**, “the Pyrolysis-Bioenergy-Biochar Pathway to Carbon-Negative Energy”, *Stanford University Global Climate & Energy Project*, 2015-2018. (B. Babcock transferred this project to me and A. Plastina in fall 2016).
3. **Zhang, W.** and A. Plastina, (**PI**), **\$19,974**, “Who Will Own Iowa’s Farmland? A Comparative Study of Farmland Ownership, Tenure and Succession in Iowa”, *the Leopold Center for Sustainable Agriculture*, 2017-2019.
2. **Zhang, W.** and A. Plastina, (**PI**), **\$79,416**, “Land Tenure and Nutrient Management Practices: Identifying Economic Barriers and Incentives for Landowners and Tenants to Meet Growing Soil and Water Conservation Needs”, *Iowa Nutrient Research Center*, 2017-2019.
1. Tian, X., **W. Zhang**, and B. Sohngen, (**co-PI**), **\$44,700**, “A Study on Farmers’ Straw Management and Economic Incentives – A Case Study of Corn Production in Northeastern China”, *China National Natural Science Foundation, Youth Scientist Program*, 2017-2019.

The Ohio State University (Total: \$ 203,949)

2. Irwin, E. G., M. E. Fraker, S. Y. Gebremariam, J. F. Martin, and **W. Zhang**, (**Only graduate student co-PI, co-PIs alphabetically ordered**), **\$198,955**, “Linking Agricultural Production and Great Lakes Ecosystem Services: Modeling and Valuing the Impacts of Harmful Algal Blooms in Lake Erie”, *NOAA/Ohio Sea Grant*, 2014-2016.
 - Led the grant writing and an interdisciplinary team of ecological engineers, biologists and economists
1. **Zhang, W.**, (**PI**), **\$4,994**, “From Farmers’ Management Decisions to Watershed Environmental Quality: A Spatially Explicit Behavioral Model of Agricultural Best Management Practice Choices”, *Ohio Agricultural Research and Development Center (OARDC) SEEDS Graduate Research Enhancement Grant*, Ph.D. Program. 2013-2014.

In Review

Unfunded

13. **Zhang, W.**, A. Plastina, K. Tidgren, and M. Schultz, (**PI**), **\$300,000**, “Enhancing Conservation, Access and

Generational Transition of Iowa Farmland through Senior Women Landowners”, *USDA Agriculture and Food Research Initiative (AFRI) Critical Agricultural Research and Extension (CARE)*, 2019/6-2022/5.

12. **Zhang, W.**, C. Lu, and M. Al-Kaisi, **(PI), \$500,000**, “Improved Agricultural Land Use and Management for Balancing Private and Societal Carbon Benefits: an Integrated Economic-Ecological Approach”, *USDA Agriculture and Food Research Initiative (AFRI) Environmental and Resource Economics*, 2019/6-2022/5.
11. Salas Fernandez, M., K. Moore, A. Lenssen, A. VanLoocke, **W. Zhang**, D. Anderson, M. McDaniel, T. Tesso, H. Loutfi, **(co-PI), \$4,621,119**, “Sustainable and Affordable Energy Systems Based on High-Yielding Biomass Sorghums for Anaerobic Digestion”, *U.S. Department of Energy (DOE) Office of Energy Efficiency and Renewable Energy (EERE)*, 2019/1-2023/12.
10. Gleason, M., **W. Zhang**, D. Cochran, and M.L. Lewis Ivey, **(co-PI), \$323,520**, “Testing New Tactics and Technology for More Efficient Management of Summer Diseases of Apples”, *USDA National Institute of Food and Agriculture (NIFA) Crop Protection and Pest Management (CPPM)*, 2019/4-2022/3.
9. Gleason, M., X. Zhang, G. Beattie, A. Nair, **W. Zhang**, L. Iles, R. Bessin, L.W. Morton, S. Pethybridge, M. Williams, D.A. Gonthier, and H.C. Dantzker, **(co-PI), \$1,991,224**, “Resilient Systems for Sustainable Management of Cucurbit Crops”, *USDA National Institute of Food and Agriculture (NIFA) Organic Agriculture Research and Extension Initiative (OREI)*, 2018/10-2021/9.
8. Gleason, M., G. Beattie, R. Bessin, L.W. Morton, S. Pethybridge, M. Williams, and **W. Zhang, (senior personnel alphabetically ordered), (co-PI), \$3.0 million**, “New Systems for Sustainable Cucurbit Crop Management”, *USDA National Institute of Food and Agriculture (NIFA) Specialty Crop Research Initiative (SCRI) Standard Research and Extension Program (SREP)*, 2018/10-2022/9.
7. Gleason, M., J. Clements, D. Cooley, A. Fox, C. Fraisse, W. Mahaffee, L.W. Morton, A. Nair, P. Natalina, T. Peters, C. Thomas, and **W. Zhang, (senior personnel alphabetically ordered), (co-PI), \$7.2 million**, “Bridging Gaps: Innovative Weather Resources for Resilient Crop Production in Changing Environments”, *USDA National Institute of Food and Agriculture (NIFA) Specialty Crop Research Initiative (SCRI) Coordinated Agricultural Projects (CAPs)*, 2017/1-2021/12.
6. Plastina, A., **W. Zhang**, and M. Al-Kaisi, **(co-PI), \$77,955**, “Quantifying Long-Term Economic Benefits of Soil Health Improvement in Iowa”, *the Leopold Center for Sustainable Agriculture*, 2017-2018.
5. Kling, C. L., J. G. Arbuckle, J. Arnold, R. Arritt, E. Heaton, G. Calhoun, P. Gassman, A. D. Keiser, D. A. Keiser, G. Lade, I. Rudik, A. VanLoocke, and **W. Zhang, (senior personnel alphabetically ordered), \$2.9 million**, “Building a Resilient Food, Energy, and Water Nexus in the World’s Most Productive Agroecosystem: An Integrated Assessment Model to Support Sustainability in the U.S. Cornbelt”, *NSF INFEWS (Innovation at the Nexus of Food, Energy and Water Systems)*, 2017/1-2020/12.
4. Irwin, E. G., C. Hoy, J. Fiksel, J. F. Martin, R. Wilson, M. Amos, B. Bakshi, A. R. Bernado, J. Bielicki, N. D. Howard, C. Hoy, D. Jackson-Smith, A. Marty, A. Randall, B. Roe, A. Shah, and **W. Zhang, (senior personnel alphabetically ordered), \$3 million**, “Integrated Modeling of Regional Food, Energy, and Water Systems at the Nexus of Behavior, Economics and Ecology”, *NSF INFEWS (Innovation at the Nexus of Food, Energy and Water Systems)*, 2016/10-2020/10.
3. Hasan, S. M., and **W. Zhang, (co-PI), \$59,775 (\$29,929 to ISU)**, “The Greenness of Pakistani Cities: Urban Growth and Household Carbon Dioxide Emissions”, *International Growth Centre, London School of Economics and Political Science*, UK, 2016-2017.
2. **Zhang, W., (PI), \$10,000**, “Behavioral Nudges and Nutrient Management Decisions: Are They ‘One-Size-Fits-All’”, *Center for Behavioral and Experimental Agri-Environmental Research, Mini-grant for Junior Faculty*, 2016-2017.

1. **Zhang, W. (PI)**, H. Qiu, and X. Tian, \$32,277, “Tenure and Transition of Agricultural Land: Micro-level Comparison between China and the U.S.”, *Lincoln Institute of Land Policy*, China Program, 2016-2017.

INVENTIONS and PATENTS

1. Gebremariam, S. Y., E. G. Irwin, **W. Zhang**, S. A. Ludsin, N. Chen, and J. F. Martin, *SWAT Watershed Model Codes*. The Ohio State University, Tech ID #T2014-056.

CONFERENCE PRESENTATIONS and INVITED SEMINARS

International

- 2018: Chinese Economist Society 2018 North American Conference, Athens, GA (*selected presentation*)
12th World Congress of Regional Science Association International, Goa, India (*selected presentation, presented by S. Hasan*)
6th World Congress of Environmental and Resource Economists, Gothenburg, Sweden (*selected presentation, presented by E. G. Irwin*)
- 2016: Nanjing Agricultural University, College of Finance (*Invited*)
China Agricultural University, Department of Land Management (*Invited*)
- 2012: Urban Economic Association sessions at the 59th Annual North American Meetings of the Regional Science Association International, Ottawa, Canada (*selected presentation*)

National

- 2019: Mississippi State University, Department of Agricultural Economics (*Invited, forthcoming*)
Lafayette College, Department of Economics (*Invited, forthcoming*)
National Agricultural Credit Committee / NC-1177 Annual Meeting: Agricultural and Rural Finance Markets in Transition, Dallas, TX (*selected presentation, forthcoming*)
North Carolina State University, Department of Agricultural and Resource Economics (*Invited*)
East Carolina University, Department of Economics (*Invited*)
Integrated Assessment Models of Water Quality workshop, Cornell University and Iowa State University, Ithaca, NY (*selected presentation*)
USDA Economic Research Service sponsored workshop “Applications and Potential of Ecosystem Services Valuation within USDA – Advancing the Science”, April 2019 (*selected presentation, forthcoming*)
Annual Meeting of the Applied and Agricultural Economic Association, Atlanta, GA (*selected presentation for AFM track session*)
2019 AAEEA Post-Conference Workshop “Challenges, Implications, and the Future of Agricultural Trade between the US and China” organized by AAEEA China Section, Zhejiang University and Purdue University, Atlanta, GA (*selected presentation*)
- 2018: American Society of Farm Managers and Rural Appraisers (ASFMRA) 2018 Annual Conference, Phoenix, AZ (*invited*)
Heartland Environmental and Resources Economics Workshop 2018, Urbana, IL (*selected poster*)
North Central Farm Management Executive Committee Annual Meeting, Ames, IA (*invited*)
National Agricultural Credit Committee / NC-1177 Annual Meeting: Agricultural and Rural Finance Markets in Transition, St Louis, MO (*selected presentation*)
Annual Meeting of the Applied and Agricultural Economic Association, Washington, DC (*selected Presentation, presented by H. Liu*)
10th Annual Land Investment Expo, Des Moines, IA (*invited*)
2018 Farm Futures Business Summit, Coralville, IA (*invited*)
USDA 94th Annual Agricultural Outlook Forum, Washington, DC (*invited*)

University of Kentucky, Department of Economics (*invited, presented by E.G. Irwin*)

- 2017: PAgES: An Interdisciplinary Science Workshop on Payments for Agro-Ecosystem Services, workshop funded by USDA-NIFA/AFRI Agroecosystem Management Program (*invited*)
National Agricultural Credit Committee / NC-1177 Annual Meeting: Agricultural and Rural Finance Markets in Transition, Minneapolis, MN (*selected presentation*)
Annual Meeting of the Applied and Agricultural Economic Association, Chicago, IL (*selected presentation*)
Annual Meeting of Association of Environmental Resource Economists, Pittsburgh, PA (*selected presentation*)
USDA Economic Research Service and C-FARE Webinar on Farm Income and Land Value Outlook (*invited*)
- 2016: Agri Investor Forum 2016, Chicago, IL (*invited*)
National Agricultural Credit Committee / NC-1177 Annual Meeting: Agricultural and Rural Finance Markets in Transition, Denver, CO (*selected presentation*)
Iowa State University Sustainable Agriculture Graduate Program Colloquium, Ames, IA (*invited*)
North Central Farm Management Conference / National Farm Management Conference, Sioux Falls, SD the Midwest, Great Plains and Western Outlook Conference, Des Moines, IA (*selected presentation*)
the Prairie Lakes Conference, Okoboji, IA (*invited*)
Annual Meeting of the Applied and Agricultural Economic Association, Boston, MA (*selected presentation*)
Association of Environmental and Resource Economists 5th Annual Conference, Breckenridge, CO (*selected presentation*)
the National Farm Business Management Conference, Sioux Falls, SD (*selected presentation*)
Strategies for Building Health Soils, Iowa State University Extension and Outreach (*selected poster*)
- 2015: USDA NRCS Soil Renaissance - Economics of Soil Health Workshop, Farm Foundation and U.S. Department of Agriculture – Economics Research Service, Washington, DC (*selected poster*)
Joint Annual Meeting of the Applied and Agricultural Economic Association & Western Agricultural Economic Association, San Francisco, CA (*selected presentation*)
The 2015 Workshop on Water Quality Economics, the Joint Annual Meeting & Workshop of the Northeast Agricultural and Resource Economics Association and the Canadian Agricultural Economics Society, Newport, RI (*selected presentation*)
Association of Environmental and Resource Economists 4th Annual Conference, San Diego, CA (*selected presentation*)
59th National Australian Agricultural & Resource Economics Society Annual Conference, Rotorua, New Zealand (*selected presentation, presented by B. Sohngen*)
- 2014: A Community on Ecosystem Services: Linking Science, Practice and Decision Making (*presented on behalf of E.G. Irwin*)
Iowa State University, Department of Economics (*Invited*)
Heartland Environmental and Resource Economics Workshop, Champaign, IL (*poster*)
Pathways 2014 Conference: Integrating Human Dimensions into Fish and Wildlife, Estes Park, CO
Association of Environmental and Resource Economics sessions at the 2014 Annual Meeting of the Southern Economic Association, Atlanta, GA
Annual Meeting of the Applied and Agricultural Economic Association, Minneapolis, MN
- 2013: Urban Economic Association sessions at the 60th Annual North American Meetings of the Regional Science Association International, Atlanta, GA
Heartland Environmental and Resource Economics Workshop at Champaign, IL
Annual Meeting of the Applied and Agricultural Economic Association, Washington, D.C.
6th Midwest Graduate Student Conference on Regional and Applied Economics, Columbus, OH
Midwest Economic Association Annual Meeting, Columbus, OH
13th Annual American Ecological Engineering Society Meeting, East Lansing, MI (*presented by S. Gebremariam*)
56th Annual Conference on Great Lakes Research, West Lafayette, IN (*presented by S. Gebremariam*)

2012: 4th International EcoSummit, Columbus, OH (*Poster*)
5th Annual Midwest Graduate Student Summit on Regional, Population, Health & Environmental Economics,
West Lafayette, IN
Annual Meeting of the Applied and Agricultural Economic Association, Seattle, WA

EXTENSION AND OUTREACH ACTIVITY

Web-Portals

Iowa Farmland Portal at www.card.iastate.edu/farmland/

Your One-Stop Web-Portal for Everything You Need to Know about Iowa's Farmland Value and Ownership

Twitter # ISUlandvalue

ISU China Ag Center at www.card.iastate.edu/china/

The Center for China-US Agricultural Economics and Policy is a collaborative research center established by the Center for Agricultural and Rural Development (CARD) at Iowa State University and the Institute of Agricultural Economics and Development (CAAS-IAED), in the Chinese Academy of Agricultural Sciences. Housed separately under CARD and CAAS-IAED, the center conducts research and outreach in the areas of trade and agricultural markets, agricultural policy, resource and environmental policy, science and technology policy, and agricultural IO & institutions in crop and livestock sectors. The center publishes academic journal articles as well as policy briefs on key Chinese agricultural markets and policy issues that are geared toward both US and Chinese policymakers, industry stakeholders, and the media.

Iowa Farmland Ownership and Tenure Survey at <https://www.card.iastate.edu/farmland/ownership/>

Iowa State Legislative Mandated Survey on Farmland Ownership, Tenure, and Transition

Conferences Organized

[92nd Annual Soil Management and Land Valuation Conference, May 15^h, 2019](#)

Attendance: ~280 farm managers, appraisers, agricultural lenders

Topics: Farm Bill, Agricultural Trade and the Agricultural Economy, Asset Values in Uncertain Time, Weather Outlook, US Beef Industry, Agricultural Technology

[91st Annual Soil Management and Land Valuation Conference, May 16th, 2018](#)

Attendance: ~280 farm managers, appraisers, agricultural lenders

Topics: Agricultural Trade and the Agricultural Economy, Growing Hog Industry in Iowa, Weather Outlook, Interest Rates and Land Values, Farmland Ownership, Tenure and Transition Trends, Legal Update: Partition Law, Clean Water Act, Dicamba

[90th Annual Soil Management and Land Valuation Conference, May 17th, 2017](#)

Attendance: ~260 farm managers, appraisers, agricultural lenders

Topics: Agricultural Trade and the Agricultural Economy, Agricultural Financial Conditions in the Farm Downturn, Weather and Agricultural Production, SMLV at 90, Population Change and Changes in Rural Communities, Legal Update – Des Moines Water Works and Ag Mergers

[89th Annual Soil Management and Land Valuation Conference, May 18th, 2016](#)

Attendance: 282 farm managers, appraisers, agricultural lenders

Topics: Hunting Leases and Recreational Land Values, Cash Rents, Spring Rain and Weather Tools, Soil Fertility Management, Cover Crops and Conservation Drainage, Global Economic Outlook

Policy Briefs (Available at <https://www.card.iastate.edu/china/publications/>)

4. **Zhang, W.** (2018) "[2018 Iowa State University Land Value Survey: Overview](#)", CARD working paper 18-WP 586, December 2018, Center for Agricultural and Rural Development, Iowa State University.
3. Balistreri, E.J., C. E. Hart, D.J. Hayes, M. Li, L. Schulz, D.A. Swenson, **W. Zhang**, and J.M. Crespi. (2018) "[The Impact of the 2018 Trade Disruptions on the Iowa Economy](#)." CARD Policy Brief 18-PB 25, September 2018, Center for Agricultural and Rural Development, Iowa State University.
- Winner of the 2019 AAEA Bruce Garner Memorial Prize for Applied Policy Analysis Award
2. Li, M., **W. Zhang**, and D.J. Hayes. (2018) "[China's Agricultural Import Potential](#)." CARD Policy Brief 18-PB 23, July 2018, Center for Agricultural and Rural Development, Iowa State University.
1. Li, M., **W. Zhang**, and C.E. Hart. 2018. "[What Can We Learn about U.S.-China Trade Disputes from China's Past Trade Retaliations?](#)" CARD Policy Brief 18-PB-22. Center for Agricultural and Rural Development, Iowa State University.

Articles (Available at <http://www2.econ.iastate.edu/faculty/zhang/outreach-articles/>)

50. Li, M., T. Xiong, Y. Ji., **W. Zhang**, and D. Hayes, 2019. "[African Swine Fever in China: An Update](#)." *Agricultural Policy Review*, Winter 2019, Iowa State University
49. Xiong, T., and **W. Zhang**, 2019. "[Who Benefits Most from China's Growing Import Demand due to African Swine Fever](#)", *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. August 2019
48. **Zhang, W.**, 2019. "[The Impacts of Trade Wars on US Agricultural Economy via Historical and Contemporary Lenses](#)", *Farmland Insights*, Summer 2019
47. **Zhang, W.** and M. Duffy, 2019, "[Comparing the Stock Market and Iowa Land Values: A Question of Timing](#)" *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, July 2019
46. **Zhang, W.**, and S.D. Johnson. 2019. "[Agricultural Professionals Expect Lower Land Values and Stable Crop Prices](#)", *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. June 2019
46. **Zhang, W.**, 2019. "[Seven Things to Know About China to Understand the Trade War](#)", *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. February 2019
45. **Zhang, W.**, 2018, "[Iowa Land Value Survey Overview 2018](#)" Iowa State University, December 2018
44. **Zhang, W.**, 2018, "[Iowa Land Value Survey News Release 2018](#)" Iowa State University, December 2018
43. **Zhang, W.**, 2018, "[Iowa Land Value Survey Brochure 2018](#)" Iowa State University, December 2018
42. **Zhang, W.**, 2018, "[Commodity prices and higher interest rates drive modest farmland value loss](#)", *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. December 2018
41. Shao, Y, M. Li, **W. Zhang**, and D. Hayes, 2018. "[World's Largest Pork Producer in Crisis: African Swine Fever Outbreak in China](#)." *Agricultural Policy Review*, Winter 2018, Iowa State University
40. **Zhang, W.**, and A. Plastina, 2018. "[ISU Survey: Iowa's Farmland Owners Continue to Age](#)", Iowa State University Extension and Outreach. June 2018
39. **Zhang, W.**, A. Plastina, and W. Sawadgo, 2018. "[Iowa Farmland Ownership and Tenure Survey 1982-2017: A Thirty-five Year Perspective](#)", *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. July 2018
38. Li. M., **W. Zhang**, and D.J. Hayes. 2018. "[Can China's Rural Land Policy Reforms Solve Its Farmland](#)

[Dilemma?](#)” *Agricultural Policy Review*, Spring 2018, Iowa State University

37. Li, M, **W. Zhang**, and C.E. Hart. 2018, “[Key agricultural products in U.S.-China trade disputes: the proportional, the significant, and the substitutable](#)”, *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. April 2018
36. **Zhang, W.**, and M. Li, 2018, “[Navigating the Chinese agricultural economy through the lens of Iowa](#)”, *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. February 2018
35. **Zhang, W.**, 2017, “[Iowa Land Value Survey Overview 2017](#)” Iowa State University, December 2017
34. **Zhang, W.**, 2017, “[Iowa Land Value Survey News Release 2017](#)” Iowa State University, December 2017
33. **Zhang, W.**, 2017, “[Iowa Land Value Survey Brochure 2017](#)” Iowa State University, December 2017
32. **Zhang, W.**, 2017, “[Where Are Iowa and U.S. Land Values Headed?](#)”, *Proceedings of 2017 Crop Advantage Series*, Iowa State University Extension and Outreach, January 2018
31. **Zhang, W.**, 2017, “[Recent Developments in China and Its Impacts on U.S. Agricultural Trade](#)”, *Proceedings of 2017 Crop Advantage Series*, Iowa State University Extension and Outreach, January 2018
30. **Zhang, W.**, 2017. “[Iowa Farmland Values Increase After Three Years of Decline](#)” *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. December 2017
29. **Zhang, W.**, 2017, “[Where Are Iowa and U.S. Land Values Headed?](#)”, *Proceedings of 2017 29th Annual Integrated Crop Management Conference*, Iowa State University Extension and Outreach, November 2017
28. **Zhang, W.**, 2017, “[Recent Developments in China and Its Impacts on U.S. Agricultural Trade](#)”, *Proceedings of 2017 29th Annual Integrated Crop Management Conference*, Iowa State University Extension and Outreach, November 2017
27. Li, M., **W. Zhang**, and D. Hayes. 2017. “[China’s New Nationwide E10 Ethanol Mandate and Its Global Implication](#).” *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. November 2017
26. **Zhang, W.**, 2017. “[Are Agricultural Professionals’ Farmland Value and Crop Price Forecasts Consistent?](#)” *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. October 2017
25. **Zhang, W.**, 2017. “[Land Quality Perceptions in Expert Opinion Surveys: Evidence from Iowa](#).” *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. August 2017
24. **Zhang, W.**, 2017. “[Where Are Iowa and U.S. Land Values Headed?](#)” *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. July 2017
23. **Zhang, W.**, 2017. “[What’s Happening with U.S. Land Values?](#)” *Farmland in Perspectives*, Summer 2017
22. **Zhang, W.**, 2017. “[Four Reasons Why We Aren’t Likely to See a Replay of the 1980’s Farm Crisis](#).” *Agricultural Policy Review*, Center for Agricultural and Rural Development, Spring 2017
21. **Zhang, W.** and A. Janke. 2017. “[USDA announces CRP changes to help improve water quality, wildlife habitat, and land transfers to beginning farmers](#).” *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. March 2017
20. **Zhang, W.**, 2017. “[Outlook for the U.S. Agricultural Economy](#).” Op-ed Article for Des Moines Business Record. January 2017

19. **Zhang, W.**, 2017, "[Interpretation of 2016 Iowa Land Value Survey Results](#)", *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, January 2017
18. Wu, Q. and **W. Zhang**, 2016, "[Of Maize and Markets: China's New Corn Policy](#)", *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, December 2016
17. **Zhang, W.**, 2016, "[Iowa Land Value Survey Overview 2016](#)" Iowa State University, December 2016
16. **Zhang, W.**, 2016, "[Iowa Land Value Survey News Release 2016](#)" Iowa State University, December 2016
15. **Zhang, W.**, 2016, "[Iowa Land Value Survey Brochure 2016](#)" Iowa State University, December 2016
14. **Zhang, W.**, 2016, "[Agricultural Land Management and Downstream Water Quality: Insights from Lake Erie](#)", *Proceedings of 2016 28th Annual Integrated Crop Management Conference*, Iowa State University Extension and Outreach, November 2016
13. **Zhang, W.**, 2016, "[Iowa Farmland Market Update: Are We Seeing a Replay of the 1980's](#)", *Proceedings of 2016 28th Annual Integrated Crop Management Conference*, Iowa State University Extension and Outreach, November 2016
12. Wu, Q. and **W. Zhang**, 2016, "[Of Maize and Markets: China's New Corn Policy](#)", *Agricultural Policy Review*, Center for Agricultural and Rural Development, Fall 2016 ([Chinese Translations](#) by China-America Commodity Data Analytics Inc.)
11. **Zhang, W.**, "[How Tight is the Iowa Farmland Supply?](#)", *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, October 2016
10. Hart, C. and **W. Zhang**, 2016, "[Crude Oil Prices and U.S. Crop Exports: Exploring the Secondary Links between the Energy and Ag Markets](#)" *Agricultural Policy Review*, Center for Agricultural and Rural Development, Spring 2016
9. **Zhang, W.** and M. Duffy, 2016, "[Comparing the Stock Market and Iowa Land Values: A Question of Timing](#)" *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, April 2016
8. **Zhang, W.**, 2016, "[Iowa 2015 Land Values Survey – Results and Outlook](#)" *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, January 2016
7. **Zhang, W.**, 2015, "[Iowa Land Value Survey Overview 2015](#)" Iowa State University, December 2015
6. **Zhang, W.**, 2015, "[Iowa Land Value Survey News Release 2015](#)" Iowa State University, December 2015
5. **Zhang, W.**, 2015, "[Iowa Land Value Survey Brochure 2015](#)" Iowa State University, December 2015
4. **Zhang, W.**, 2015, "[Who Owns and Rents Iowa's Farmland](#)" *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, December 2015
3. **Zhang, W.**, 2015, "[The Commonalities and Differences between U.S. and Chinese Agriculture](#)" *Agricultural Policy Review*, Center for Agricultural and Rural Development, Fall 2015
2. **Zhang, W.**, 2015, "[How Different is China's Agriculture from the U.S.](#)" *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, November 2015

1. **Zhang, W.**, 2015, "[Who Buys and Rents Iowa's Farmland](#)" *Proceedings of 2015 Integrated Crop Management Conference*, Iowa State University Extension and Outreach, November 2015

Information Files

Annually Updated every December since 2015

2. **Zhang, W.**, "[Iowa Land Value Survey Iowa State University](#)" *Ag Decision Maker Information File C2-70*, Iowa State University Extension and Outreach
1. **Zhang, W.**, "[Historical County Farmland Values since 1967](#)" *Ag Decision Maker Information File C2-72*, Iowa State University Extension and Outreach

Non-Reoccurring

3. **Zhang, W.**, A. Plastina, and W. Sawadgo, 2018, "[Survey of Iowa Leasing Practices](#)" *Ag Decision Maker Information File C2-15*, Iowa State University Extension and Outreach, July 2018
2. **Zhang, W.**, A. Plastina, and W. Sawadgo, 2018, "[Crop Share Leasing Provisions](#)" *Ag Decision Maker Information File C2-30*, Iowa State University Extension and Outreach, July 2018
1. **Zhang, W.**, 2015, "[Who Owns and Rents Iowa's Farmland](#)" *Ag Decision Maker Information File C2-78*, Iowa State University Extension and Outreach, December 2015

Decision Tools

2. Li, M., T. Xiong, Y. Ji., **W. Zhang**, and D. Hayes, 2018, "[African Swine Flu Cases in China \(Mainland\)](#)" Center for Agricultural and Rural Development
1. **Zhang, W.**, 2017, "[Historical Land Value Survey Results 1950-2016](#)" *Ag Decision Maker Information File C2-70*, Iowa State University Extension and Outreach, December 2016

Webcasts (vimeo or YouTube)

12. Zhang, W., 2019, the Economics of Owning and Renting American Farmland, American Farmland Trust, (*invited, forthcoming*)
11. **Zhang, W.** and L. Moss, 2018. [Who Owns, Rents and Buys Farmland Today?](#) Webinar, AcreValue, Granular, (*invited*)
10. **Zhang, W.**, 2018, [3-Minute Highlights of the 2018 ISU Land Value Survey Results](#)
9. **Zhang, W.**, 2018, [the 2018 ISU Land Value Survey News Release Conference](#)
8. **Zhang, W.**, and A. Plastina 2018. [the 2017 Iowa Farmland Ownership and Tenure Survey Press Conference](#)
7. **Zhang, W.**, 2017, [3-Minute Highlights of the 2017 ISU Land Value Survey Results](#)
6. **Zhang, W.**, 2017, [the 2017 ISU Land Value Survey News Release Conference](#)
5. Zhang, W., 2017, [Webinar on Outlook for U.S. Farm Income and Land Values \(YouTube Link\)](#), USDA Economists' and C-FARE Webinar (*invited*)
4. **Zhang, W.**, 2016, [3-Minute Highlights of the 2016 Iowa Land Value Survey Results](#)

3. Zhang, W., 2016, [the 2016 Iowa Land Value Survey News Release Conference](#)
2. Zhang, W., 2015, [3-Minute Highlights of the 2015 Iowa Land Value Survey Results](#)
1. Zhang, W., 2015, [the 2015 Iowa Land Value Survey News Release Conference](#)

Popular Press- Monthly Contributions to Wallace's Farmer Timely Tips

15. Zhang, W., 2018, "[Lender Relationships Matter](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, November 2018
14. Zhang, W., 2018, "[Tight Finance Make Farm Transfer Tougher](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, September 2018
13. Zhang, W., 2018, "[Hire a Tech-Savvy, Full-Time Employee?](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, August 2018
12. Zhang, W., 2018, "[What to Consider with Sale-Lease Back](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, July 2018
11. Zhang, W., 2018, "[Obtaining Right of First Refusal?](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, June 2018
10. Zhang, W., 2018, "[Cash-Rent Farm Needs More Research](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, May 2018
9. Zhang, W., 2018, "[Is Installing Tile Even Smarter Today?](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, April 2018
8. Zhang, W., 2018, "[Working with the Boss's Son](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, February 2018
7. Zhang, W., 2018, "[Continuing Education as Business Expense?](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, January 2018
6. Zhang, W., 2017, "[Is Organic Too Risky?](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, November 2017
5. Zhang, W., 2017, "[Manage Labor Needs with Neighbor](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, October 2017
4. Zhang, W., 2017, "[Be Fair to Your Landlord](#)", Farm Management Timely Tips Panel, *Wallaces Farmers*, September 2017
3. Zhang, W., 2017, "[Manage Son's Desire to Try Out Digital Ag Tech](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, August 2017
2. Zhang, W., 2017, "[Rent Land or Sell Farm?](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, August 2017
1. Zhang, W., 2017, "[Full Time and Seasonal Employee Management](#)" Farm Management Timely Tips Panel, *Wallaces Farmers*, May 2017

Selected Extension Presentations (Available at <http://www2.econ.iastate.edu/faculty/zhang/presentations/> and <https://www.card.iastate.edu/china/presentations/>) (# Participants)

INTERNATIONAL

- 2019: "Update on Iowa Agricultural Economy and U.S.-China Trade War", Presentation at the Nuffield Scholars Conference, Ames, IA, March 14, 2019
- 2018: "Extension as U.S. Land Grant University Ideal and U.S.-China Trade War", Presentation to the Delegation led by China Ministry of Finance and the Chinese Banking and Insurance Commission, December 18, 2018
 "Update on US Agricultural Economy and U.S.-China Trade War", Presentation to the Delegation from Chinese Academy of Agricultural Sciences, December 12, 2018
 "Update on US Agricultural Economy and U.S.-China Trade War", Presentation to the Delegation from Chinese Consulate in Chicago, Ames, Iowa, August 23, 2018

“China as the Leading Partner of U.S. Agriculture and U.S. Farmland Ownership”, Presentation to the Nuffield Scholars, July 12, 2018

- 2017: “Collaboration with the Chinese Academy of Agricultural Sciences on Chinese Agricultural Policy”, Presentation to the Delegation led by the Consul General HONG Lei of Chinese Consulate in Chicago, Ames, Iowa, September 11, 2017
“US Farm Bill and Agricultural Policies”, Presentation to the Chinese Ministry of Agriculture, Agricultural Trade Promotion Center delegation, Ames, Iowa, May 30, 2017
“ISU and CAAS Jointly Establish China-US Agricultural Center”, Presentation to the Chinese Academy of Agricultural Sciences, the Institute of Agricultural Economics and Development, Beijing, China, February 28-March 1, 2017

NATIONAL

- 2018: “China as the Leading Partner of US Agriculture”, American Society of Farm Managers and Rural Appraisers (ASFMRA) 2018 Annual Conference, Phoenix, AZ, November 1, 2018 (~90)
“U.S. Farmland Market Outlook”, USDA 94th Annual Agricultural Outlook Forum, Washington, DC, February 22-23, 2018 (*invited*)
2018 Land Investment Expo, Peoples Company, Des Moines, IA, January 26, 2018 (*invited*)
“Seeing Red: How China Influences Your Grain, Livestock Prices”, Farm Futures Business Summit 2018, FarmProgress, Coralville, IA, January 18-19, 2018 (*invited*, forthcoming)
- 2017: “Do Agricultural Professionals Self-Correct in Expert Opinion Surveys? Panel Data Evidence from Iowa”, National Agricultural Credit Committee / NC-1177 Annual Meeting, Denver, CO, October 2-3, 2017 (*Selected Presentation*, ~80)
Panelist, “How to Navigate the Waters of New Price Plateaus: Overview of Iowa State University’s Targeted Extension Efforts”, Extension Section Track Session at 2017 Annual Meeting of the Applied and Agricultural Economic Association, Chicago, IL, August 2017 (*Selected Presentation*, ~40)
Panelist, “[Webinar on Outlook for U.S. Farm Income and Land Values](#)”, USDA Economists' and C-FARE Webinar, April 2017 (*Invited*)
- 2016: Panelist, “Farm to Table: How Your Farmland Investments Deliver Results for Investors”, Agri-Investor Forum, Chicago, IL, October 26, 2016 (*Invited*)
“Golden Era and Farm Crisis: Are We Seeing a Replay of the 1920s and 1980s Farm Crisis”, National Agricultural Credit Committee / NC-1177 Annual Meeting, Denver, CO, October 3-4, 2016 (*Selected Presentation*, ~60)
“Farmland Market Update”, 2016 Midwest, Great Plains, and Western Outlook Conference, Des Moines, IA, August 16, 2016 (*Invited*, ~40 extension economists)
“Iowa Farmland Market: Current Situation and Future Outlook”, North Central Farm Management Conference National Farm Management Conference, Sioux Falls, SD, June 14, 2016 (~40)

REGIONAL

- 2019: “Economics of Soil Health and Land Tenure”, 2019 Soil Health Conference, February 4, 2019 (panelist, *forthcoming*)
“Seven Things about China to Better Understand U.S-China Trade War”, 2019 77th Annual Meeting of Iowa Chapter of American Society of Farm Managers and Rural Appraisers, February 5, 2019 (*invited*)
“Update on U.S.-China Trade War and the Iowa Agricultural Economy”, Iowa Corn Growers Association Crop Fairs, Tama, Iowa, January 21, 2019
“the Impacts of U.S.-China Trade War on the Iowa Economy and Agriculture”, Iowa Soybean Association Board of Directors Meeting, Altoona, Iowa, January 21, 2019
“Update on US-China Trade War”, 2019 Managers Meeting of the Mutual Insurance Agents of Iowa (MAI), Ames, IA, January 10, 2019 (~80)
- 2018: “Update on US-China Trade War and Iowa Farmland Market”, ISU Extension and Outreach Crops Team Fall

In-Service, FEEL building, Boone, IA, September 20, 2018 (~20)
 “Tariffs, Land Ownership and Conservation Practice Update”, 2018 September Ag Law Seminar, ISU Center for Agricultural Law and Taxation, September 20, 2018 (~70)
 “Minnesota and Dakota Land Values, and Tariff Impacts on U.S. Agriculture”, DowDupont Pioneer Corteva Regional SAM Meeting, Minneapolis, MN, September 12, 2018 (~35)
 “China as the Leading Trade Partner of US Agriculture”, Presentation for the Nuffield Scholars, Ames, IA, July 12, 2018 (~15)
 “2017 Iowa Farmland Ownership and Tenure Survey Results”, Press Conference, ISU Alumni Center, Ames, IA, June 28, 2018 (~10 reporters)
 “What Does a Trade War with China Look Like”, Iowa Institute of Cooperatives Summer Workshop, Huxley, IA, June 21, 2018 (~75)
 “Iowa Farmland Market Update”, ISU Ag Credit School, Ames, IA, June 7, 2018 (~60)
 “Iowa Farmland Ownership and Tenure Trends”, 2018 ISU Extension and Outreach Agriculture and Natural Resources Annual Conference, Ames, IA, April 4-5, 2018 (~90)
 “Recent Developments in China and Its Implications for U.S. Ag Trade”, Iowa Agribusiness Showcase & Conference, Agribusiness Association of Iowa, February 13, 2018 (*invited*)
 “The Growing Significance of China to U.S. Ag Trade”, 2018 76th Annual Meeting of Iowa Chapter of American Society of Farm Managers and Rural Appraisers, January 31 – February 1, 2018 (*invited*)

2017: “2017 ISU Land Value Survey”, Press Conference. ISU Alumni Center, December 12, 2017 (Recorded [YouTube Live Streaming](#))
 “Iowa Farmland Market Update: Where Are We Headed?” 2017 Ag Law Seminar, Center for Agricultural Law and Taxation, Ames, Iowa, September 21st, 2017 (~90 lawyers)
 Panelist, “The Next Generation of Iowa Farmers”, Iowa Ideas Conference 2017, Cedar Rapids, Iowa, September 22nd, 2017 (~40 ag professionals, producers)
 “Chinese Agricultural Economy Update”, Iowa Institute of Cooperatives Summer Workshop, Huxley, Iowa
 “Iowa Farmland Market Update”, 2017 Ag Credit School, Scheman Building, Ames, Iowa, June 14th, 2016 (~70 ag lenders)
 “What’s the Story on Iowa’s Falling Prices”, Mutual Insurance Agents of Iowa (MIAI) Global Agriculture Conference, Ames, IA, January 13, 2017 (~80)
 “Iowa Land Values”. U.S. Bank 2017 Ag Summit, Ames, IA, January 10, 2017 (~120)

2016: “2016 Iowa Land Value Survey”, Press Conference. ISU Alumni Center, December 13, 2016 (Recorded [YouTube Live Streaming](#))
 “Iowa Farmland Market Update: Are We Seeing a Replay of 1980s?” 28th Annual Integrated Crop Management Conference, Ames, IA, November 30, 2016 (~200)
 “Agricultural Land Management and Downstream Water Quality: Insights from Lake Erie?” 28th Annual Integrated Crop Management Conference, Ames, IA, December 1, 2016 (~200)
 “Linking Agricultural Land Management Decisions with Lake Erie Ecosystem Services: An Integrated Ecological-Economic Approach”, Prairie Lakes Conference, Okoboji, IA, August 11, 2016 (~35)
 “Iowa Farm Real Estate Market Update”, Iowa State Agricultural Credit School, Ames, IA, June 15, 2016 (~60)
 “2016 SMLV Land and Commodity Price Predictions”, 2016 ISU 89th Annual Soil Management and Land Valuation Conference, Ames, IA, May 18, 2016 (~280)
 “Iowa Farmland Market Outlook: A New Normal?”, Iowa State University ANR Extension and Outreach Spring Training, Lightning Talk, Ames, IA, April 7, 2016 (~160)
 “From Northeast China to the Midwest”, Iowa State University Agricultural Business Club, Ames, IA, March 31, 2016 (~120)
 “What is Happening with Iowa’s Land Values: Results from ISU’s Latest Survey”, Iowa Agricultural Bankers Association Annual Conference, Ames, IA, March 22, 2016 (~270)
 “What is Happening with Iowa’s Land Values: Results from ISU’s Latest Survey”, 2016 Iowa Bankers Association Annual Conference, Ames, IA, March 22, 2016 (~270)

2015: “The 2015 Iowa Land Value News Release Conference”, ISU Alumni Center, Ames, IA, December 14, 2015

(6 reporters)

“Who Owns and Buys Iowa’s Farmland”, Integrated Crop Management Conference, Scheman Building, Iowa State University, Ames, IA, December 3, 2015 (2 sessions, 220 total)

2014: “The Trends and Determinants of Western Ohio Farmland Values 2001 – 2010”, American Society of Farm Managers and Rural Appraisers, Ohio Chapter Annual Meeting (~75)

LOCAL

- 2019: “Update on U.S.-China Trade War and Iowa Agricultural Economy”, Northeast Iowa Research Farm – Borlaug Learning Center, Nashua, IA, March 5, 2019
“Iowa Farmland Values and Ownership Update”, Farmland Owners Workshop, Altoona, IA, February 15, 2019
“Update on U.S.-China Trade War”, Mid-Co Commodities Meeting, Ames, IA, January 30, 2019
“US-China Agricultural Trade and the Trade War”, 2019 Crop Advantage Series, Iowa City, IA, January 8, 2019 (via Zoom, ~)
“Update on US-China Trade War and the Iowa Farmland Market”, Key Cooperative Meeting, Roland, IA, January 9, 2019 (~45)
“US-China Agricultural Trade and the Trade War”, 2019 Crop Advantage Series, Storm Lake, IA, January 8, 2019 (~150)
“US-China Agricultural Trade and the Trade War”, 2019 Crop Advantage Series, Sheldon, IA, January 3, 2019 (~100)
- 2018: “What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Mt. Pleasant, IA, December 6, 2018 (~35)
“What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Iowa City, IA, December 5, 2018 (~60)
“What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Cresco, IA, November 12, 2018 (~45)
“What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Mason City, IA, November 16, 2018 (~40)
“What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Waterloo, IA, November 15, 2018 (~50)
“What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Fort Dodge, IA, November 14, 2018 (~25)
“What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Carroll, IA, November 12, 2018 (~15)
“Farmland Market Analysis: An Introduction”, Guest Lecture for FIN 450X, September 24, 2018 (~45)
“China Enter ‘New Era’: What It Means for US and Global Agriculture”, Security Savings Bank 2018 Spring Ag Update Meeting, Eagle Grove, Iowa, March 8, 2018 (~40)
“Update on Iowa Farmland Market and China Ag Economy”, Farmland Owners Workshop, Altoona, IA, February 16, 2018 (~40)
“China Enters ‘New Era’: What It Means for US and Global Agriculture”, Growmark Invision Grower Meeting, Tama, IA, February 8, 2018 (~120)
“Iowa Agricultural Economy Update”, 2018 Crop Advantage Series, Okoboji, IA, January 4, 2018 (~30)
“Recent Developments in China and its Global Implications”, 2018 Crop Advantage Series, Okoboji, IA, January 4, 2018 (~40)
“Agricultural Land Management and Insights from Lake Erie”, 2018 Crop Advantage Series, Sheldon, IA, January 3, 2018 (~35)
“Recent Developments in Chinese Agriculture and Its Global Implications”, North Central Iowa Crop & Land Stewardship Clinic, Iowa Falls, IA, January 2, 2018 (*invited, keynote speaker*, ~75)
- 2017: “2017 ISU Land Value Survey and the Impacts of China on U.S. Agriculture”, Pro-Ag Outlook and

Management Meeting, Chariton, IA, December 12, 2017 (~12)
 “Recent Developments in China and Its Implications for U.S. Agriculture”, Pro-Ag Outlook and Management Meeting, Ottumwa, IA, December 7, 2017 (~25)
 “Recent Developments in China and Its Implications for U.S. Agriculture”, Pro-Ag Outlook and Management Meeting, Mt. Pleasant, IA, December 7, 2017 (~30)
 “Introduction to Farmland Market: Iowa and Beyond”, Guest Lecture for Econ 235: Agricultural Firms, Markets and Prices, November 28, 2017 (~100 students)
 “Recent Developments in China and Its Implications for U.S. Agriculture”, Pro-Ag Outlook and Management Meeting, Carroll, IA, November 21, 2017 (~20)
 “Recent Developments in China and Its Implications for U.S. Agriculture”, Pro-Ag Outlook and Management Meeting, Mason City, IA, November 16, 2017 (~20)
 “Recent Developments in China and Its Implications for U.S. Agriculture”, Pro-Ag Outlook and Management Meeting, Fort Dodge, IA, November 16, 2017 (~35)
 “Global Impacts on Iowa Agriculture & Iowa Land Value Outlook”, Pro-Ag Outlook and Management Meeting, Altoona, IA, November 13, 2017 (~45)
 “Introduction to Farmland Market: Iowa and Beyond”, Guest Lecture for Econ 230: Farm Business Management, November 10, 2017 (~100 students)
 “From Northeast China to the Midwest”, Iowa State University Agricultural Marketing and Management Organization (AMMO), Ames, IA, November 6, 2017 (~100)
 “Economic Analysis of Farmland Market: An Introduction”, Guest Lecture for Econ FIN 450X: Analytical Methods in Finance, October 4, 2017 (~35 students)
 “Economic Analysis of Farmland Market: An Introduction”, Guest Lecture for Econ FIN 450X: Analytical Methods in Finance, February 17, 2017 (~25 students)
 “Iowa Farmland Owner Update”, Farmland Owners Workshop, Altoona, IA, February 17, 2017 (~55)
 “Introduction to Farmland Market”, Guest Lecture for Econ 235: Agricultural Firms, Markets and Prices, February 7, 2017
 “Agricultural Land Management and Downstream Water Quality: Insights from Lake Erie”, Crop Advantage Series, Davenport, IA, January 27, 2017 (~40)
 “Agricultural Land Management and Downstream Water Quality: Insights from Lake Erie”, Crop Advantage Series, Okoboji, IA, January 5, 2017 (~40)
 “What’s Going On in China? Corn, GMO, and High-Speed Rails”, Crop Advantage Series, Okoboji, IA, January 5, 2017 (~40)
 “What’s Going On in China? Corn, GMO, and High-Speed Rails”, Crop Advantage Series, Sheldon, IA, January 4, 2017 (~50)

2016: “Land Values and Chinese Agriculture”, Pro-Ag Series, Clarinda, IA, December 14, 2016 (~35)
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Decorah, IA, December 9, 2016 (~35)
 “Land Values: Where Are We Headed?”, Beginning Farmer Group, Washington, IA, December 8, 2016 (~30)
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Mt. Pleasant, IA, December 8, 2016 (~50)
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Iowa City, IA, December 7, 2016 (~45)
 “Land Values: Where Are We Headed?”, Kirkwood Community College, Cedar Rapids, IA, December 7, 2016 (~70)
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Carroll, IA, November 18, 2016 (~15)
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Mason City, IA, November 18, 2016 (~50)
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Fort Dodge, IA, November 17, 2016 (~30)
 “Land Values: Where Are We Headed?”, Pro-Ag Series, Waterloo, IA, November 17, 2016 (~30)
 “From Northeast China to the Midwest”, Iowa State University Agricultural Business Club, Ames, IA, March 31, 2016 (~120)
 “What is Happening with Iowa’s Land Values: Results from ISU’s Latest Survey”, Iowa Agricultural Bankers Association Annual Conference, Ames, IA, March 22, 2016 (~270)
 “Overview of Farmland Market Analysis”, Guest Lecture for FIN 467X: Applied Real Estate Analysis, March 2, 2016 (16)
 “Farmland Market: An Introduction”, Guest Lecture for Econ 235: Agricultural Firms, Markets and Prices, February 18, 2016 (~105)

“Farmland Owner Update: Land Values and Ownership Trends”, Farmland Owners Workshop, Altoona, IA, February 12, 2016 (~75)

Workshop Participant

- 2019: Realtors Land Institute Iowa Chapter, Spring Seminar, Ames, IA
Peoples’ Company Land Investment Expo, West Des Moines, IA
- 2018: Realtors Land Institute Iowa Chapter, Spring Seminar, Ames, IA
Peoples’ Company Land Investment Expo, West Des Moines, IA
- 2017: Realtors Land Institute Iowa Chapter, Spring Seminar, Ames, IA
Peoples’ Company Land Investment Expo, West Des Moines, IA
- 2016: Realtors Land Institute Iowa Chapter, Spring Seminar, Ames, IA
Peoples’ Company Land Investment Expo, West Des Moines, IA
- 2015: the 88th Annual Conference of Soil Management and Land Valuation, Ames, IA
- 2014: Healthy Soils for Healthy Waters 2013: Agricultural Markets for Ecosystem Services: Greenhouse Gases, Conservation Practice Adoption, and Behavioral Responses Conference
- 2013: Conservation Tillage and Technology Conference

SELECTED POPULAR PRESS MEDIA CONTACTS, MENTIONS, and INTERVIEWS (Authored by others)

- 2018: AAEA Member in the News (18), CNBC.com, Fortune Magazine, China Daily (3), Voice of America Mandarin Service, National Public Radio, Dairy Star, Iowa Public Radio, Wallace Farmers, Iowa Banking Magazine (cover article), Farm TV, Successful Farming/Agriculture.com, Iowa Farmer Today, Iowa State Daily, Des Moines Register (3), Farm Policy News, Iowa Farm Bureau Spokesman, CropLife, AgriMarketing, ASFMRA Owners, New Food Economy, Columbia Missourian, Corn and Soybean Digest, Radio Iowa, Farm Journal, AgWeb, Iowa State University Extension and Outreach, WHO iHeart Radio, Radio 570 WNAX, Mix 94.7 KMCH, the Ames Tribune, the Quad City Times, Atlantic News Telegraph, Telegraph Herald, Ottumwacourier
- 2017: AAEA Member in the News (6), the Economist, Wall Street Journal – China, Science Magazine, Iowa Banking Magazine (cover article), Farm TV, Successful Farming/Agriculture.com, Iowa Farmer Today, Iowa State Daily, Des Moines Register (3), Farm Policy News, Wallace’s Farmer, AgWeb, Feedstuffs, Farm Futures, AgriMarketing.com, Business Record, Corn and Soybean Digest, Radio Iowa, Farm Journal, Iowa State University Extension and Outreach, WHO iHeart Radio, Radio 570 WNAX, Mix 94.7 KMCH, the Ames Tribune, the Quad City Times, Atlantic News Telegraph, Telegraph Herald, Ottumwacourier, The Highland Journal
- 2016: Japanese Economic News, Associated Press, ABC News, The Telegraph, The Huffington Post, The Herald, Agrimoney.com, AgWeb, Nikkei American Inc (Japanese Economic News), Des Moines Register, Iowa Banking Magazine (*cover article*), Successful Farming/Agriculture.com, Iowa Farm Bureau Spokesman, Iowa Farmer Today, Iowa Public Radio (2), Wallaces Farmer, The Landowner Newsletter, WHO iHeart Radio Corn and Soybean Digest, Radio Iowa, Taiwan News, Pork Magazine, Daily Mail, KMA Land, KIWA Radio, Greene County News, Oskaloosa Herald, the Tama News-Herald, ISU ANR Extension and Outreach News, Mason City Global Gazette, Iowa City Press-Citizen, Miami Herald, the Belmont Independent, the Washington Times, the Olympian, KBOE 104.9 FM, High Plains Public Radio, Atlantic News Telegraph, KWVL MSNBC News, Des Moines KCCI 8, MSNBC WGEM.com, MSNBC KTTC, Clinton Herald, Quad City Times, WNAX, Siouxland matters, FOX 28/KGAN TV, The Columbus Telegram, KCHA News, KTAR News, Sioux City Journal, Yakima Herald, Westport News, The Sacramento Bee, WQAD 8 Quad Cities, Albany Times Union, San Antonio Express-News, San Francisco Gate, Seattle pi, LMT Online, Frederckburg Free Lance-Star, San Antonio Express-News, The Hour, Greenwich Time, CT Post, Chron, the Edwardsville Intelligencer, Herald Whig, Reading Eagle
- 2015: Associated Press, Farming UK, Des Moines Register (2), Iowa Farmer Today, Ames Tribune, Radio Iowa (2), Iowa Public Radio, Farm News, Brownfield Ag News, the Graphic-Advocate, Courier Online, ASFMRA Ag

News, Iowa Farm Bureau Spokesman, Wallace's Farmer, WHO Radio, Iowa Banking Magazine (*cover article*), Agri News, CALS Online, ISU Extension and Outreach News, LandOwner Newsletter, Pro Farmer, KCCI Des Moines, AgWeb (2), The Gazette, Wisconsin Ag Connection, Washington Times, Waltonian.com, Yardstead.com, Ag NET, KIWA Radio, Omaha World-Herald, Press Telegraph, Newton Daily News, Farms.com, Agri-Marketing, Corn and Soybean Digest, Dubuque Telegraph Herald, KCSI FM 95.3, KCRG ABC 9, KEYC News 12 CBS & Fox, KGAN 2 CBS News, KTTC, KWWL.com, Quad City Times, Sioux City Journal, Clinton Herald, WGEM, the Daily Nonpareil, The Republic, Daily Reporter, TribTown.com, Muscatine Journal, KSOM 96.5 FM, MyInforms.com, Time Oracle, Ktiv.com, The Examiner Post, The Leader Standard, Chronicle Daily, ISU CARD, KJAN Radio Atlantic, KTIC Radio, The Fairfield Ledger, Dream Dirt, North Iowa Today, Daily Gate City, The Daily Journal, Capital Press, The Storm Lakes Times, Fort Dodge Messenger, Sioux City Journal, KMA Land 960AM & 99.1 FM, Ag Professional.com, Pilot Tribune, Marshalltown Times Republican, Spencer Daily Reporter, Ottumwa, New Hampton Tribune, The Decorah Newspapers – Winneshiek County, The Daily Gate City - Keokuk, Estherville Daily News,

TEACHING EXPERIENCE

Iowa State University

Instructor

<u>ECON 364: Rural Property Appraisal</u>	Spring 2019
Student Evaluation: 4.1 out of 5, good (36 out of 41 students)	
<u>ECON 364: Rural Property Appraisal</u>	Spring 2018
Student Evaluation: 4.3 out of 5, good (36 out of 40 students)	
<u>ECON 364: Rural Property Appraisal</u>	Spring 2017
Student Evaluation: 4.5 out of 5, good (39 out of 39 students)	
<u>ECON 364: Rural Property Appraisal</u>	Spring 2016
Peer Evaluation: 4.5 out of 5, good to excellent (2 colleagues)	
Student Evaluation: 3.72 out of 5, good (39 out of 42 students)	

Guest Lecturer

<u>FIN 450X: Analytical Methods in Finance (taught by Dr. T. Turner)</u>	Fall 2018
<u>FIN 450X: Analytical Methods in Finance (taught by Dr. T. Turner)</u>	Spring 2018
<u>ECON 230: Farm Business Management (taught by Dr. C. Boessen)</u>	Fall 2017
<u>ECON 235: Agricultural Firms, Markets and Prices (taught by Dr. S. Pouliot)</u>	Fall 2017
<u>FIN 450X: Analytical Methods in Finance (taught by Dr. T. Turner)</u>	Fall 2017
<u>FIN 450X: Analytical Methods in Finance (taught by Dr. T. Turner)</u>	Spring 2017
<u>ECON 235: Agricultural Firms, Markets and Prices (taught by Dr. H. Jensen)</u>	Spring 2017
<u>FIN 450X: Analytical Methods in Finance (taught by Dr. T. Turner)</u>	Fall 2016
<u>ECON 235: Agricultural Firms, Markets and Prices (taught by Dr. H. Jensen)</u>	Spring 2016

FIN 467X: Applied Real Estate Analysis (taught by Dr. T. Turner) Spring 2016

The Ohio State University

China's Economic Reform and Globalization, Sole Instructor (SEI: 4.9 out of 5, 26 students) Spring 2013

The Sustainable Economy: Concepts and Methods, Assistant Instructor Spring 2014

China's Economic Reform and Globalization, Guest Speaker Spring 2014

Capstone: Assessing Sustainability: Project Experience, Graduate Teaching Assistant (11 students) Spring 2014

Principles of Agribusiness Finance, Graduate Teaching Assistant (55 students) Fall 2010 – Spring 2011

Wittenberg University

Environmental and Natural Resource Economics, Guest Speaker Fall 2014

STUDENT ADVISING

Postdoctoral Researcher as Major or Co-Major Advisor:

Xiaoshi Zhou, Co-Major Professor (with Dr. Dermot Hayes and Dr. Edward Balistreri), since 2019 (Ongoing)

Minghao Li, Co-Major Professor (with Dr. Dermot Hayes), since 2017 (Completed in 2019, Assistant Professor of Economics, Applied Statistics & International Business at New Mexico State University)

Ph.D. Advisees as Major or Co-Major Professor:

Fangge Liu, Program of Study Committee Co-Major Professor (with Dr. Catherine Kling and Dr. Alejandro Plastina), since 2016 (Ongoing)

Wendiam Sawadgo, Program of Study Committee Co-Major Professor (with Dr. Alejandro Plastina), since 2018 (Ongoing)

Xibo Wan, Program of Study Committee Major Professor, since 2019 (Ongoing)

Nieyan Cheng, Program of Study Committee Major Professor, since 2019 (Ongoing)

Ph.D. Program of Study Committee:

Xiaogang, Li, Program of Study Committee Member, since 2018 (Ongoing)

Stephen Herr, Program of Study Committee Member, since 2017 (Ongoing)

Jiayou Mei, Program of Study Committee Member, since 2016 (Ongoing)

Zachery Martin, Program of Study Committee Member, since 2018 (Ongoing)

Ming Jin, Program of Study Committee Member, since 2016 (Completed in 2019)

Qiong Wu, Program of Study Committee Member, since 2018 (Completed in 2019)

Xianjun Qiu, Program of Study Committee Member, since 2017 (Completed in 2018)

Xiaoguang Chen, Program of Study Committee Member, since 2017 (Completed in 2017)

Qianrong Wu, Program of Study Committee Member, since 2016 (Completed in 2017)

Jae-Hoon Sung, Program of Study Committee Member, since 2016 (Completed in 2016)

Master's Advisees as Major or Co-Major Professor:

Albulena Basha, Program of Study Committee Major Professor, since 2018 (Completed in 2019, Kosovo American Education Fund Fellow, Recipient of 2019 NACTA Graduate Student Teaching Award)

- Master Thesis: "[Effects of Interest Rate Changes on Midwestern US Farmland Values](#)"

Master's Program of Study Committee:

Jennifer Zabek, Program of Study Committee Member, since 2016 (Completed in 2016)
Ashley Garrand, Program of Study Committee Member, since 2018 (Completed in 2019)
Pulasthi Amarasinghe, Graduate Research Associate, since 2016 (Completed in 2017, Ph.D. student, University of North Carolina, Department of Economics)

Visiting Ph.D. Student from China (co-advised with Dr. Dermot Hayes):

Hongkun Ma, Chinese Academy of Agricultural Sciences, Fall 2019 – Fall 2020 (*forthcoming*)
Yue Hu, China Agricultural University, Fall 2018 – Fall 2020 (Ongoing)

Wenting Wang, Zhejiang University, Fall 2018 – Fall 2019 (Completed)
Chuqiao Peng, Renmin University of China, Fall 2018 – Fall 2019 (Completed)
Pingping Wang, China Agricultural University, Fall 2017 – Fall 2018 (Completed)

Visiting Scholars from China (co-advised with Dr. Dermot Hayes):

Tao Xiong, Associate Professor, Huazhong Agricultural University, Spring 2019 – Spring 2020 (Ongoing)
Yongtong Shao, Associate Professor, Tianjin University of Commerce, Fall 2017 – Fall 2018 (Completed)

Undergraduate:

Madison Mueller, Undergraduate Honors Thesis Project, “Do Wealthier Landowners Have Better Timing in Their Farmland Purchases? Evidence from a Twenty-Year Panel”, Spring 2019
Marina Awureda, Freshman Honors Program, “Heterogeneity of Responses to 2015 and 2016 Iowa Land Value Survey”, Fall 2018 – Spring 2019
Marta Grant, Freshman Honors Program, “Entrepreneurship and Start-Ups in the Agricultural Industry”, Fall 2017
Grace Rens, Freshman Honors Program, “Heterogeneity of Responses to 2015 and 2016 Iowa Land Value Survey”, Spring 2017
Morgan Ruiz and Philip Sciranko, 2016 Iowa Land Value Survey Data Entry, November – December 2016
Zachariah Beek, 2015 Iowa Land Value Survey Data Entry, November 2015 – Spring 2016
Urja Shah, Natalina Sents, DeAnna Hanner, Iowa Agricultural Land Sales Data Entry, Fall 2015 – Spring 2016

PROFESSIONAL EXPERIENCE AND SERVICE

Journal Referee:

American Journal of Agricultural Economics
Journal of Environmental Economics and Management
Land Use Policy
Southern Economic Journal
Land Economics
Ecological Economics
European Review of Agricultural Economics
Canadian Journal of Agricultural Economics
Agricultural Economics
Agricultural Economic Perspectives and Policy
Ecological Indicators
Journal of Agricultural and Applied Economics
Water Resources Research
Journal of Environmental Management
Agricultural Finance Review
Journal of Integrative Agriculture
Agricultural and Resource Economics Review
Journal of Soil and Water Conservation
China Agricultural Economic Review
Journal of Integrative Agriculture

Journal of Applied Economics and Policy
Journal of Agricultural and Applied Economics
Science of the Total Environment

USDA Economic Research Service Information Bulletin

Reviewer:

Abstracts for the 2017 Annual Meeting of the Applied and Agricultural Economic Association, Chicago, IL
Abstracts for the 2016 Annual Meeting of the Applied and Agricultural Economic Association, San Francisco, CA
Ohio Agricultural Research and Development Center SEEDS-Graduate Proposal Panel 2014

Invited Speaker - Community Outreach:

2013: "Great Decisions" program in Griswold Senior Recreational Center in Worthington, OH

Conference Organizer:

2013: the 6th Midwest Graduate Student Conference on Regional and Applied Economics, Columbus, OH

Session Moderator:

2014: Association of Environmental and Resource Economics sessions at the 2014 Annual Meeting of the Southern Economic Association, Atlanta, GA
Annual Meeting of the Applied and Agricultural Economic Association, Minneapolis, MN
2013: Annual Meeting of the Applied and Agricultural Economic Association, Washington, D.C.
Midwest Economic Association Annual Meeting, Columbus, OH
2012: Annual Meeting of the Applied and Agricultural Economic Association, Seattle, WA

Discussant:

2013: Urban Economic Association sessions at the 60th Annual North American Meetings of the Regional Science Association International, Atlanta, GA
2012: Urban Economic Association sessions at the 59th Annual North American Meetings of the Regional Science Association International, Ottawa, Canada

Workshop Participant:

2018: the Economics of Water Quality workshop, Ames, IA
2016: The Downturn in Agriculture: Implications for the Midwest & the Future of Farming, Chicago, IL
2015: NSF Grants Conference, Arlington, VA
Heartland Environmental & Resource Economics Workshop at Illinois, Urbana-Champaign, IL
2013: Scaling up Sustainability Solutions, the 3rd Annual WBCSD Midwest Conference
Voluntary Pollution Control Workshop

UNIVERSITY SERVICE

Service to Iowa State Extension and Outreach:

2018: Farm Progress Show 2018, Ask an Expert
2017: Farm Progress Show 2017, Ask an Expert
2016: Farm Progress Show 2016, Ask an Expert
ANR Extension Strategic Planning Committee

Departmental Service:

2020: Graduate Recruiting and Admissions Committee 2020-2021

2019: Graduate Recruiting and Admissions Committee 2019-2020
Departmental Seminar Committee 2019-2020

Economics Council 2019-2020
CALs Faculty Recruiting Committee (Assistant Professor in Agricultural/Environmental Economics)
2019-2020

2018: Practice Job Talks for Graduate Students
“U.S. Job Market for Non-Native Speakers of English”, Presentation for Graduate Students
Departmental Seminar Committee 2018-2019

2017: Departmental Seminar Committee 2017-2018

2016: Practice Job Talks for Graduate Students
Seminar on Job Market Tips from Recent Graduates (with I. Rudik)
Departmental Seminar Committee 2016-2017
Presentation to Ag Business Club
Environmental Resource Economics Workshop, Co-Organizer

2015: Seminar on Job Market Tips from Recent Graduates (with I. Rudik)
Job Market Mock Interview for Chao Li (with G. Calhoun)

PROFESSIONAL AFFILIATIONS

American Economic Association (AEA)
Agricultural and Applied Economics Association (AAEA)
Association of Environmental and Resource Economists (AERE)
Midwest Economics Association (MEA)
Chinese Economist Society (CES)

ADDITIONAL SKILLS

Software Packages: Proficient in STATA, R and SAS
Programming Languages: MATLAB, and Python
Other: ArcGIS Suite, LaTeX, and GeoDa
Language: English, Mandarin Chinese (native), Cantonese (listening)