

Kevin L. Kimle: Curriculum Vita

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OVERVIEW

Kevin Kimle serves as the Rastetter Chair of Agricultural Entrepreneurship at Iowa State University, Director of the Start Something Agriculture program and Teaching Professor in the Department of Economics. He has worked in a variety of capacities in agriculture with experiences range from agtech start-up companies, the seed industry, venture capital, futures markets, and agricultural and trade policy. His current work includes development and delivery of entrepreneurship curriculum and programs in the College of Agriculture and Life Sciences, outreach programs to aspiring entrepreneurs and agribusiness executives, and research on entrepreneurship and innovation.

WORK EXPERIENCE

IOWA STATE UNIVERSITY

Rastetter Chair of Agricultural Entrepreneurship, July 2009 – present

- Rastetter Chair of Agricultural Entrepreneurship, Director of Start Something Agriculture program, and Teaching Professor, Department of Economics.
- Responsibilities include development and delivery of undergraduate entrepreneurship curriculum and programs, outreach programs to aspiring entrepreneurs and agribusinesses, and research on entrepreneurship

AG STARTUP ENGINE, LLC

Co-Founder, June 2016 – present

- Investment fund founded as an agricultural technology startup development platform based in the Iowa State University Research Park.
- Thirty-plus portfolio businesses have raised follow-on capital exceeding \$100 million and employ more than 200 (August 2023).

DECISION COMMODITIES, LLC

President and Founder, January 2002 – April 2009

- The Company provides commodity sellers and buyers innovative risk management models/contracts.
- Responsible for all aspects of the Company's strategy, finance, operations and development. Notable developments include more than 10 pricing models and contracts used to price corn, wheat, soybeans, diesel fuel, and natural gas, some incorporating OTC derivative structures, as well as back-end hedging /trading systems for millions of bushels grain annually. Also responsible for development of the Company's information 'infrastructure', a proprietary, Internet-based software system that tracks pricing models/contracts across the distribution chain.
- Brought on Iowa Farm Bureau Federation as partner and investor in start-up. Growmark, Inc. was added as an investor and partner in 2004. In 2008, Growmark became majority owner of the Company and merged it with AgriVisor, LLC.

E-MARKETS, INC.

President and Co-Founder, October 1996 – August 2001.

- Co-founder of the start-up company that develops electronic commerce applications for agribusiness companies for procurement, ordering, and trading. E-Markets was a pioneer in delivering e-commerce solutions to agriculture and the food industry.
- Responsible for architecture of Company's first electronic commerce application and closing sale with first major client, DuPont. Other clients of note from first three years of Company's development include Land O'Lakes, and Dow AgroSciences.
- Company grew revenues to \$1.5 million in first three years, did a first round of venture financing in 1999 and second in 2000. Investors included New York, Silicon Valley, and Atlanta venture funds. Hired former CEO of a large agribusiness company as CEO in 1999.

CONTEXT NETWORK

Consultant, August 1996 to October 1996

- Worked on consulting projects for agribusiness clients approximately three-quarter time while developing the business plan for E-Markets.
- Worked primarily on life sciences/seed and grain sector projects.

PIONEER HI-BRED INTERNATIONAL

Business Analyst, April 1992 – April 1996

- Hired originally for a project assessing global seed markets and building a model of the Company's global seed business.
- Responsible for analysis, strategy development, and negotiations in a series of projects and initiatives involving plant biotechnology and end-use markets.
- Involved in business development projects in Asia and Europe and helped lead a major corporate initiative in strategic alliances.

IOWA STATE UNIVERSITY

Research Associate and Graduate Research Assistant, Economics Dept, May 1989 – April 1992

- Research topics and projects included futures market and price analysis, hedging theory, and market analysis.
- Also completed occasional work as a consultant for outside firms includes market studies, surveys and financial analysis for corporate clients.

EDUCATION

IOWA STATE UNIVERSITY, Ames, Iowa

Master of Science 1991

Major: Agricultural Economics

Thesis: "Developing a Cash Settlement Price Index for Live Hog Futures"

Advisor: Prof. Marvin Hayenga

UNIVERSITY OF NEBRASKA, Lincoln, Nebraska

Bachelor of Science 1989
Major: Agricultural Economics
Advisor: Prof. James Kendrick

SELECT PUBLICATIONS

Articles in Academic Journals

Does the Jack of All Trades Hold the Winning Hand?: Comparing the role of specialized versus general skills in the returns to an agricultural degree.

Author(s): Artz, Gorgeanne M., Kevin L. Kimle and Peter F. Orazem
American Journal of Agricultural Economics. Volume 96, Issue 1, January 2014.

Rembrandt Enterprises, Broken Eggs

Author(s): Kevin L. Kimle
American Journal of Agricultural Economics, 2010; doi: 10.1093/ajae/aaq171.

Developing a Cash Settlement Price Index for Live Hog Futures

Author(s): Kevin L. Kimle, Marvin L. Hayenga
Journal of Futures Markets, May, 1994.

A Dynamic Minimum Variance Hedge

Author(s): Sergio H. Lence, Kevin L. Kimle, Marvin L. Hayenga
American Journal of Agricultural Economics, Vol. 75, 4, pp. 1063-1071, November, 1993.

Structural Change Among Agricultural Input Industries

Author(s): Kevin L. Kimle, Marvin L. Hayenga
Agribusiness: An International Journal, Vol. 9, 1, pp. 15-27, January, 1993.

Case Studies

A Case Study of Historic Entrepreneur John Deere

Author: Kevin Kimle
July 2023

A Case Study of Historic Entrepreneur Walt Disney

Author: Kevin Kimle
May 2023

A Case Study of Historic Entrepreneur Francis Cabot Lowell

Author: Kevin Kimle
April 2023

Grand View Beef

Author: Kevin Kimle
February 2023

Continuum Ag, LLC – Scaling a Business

Author: Kevin Kimle
September 2019

Resurrection of a Rural Business – Iowa Premium Beef

Author: Kevin Kimle
August 2019

The Entrepreneur's Ethic. Executive Teaching Short Case Series.
Author: Kevin Kimle
October 2017

The Student Entrepreneur – Going from Broke to Broke?
Author(s): Georgeanne Artz, Kevin Kimle
September 2014.

ScoutPro, LLC. Taking a Student Start-up to the Next Level
Author(s): Kevin Kimle, Michael D. Boehlje
Developed for Agribusiness Strategic Innovation event, October 31, 2012.

Farmers Cooperative Company, Allocating Capital to a Leading-Edge or Bleeding-Edge Project
Author(s): Kevin Kimle, Michael D. Boehlje
Developed for Agribusiness Strategic Innovation event, October 31, 2012.

Scaling Up From Smallholder Agriculture in China, North Branch River Vegetable Cooperative
Author(s): Kevin Kimle, Hongdong Guo
June 2012.

Lundberg Family Farms, Keeping it a Great Place to Work
Author(s): David Krog, Kevin Kimle
October 2011

Rembrandt Enterprises, Broken Eggs
Author(s): Kevin Kimle
October 2010

Sonoma County Winegrape Commission
Author(s): David Krog, Kevin Kimle
October 2010

Niman Ranch Pork, Where's the Bacon
Author(s): David Krog, Kevin Kimle
October 2010

Harvest Innovations, Inc., To Buy or Not to Buy
Author(s): Kevin Kimle, William Vincent
October 2010

The Reichert Celebration, Time for a Change?
Author(s): Josie Rudolphi, Kevin Kimle
October 2010

A Lender's Perspective on Two "Successful" Agricultural Producers
Author(s): Keri Jacobs, Kevin Kimle
October 2010

Augustine Tree Farm, Exit Strategy
Author(s): Dave Krog, Kevin Kimle
October 2010

Other Publications

Deployment of Risk Capital in Agriculture

Economics Technical Reports and White Papers. 42. 2020
https://lib.dr.iastate.edu/econ_reportspapers/42

Investors Look to Disrupt Agriculture

AgriMarketing magazine
March 2018

Building an Ecosystem for Agtech Startups

Economics Technical Reports and White Papers. 40. 2018.
https://lib.dr.iastate.edu/econ_reportspapers/40

Smallholder Aquaculture Opportunities in Ghana – A Business Model Analysis

Author(s): Kevin Kimle, Jackson Kimle, Joseph Sweeny.
Preliminary Report for Chemonics, September 2015.

Opportunities for US-China Investments in Agricultural Innovation and New Technologies

Author(s): Kevin Kimle.
Iowa State University Economics Department Working Paper # 14028, September 2014.
Paulson Papers on Investment, Agribusiness Series, Paulson Institute.

AgEdison

Blog
Launched 2011 - 2016

Social Entrepreneurship: An Overview Of a Public University Alumni Survey

Author(s): Kevin Kimle, Li Yu, Peter F. Orazem, Robert W. Jolly.
Iowa State University Economics Department Working Paper # 11024, December 2011

Does the Jack of All Trades Hold the Winning Hand?: Comparing the Role of Specialized Versus General Skills in the Returns to an Agricultural Degree

Author(s): Georgeanne Artz, Kevin Kimle, Peter F. Orazem
Iowa State University Economics Department Working Paper # 11021, November 2011

Latham Hi Tech Hybrids, Buying the Family Business

Author(s): Kevin Kimle
USASBE 2011 Conference Proceedings, January 2011, Pages 256-267.

Entrepreneurship and Higher Education: An Overview of the Iowa State University Alumni Survey

Author(s): Jolly, Robert W.; Yu, Li; Orazem, Peter; Kimle, Kevin
Iowa State University Economics Department Working Paper #10003, February 2010

Long Look Marketing

Author(s): Kevin Kimle
Weekly publication with commodity market and economic analysis, 2004 to 2008.

Bigger Plants, New Names

Author(s): Marvin L. Hayenga, Kevin Kimle
National Hog Farmer, Vol. 37, 9, pp. 12-18, August 15, 2004

Is Electronic Business Part of Your "Cheap Revolution?"

Author(s): Kevin Kimle *Seeds and Crops Digest*, vol.54 no.8, pp 19-20, January 28, 2004

Use of Standards and Information Technology Key to Food Safety

Author(s): Kevin Kimle

Trade Publication White Paper, October, 2001

Tearing down fences

Author(s): Kevin Kimle

Trade Publication White Paper, May, 2000

Implementation of Electronic Commodity Systems

Author(s): Kevin Kimle, David Krog

Paper for United Nations/FAO Conference, Lyons, France, June, 1999

Grain Industry 2000

Author(s): Kevin Kimle, David Krog, Tray Thomas

Multi-Client Study from Context Network, February 1997

Hybrid Corn Technology in Asia

Author(s): Roberto W. Ansaldo, Kevin L. Kimle

Regional Expert Consultation on Hybrid Seed Production, Development, and Security of Major Cereal Crops, May, Bangkok, Thailand, November 1993

Evolution of Producer/Packer Relationships

Author(s): Marvin L. Hayenga, Kevin Kimle

Proceedings of the Minnesota Swine Conference for Veterinarians University of Minnesota Veterinary Continuing Education and Extension
September 1992, pp. 341-344

Bigger Plants, New Names

Author(s): Marvin L. Hayenga, Kevin Kimle

National Hog Farmer, Vol. 37, No. 9, pp. 12-18
August 15, 1992

Agricultural Input and Processing Industries

Author(s): Kevin Kimle, Marvin L. Hayenga

RD-05, Iowa State University Agriculture and Home Economics Experiment Station and Cooperative Extension Service, 108 pages.
April, 1992

Changing Structure of the Beef Packing Industry

Author(s): Marvin L. Hayenga, Kevin Kimle

Iowa Cattle Industry: Vision for the Future, ISU Agricultural Experiment Station and Cooperative Extension Service
1992

Cash Settlement as an Alternative Settlement Mechanism for the Live Hog Futures Contract

Author(s): Kevin Kimle, Marvin L. Hayenga

Applied Commodity Price Analysis, Forecasting and Market Risk Management, Iowa State University
July 1, 1991

Fewer, Larger, Closer to Home

Author(s): Kevin Kimle, Marvin L. Hayenga

Beef, pp. 6-8
December 1, 1990

Packers: Fewer and Bigger
Author(s): Marvin L. Hayenga, Kevin Kimle
National Hog Farmer, pp. 22-25
November 15, 1990

Structural Changes in the Packing Industry
Author(s): Marvin L. Hayenga, Kevin Kimle
Update, Vol. 12, No. 2, pp. 3-6
Spring, 1990

SELECT PRESENTATIONS

Startup Stories from Agriculture That Are Mostly True
National Association of County Agriculture Agents Conference, Des Moines, Iowa
August 14, 2023

The Farmer Entrepreneur - Mindset for Innovation
2023 Farm Transitions Conference, Ames, Iowa
February 9, 2023

Entrepreneurship in Agriculture: Is Agriculture Different?
Iowa Veteran's Entrepreneurship Conference, Ames, Iowa
June 7, 2022

Back to the Future - Soil Health, Technology and the Future of Farming
Big Questions - Agriculture in the Future: Sustainability & Resilience, Jefferson, Iowa
August 24, 2021

Is Agriculture Innovative? Creating a More Innovative Agriculture
Minnesota Clean Water Council
June 21, 2021

Hypotheses About Innovation in Agriculture
AgDialogue webinar on innovation & agriculture
April 15, 2021

Building an Entrepreneurial Ecosystem
Ag Innovation Forum, Agricultural Business Council of Kansas City
February 18, 2021

Creation of an Investment Fund in a University Environment
Red Cidir International Conference on Innovation and Entrepreneurship
October 07, 2020

Startup Agriculture's Impact on Iowa's Economy
West Des Moines Chamber of Commerce
January 09, 2020

Agricultural Technology and Sustainability – A Hit or A Miss?
Digital Agro Conference

Parana, Brazil, June 13, 2019

The Disaggregation of Agriculture
Plug and Play Spring Summit
Mountain View, California, May 15, 2019

Innovation in Agriculture
Cultivate Conference
Fargo, North Dakota, November 15, 2018

The Entrepreneurial Mindset - Impacting Agriculture's Future
Farm and Agricultural Business Professional Conference
Curtiba, Brazil, March 17, 2018

Building an Ecosystem for Agtech Startups
Testimony before the U.S. House of Representatives Small Business Subcommittee on Agriculture,
Energy, and Trade
Washington, D.C., February 15, 2018

The Entrepreneurial Mindset - Impacting Agriculture's Future
Iowa Chapter ASFMRA Annual Meeting
Ames, Iowa, February 1, 2018

Megatrends Impacting the Seed Industry, Capitalizing on Turmoil
AgriGold Sales Managers Meeting
Agriliant Research, Boone, Iowa, February 1, 2017

Agricultural Entrepreneurship – A Supply-Side View
Prarie Crest Capital AgTech Summit
West Des Moines, Iowa, November 2, 2016

Megatrends Impacting Protein Consumption
Top Gun Forum
Des Moines, Iowa May 11, 2016

U.S. – China Agricultural Relationship – Innovation and Trade
National Agricultural Credit Committee
Federal Reserve Bank of Chicago, October 13, 2015

Leadership's Role in Spurring Innovation
Jensen Consulting Executive Roundtable
Ames, Iowa, October 08, 2015

Scouting, Seeding, & Structuring Experiential Projects with Businesses
Midwest Educators Forum on Entrepreneurship
June 25, 2015. Mason City, Iowa

A Contrarian's View of the Future of Agriculture
EntreFest
May 20, 2015. Iowa City, Iowa

The Entrepreneur's Ethic
Entrepreneurial Agribusiness Executive Conference
January 8, 2015. Ames, Iowa.

Investment Models for US-China Collaboration in Agricultural Innovation.
U.S.-China Joint Commission on Commerce and Trade Meetings.
December 17, 2014. Chicago, Illinois.

Business Model Innovation
Entrepreneurial Agribusiness Executive Conference
February 19, 2014. Ames, Iowa.

Opportunities in Agriculture
Iowa Finance Authority
November 19, 2013. Dubuque, Iowa.

Built to Last: Entrepreneurial Farms
Keri Jacobs, Kevin Kimle
Next Generation of Ag Executives Meeting, Monsanto, Inc.
August 14, 2013. Ames, Iowa.

Trends Impacting the Future of Agriculture
Kevin Kimle
Pioneer Hi-Bred, Field Education Lab Meeting
July 30, 2013. Boone, Iowa.

Entrepreneurial Ecosystems: How Does U.S. Agriculture Stack Up?
Kevin Kimle
Farm Foundation Roundtable
June 7, 2013. Ames, Iowa

Assimilation of disciplines, talents, and objectives
Kevin Kimle
Food By Design, Food By Choice, The Architecture, Aesthetics, and Socio-Economics of Food. An
Interdisciplinary Roundtable sponsored by the Center for Excellence in the Arts and Humanities. Iowa
State University.
April 4, 2013. Ames, Iowa.

Global Agricultural Entrepreneurship
Kevin Kimle
Presentation of the Center for Agricultural Entrepreneurship of the American Farm School.
Thursday, January 24, 2013. U.S. Embassy, Athens, Greece.

The Agricultural Entrepreneur
Kevin Kimle
Midwest Regional American Dairy Science Association - Student Affiliate Division
February 2, 2013. Ames, Iowa.

Innovation in a Cooperative Setting
Kevin Kimle
Iowa Institute for Cooperatives Managers and Directors Meetings
January 9 & 10, 2013. Coralville and Storm Lake, Iowa.

Agribusiness Strategic Innovation Roundtable
Kevin Kimle, Michael Boehlje
October 31, 2012, Ames, Iowa

Case Study Executive Session

Kevin Kimle
Murphy Brown Western Operations Leadership Institute
September 27, 2012. Ames, Iowa.

Invited Case Study Track Session Discussant

Kevin Kimle
AAEA Annual Meeting
August 13, 2012. Seattle, Washington

Opportunities for Agricultural Entrepreneurship Beyond Commodity Exports

Kevin Kimle
National Governor's Association Annual Meeting
July 14, 2012. Williamsburg, Virginia.

Scaling Up from Smallholder Agriculture in China, North Branch River Vegetable Cooperative

Kevin Kimle
IFAMA Annual Meeting, Harvard Style Case Study Invited Paper Session
June 11, 2012. Shanghai, China.

The Frontiers of Innovation and Opportunity in Agriculture

Kevin Kimle
Ag Ventures Alliance Annual Meeting
March 27, 2012. Clear Lake, Iowa.

The Farmer Entrepreneur

Kevin Kimle
Beginning Farmer Conference,. Ames, Iowa. February 11, 2012.

Building an Entrepreneurial Ecosystem

Kevin Kimle
Presented at Xtreme Strength Summit, Ames, Iowa, August 24, 2011.

POET – The Economics of Biomass Procurement: A Teaching Case

Kevin Kimle and Georgeanne Artz
Poster presented at the Agricultural & Applied Economics Association's annual meetings, Pittsburgh, PA, July 24-29, 2011.

Higher Education and agricultural careers: the relative importance of and returns to an agricultural major.

Georgeanne Artz, Kevin Kimle and Peter Orazem
Presented at the Agricultural & Applied Economics Association's annual meetings, Pittsburgh, PA, July 24-29, 2011.

Growing Iowa

Kevin Kimle
Ag-Urban Initiative. Ames, Iowa. March 24, 2011.

Thinking the Entrepreneurial Way and Leadership

Kevin Kimle
Iowa State Leadership Experience. Ames, Iowa. January 29, 2011.

Latham Hi Tech Hybrids, Buying the Family Business

Kevin Kimle
USASBE Annual Meeting. Invited paper for *Cases: Growth* session. Hilton Head, South Carolina.

January 16, 2011

Building Agricultural Capacity

Kevin Kimle

A presentation to Prime Minister Pinda's Special Forum on Agriculture. Mpanda, Tanzania.

January 7, 2011

It Starts with an Idea - Thinking the Entrepreneurial Way.

Kevin Kimle

A presentation to Iowa State University Extension. Extension Annual Meeting. October 21, 2010.

Rembrandt Enterprises, Broken Eggs

Kevin Kimle

AAEA Annual Meeting. Invited paper session featuring selected case studies.

July 27, 2010

The Agricultural Entrepreneurship Initiative at Iowa State University

Kevin Kimle

USASBE Annual Meeting. Outstanding Specialty Entrepreneurship Program Finalists.

January 16, 2010

The Future of Risk Management in Agriculture

Kevin Kimle

Iowa Farm Bureau Federation Board of Directors Meeting. June 7, 2007.

Making Money in a Volatile Grain Market

Kevin Kimle

Iowa Farm Bureau Annual Meeting. December 9, 2006

The Good, the Bad, and the Ugly in Electronic Commerce in Agriculture

Kevin Kimle

The Chicago Farmers Seminar. February 25, 2002

Electronic Commerce and Agriculture

Kevin Kimle

The Farm Foundation Summer Meeting, Sun Valley, Idaho. June 9, 2001

The role of the Internet in buying and selling attribute-specific grain and oilseeds

Kevin Kimle

Minnesota Crop Improvement Association Meeting. January 15, 2001.

The Internet and Local Cooperatives

Iowa Institute of Cooperatives Conference. June 27, 2000.

B2B Electronic Commerce in the Agrifood Industry

Kevin Kimle

B2B Venture Capital Conference, San Francisco, California. May 11, 2000.

Electronic Commerce Success

Kevin Kimle

National Conference on e-agriculture, Purdue University. October 26, 1999

Value in Agrifood B2B Electronic Commerce

Kevin Kimle

Ag Forum, CARD Conference, Ames, Iowa. July 20, 1999

End Use Markets for Grains and Oilseeds

Kevin Kimle

Penn State University Agricultural Forum, Harrisburg, Pennsylvania. December 7, 1994

COURSES TAUGHT

Economics 235/Introduction to Agricultural Markets

Fall 2009, Spring 2010, Spring 2011, Spring 2012

Economics 334/Entrepreneurship in Agriculture

Fall 2009, Spring 2010, Fall 2010, Spring 2011, Fall 2011, Spring 2012. Fall 2012, Spring 2013, Fall 2013, Spring 2014, Fall 2014, Spring 2015, Fall 2015, Spring 2016, Fall 2016, Spring 2017, Fall 2017, Spring 2018, Fall 2018, Spring 2019, Fall 2019, Spring 2020, Fall 2020, Spring 2021, Fall 2021, Spring 2022, Fall 2022, Spring 2023, Fall 2023.

Economics 234/Agricultural Small Business Management

Fall 2010, Fall 2011, Fall 2012, Fall 2013, Fall 2014, Fall 2015, Fall 2016, Fall 2017, Fall 2018, Fall 2019, Spring 2020, Fall 2020, Spring 2021, Fall 2021, Spring 2022, Fall 2022, Spring 2023.

Economics 495/Domestic Travel

Spring 2011, Fall 2014, Fall 2015, Spring 2017, Spring 2018, Spring 2020, Spring 2021, Fall 2022.

Economics 496/International Travel Course

Spring 2010, Spring 2013, Spring 2014, Spring 2015, Spring 2016, Spring 2018, Spring 2019, Spring 2023.

Economics 362/Applied Ethics in Agricultural Business

Fall 2023.

GRANTS AND FUNDRAISING

Fundraising from external sources to support the Agricultural Entrepreneurship Initiative, 2010 to present exceeds \$4 million.

Schulte Moore, L. (PD), T. Richard (Co-PD), Kevin Kimle and 32 Co-PIs. Consortium for Cultivating Human And Naturally reGenerative Enterprises (C-CHANGE). USDA NIFA. \$10 million. September 1, 2020 – August 30, 2025.

Co-Principal Investigator: Program for Study of Midwest Markets and Entrepreneurship. Charles Koch Foundation. \$3,230,289, December 2017.

Co-Principal Investigator: Economic Development ISU Startup Factory: A Commercialization Program to Support Innovations in Food Production, Food Safety and Food Products. \$492,081. Department of Commerce, Office of Innovation & Entrepreneurship RIS Program, i6 Challenge, December 2017.

Co-Principal Investigator: Developing a Research-Based Entrepreneurial Curriculum for Rural Firm Entry and Survival. \$500,000. Agriculture and Food Research Initiative (AFRI), December 2017.

Principal Investigator: Undergraduate Research on Entrepreneurship and Economic Policy. \$23,000. Charles Koch Foundation, November 2017.

Principal Investigator: Undergraduate Research on Entrepreneurship and Economic Policy. \$17,161. Charles Koch Foundation, August 2016.

Principal Investigator: Undergraduate Research on Entrepreneurship and Economic Policy. \$14,263. Charles Koch Foundation, December 2015.

Senior Personnel: USAID/Ghana Feed the Future Agriculture Policy Support Project. \$1,126,989. Chemonics International, Inc. RFP No. SOL-641-13-000005, 2014.

Principal Investigator: Undergraduate Research on Entrepreneurship and Economic Policy. \$10,000. Charles Koch Foundation, October 2014.

Principal Investigator: Free Enterprise Case Studies. \$6,500. Charles Koch Foundation, October 2013.

Co-Principal Investigator: Iowa Alliance for Cooperative Business Development. \$175,000. USDA-Rural Cooperative Development Grants, 2012.

Co-Principal Investigator: Iowa Alliance for Cooperative Business Development. \$225,000. USDA-Rural Cooperative Development Grants, 2011.

Co-Principal Investigator: Iowa Alliance for Cooperative Business Development. \$225,000. USDA-Rural Cooperative Development Grants, 2010.

Co-Principal Investigator: Preparing Current and Future Food and Agricultural Professionals for the U.S.- and Chinese-led Global Economy. \$149,878. USDA-NIFA, 2010.

PROFESSIONAL SERVICE

AAEA – Member, Agricultural and Applied Economics Association. 2009 – Present.

USASBE – Member, U.S. Association of Small Business and Entrepreneurship. 2009 – Present.

IFAMA – Member International Food and Agribusiness Management Association. 2009 – Present.

Strategic Advisory Board – Iowa Secretary of Agriculture Bill Northey. 2011 – 2018.

Search Committee Member – University of Nebraska Rural Futures Institute Director. January to May 2013.

Judge. 2010-11 3E Learning Competition. USASBE 2011 Conference. Hilton Head, South Carolina. January 15, 2011.

Judge. Student Case Study Competition. International Food and Agribusiness Management Annual Meeting. Boston, MA. June 20, 2010.

PARTNERSHIPS AND COLLABORATIONS

Led development of a professional development program for farm and agribusiness professionals from Brazil, *Business Beyond Boundaries*, 2017 – 2023.

Led development of a new agriculture startup development program, Ag Startup Engine, at the Iowa State University Research Park, 2016.

Led development of academic-year and summer internship programs with private sectors firms focused on entrepreneurial and innovation opportunities, primarily domestic opportunities but occasional opportunities abroad.

Led development of public/private partnerships since 2009 between ISU, multiple international universities, and agribusinesses for business development projects, technology commercialization, and new business incubation in Europe, South America, China and Africa.

Initiated an Incubator program that gives aspiring entrepreneurs the resources to make their visions a reality. The program provides coaching, mentoring, educational programming, access to subject matter experts and investors and other resources necessary for early-stage venture development. The Incubator framework used at the Agricultural Entrepreneurship Initiative has served as a model for programs at other universities and in countries outside the U.S.

Collaboration with Michael Boehlje, Purdue University, in creation of agribusiness executive programs. 2012, 2013.

Collaboration with OSI, an agribusiness firm, on a price risk management project involving the company's vertically integrated poultry production operations in China. 2012, 2013.

Collaborator with American Farm School/Perrotis College in Thessalonki, Greece in creation of its Center for Agricultural Entrepreneurship. 2012, 2013.

Collaborator with Sokoine University Graduate Entrepreneurs Cooperative (SUGECO) at Sokoine University of Agriculture in Morogoro, Tanzania. 2012, 2013.

HONORS

Ted Bair Pappajohn Center for Entrepreneurship Mentor Award. August 2020.

Iowa State University Award for Achievement in Economic Development in Iowa. September 2016.

Innovative Entrepreneurship Education Competition Winner. "VC Matrix" Classroom Exercise. United States Association of Small Business and Entrepreneurship Annual Meeting. Nashville, TN, January 15, 2010.

PATENT

USPTO Patent # 20050004809 - Method for electronically initiating and managing agricultural contracts. Issued 2007.