

# Curriculum Vita

## October, 2016

Timothy L. Cross  
UT Institute of Agriculture  
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### EDUCATION

<i>Degree</i>	<i>Major</i>	<i>Major Professor, Thesis Title</i>	<i>Institution, Location, Date</i>
Ph.D.	Agricultural and Resource Economics	Dr. Gregory Perry Estimation of Agricultural Machinery and Equipment Depreciation Patterns Using Flexible Functional Forms	Oregon State University Corvallis, Oregon 1991
M.S.	Agricultural Economics	Dr. Odell Walker Financial and Liquidity Management Strategies for a North Central Oklahoma Wheat and Livestock Farm	Oklahoma State University Stillwater, Oklahoma 1982
B.S.	Agricultural Economics		Oklahoma State University Stillwater, Oklahoma 1980

### PROFESSIONAL EXPERIENCE

#### **Interim Chancellor (September 2016-Present)** **University of Tennessee Institute of Agriculture**

Leadership for the Institute of Agriculture, including administration of academic programs, research programs, and outreach and engagement programs. Represents the Institute with key stakeholder groups, provides long term budget planning, assists in determining strategic directions, and collaborates as a member of the UT System to promote cooperative programs with other campuses and institutes.

**Dean (2008-2016), Associate Dean (2006-2008) and Assistant Dean (2001-2006)  
University of Tennessee, UT Extension**

Responsibilities include guiding all Extension specialists and agents to plan, develop, implement and evaluate educational programs in agriculture and resource development. Also responsible for establishing and maintaining programmatic partnerships with other units of the Institute and the University, external organizations, state and federal agencies, and other groups.

**Professor (1998-2001) and Associate Professor (1994-1998), Agricultural Economics  
University of Tennessee, Agricultural Extension Service**

Major responsibilities included developing and delivering educational programs concerning the economics of livestock management, animal waste management, forage production, and sustainable agriculture. Specific duties related to livestock, animal waste, and forage management included enterprise budgets, partial budgets, investment analysis, whole farm planning and analysis, and economics of resource management. Sustainable agriculture efforts focused on developing educational materials concerning the economics of sustainable practices and disseminating information to farm and non-farm audiences.

**Assistant Professor (1991-1994), Agricultural and Resource Economics  
Oregon State University**

This position was a joint appointment, 80% Extension and 20% resident instruction. Extension responsibilities were in the area of farm management, including crop and livestock enterprise budgets, machinery costs, labor management, farm information management, and economics of best management practices for improving water quality. Resident instruction duties included teaching introductory farm management and serving on undergraduate and graduate committees.

**Instructor (1983-1991), Agricultural and Resource Economics  
Oregon State University**

Coordinated computer activities for the Extension Service and conducted farm management programs in this position. Computer-related duties included selecting, acquiring, and installing computer hardware and software, and training county agents and specialists. Farm management duties included use of computer decision tools, enterprise budgets, and machinery costs analysis.

**Instructor (1982-1983), Department of Agriculture  
Fort Hays State University**

This appointment was 100% teaching and advising. Courses taught included farm management, agricultural economics, agricultural marketing, and agricultural policy. In addition, forty-five undergraduate students were advised; and agri-business management curriculum was developed.

## **LEADERSHIP HIGHLIGHTS**

### **Strategic Planning**

Established a statewide strategic planning team to lead the development of a 10-year strategic plan for UT Extension in 2009. Five goals were established to advance Tennessee through Extension educational programs. Listening sessions were conducted with employees and stakeholder groups statewide, and an online feedback instrument received more than 2,000 responses indicating future needs and priorities. One-time funds were budgeted for implementation of the plan, and 13 implementation teams were appointed. Selected accomplishments of the teams include:

- Launch of an initiative to increase visibility of UT Extension statewide, which coincided with new UTIA branding. A robust marketing toolkit was developed to provide Extension Week plans, logos, guidelines, training, templates, and many more tools for use by Faculty, Agents, and Staff;
- Development of a 3-part program called Building Exceptionally Skilled Teachers (BEST) to improve the quality of presentations and professionalism by Faculty and Agents, with the program delivered through online modules and face-to-face meetings and coaching;
- Implementation of a peer mentor program for all newly hired Extension agents, to assist them in performing their duties and improving retention of young professionals;
- Development of a county director training program to meet the needs of agents who assume administrative duties as county directors by increasing competencies and performance; enhancing job satisfaction; and establishing consistent leadership and direction among county directors; and
- Supporting a healthy lifestyles team to encourage all employees to exercise, eat well, and achieve balanced lives.

### **Organizational Change**

Since 2008, several significant organizational changes have been accomplished in an open and transparent manner. Input, feedback, and direct involvement of internal and external stakeholders has resulted in support for the changes with minimal disruption of ongoing programs.

The most significant organizational change was a new staffing plan for UT Extension. In FY08-FY10, the budget for Extension was reduced by \$5.4 million due to the recession. Extension agents and clientele were asked to prioritize staffing in our county offices, and criteria were established to guide the new staffing plan. A total of 60 positions were eliminated at the county, regional and state levels. Most reductions were through vacancies generated as a result of an incentivized retirement program, but 19 individuals were required to move in order to achieve the new staffing model. During the reorganization, numerous meetings and conversations were held with state and local leaders, agricultural leaders, and Extension agents and specialists to solicit input and feedback about the reorganization. Three regional teams were appointed to make recommendations of the number of agents in each county in their region, reflecting the needs in their communities and program areas.

The consolidation of the state 4-H office with the Department of Agricultural Leadership, Education, and Communication (ALEC) was accomplished in 2014 following 18 months of planning, discussion, and departmental meetings. The joint unit now offers faculty status to qualified members of both 4-H and ALEC, and it provides an opportunity to mesh field programs for positive youth development with classroom-based agricultural education programs. Joint faculty positions have been created, and the faculty and Extension specialists are partnering to develop new curriculum, apply for extramural funding, and offer leadership and communications training for Agricultural teachers and Extension agents.

### **Partnerships**

Partnerships with other organizations have contributed to new programs and the leverage of existing resources. Each partnership has typically been supported by the development of a contract or memorandum of understanding that specifies the responsibilities, benefits, and costs of all parties.

Beginning in 1997, UT Extension agents were tasked with making animal cruelty investigations to determine probable cause. These cases increased in frequency and severity, with more than 1,000 cases being investigated annually by 2010. Working closely with the Tennessee Department of Agriculture (TDA), the Tennessee Farm Bureau, and our state elected officials, the livestock cruelty legislation was changed in 2016 to remove UT Extension from these responsibilities, and require TDA to conduct livestock cruelty investigations statewide. This change was only possible through a strong, positive relationship with all parties, and it has resulted in improved morale and personal safety of Extension employees who can once again focus on education and support the needs of livestock owners.

Tennessee State University (TSU) is a significant partner for UTIA, and especially UT Extension. This partnership is guided by a detailed memorandum of understanding (renewed and revised most recently in 2011) that outlines responsibilities of each partner and clarifies the support to be provided for joint activities. A monthly meeting with both UT and TSU state and regional staff has been held to assess past programs and plan for future collaborative efforts. TSU has increased county staff from 13 agents to 50 agents, and this increase effectively offset the staffing reductions required due to the budget reductions at UT. A joint UT/TSU Extension Advisory Council meets twice annually to obtain feedback from stakeholders and guide future directions. Frequent communication, honesty, and respect are the keys to this positive relationship with TSU.

Two multi-state, tenure-track specialist positions were created with the University of Kentucky to conduct research and education for dark-fired tobacco growers in Western Kentucky and Middle Tennessee, as well as burley tobacco growers in Central and Eastern Tennessee and Kentucky. The two joint positions are responsible to the Department of Agronomy at the University of Kentucky and the Department of Plant Sciences at UT. Each position is located at a regional research and education facility: one is in Princeton, Kentucky and the other is in Springfield, Tennessee. One position is 25% UT Extension and 75% University of Kentucky, and the other position is 25% University of Kentucky and 75% UT Extension and AgResearch, with expenses divided according to these percentages among the two institutions including

salary, benefits, and operating funds. Benefits have included timely programs that are relevant to growers in both states, reduced travel expenses, and expanded educational programs and applied research specifically for dark-fired and burley tobacco growers.

### **Budget Management**

Decreasing federal funds combined with flat state funding have resulted in the need to diversify the funding base for UT Extension. Three primary strategies to diversify have been grant and contract funding, gifts, and fee-based programming. Growth has occurred in funding from each of these strategies, and significant opportunities still exist to enhance these sources of support.

Grants and contracts for Extension programs at the state level totaled \$10.8 million in FY09. Total grant and contract funds in FY16 were \$14.2 million, representing an increase of about 30%. Support for grants and contracts has been provided through identification of funding possibilities, promotion of an incentive program for faculty and specialists receiving grants and contracts which include salary and benefits, support for an integrated office of sponsored programs for all grant and contract forms, procedures and policies, and encouragement of faculty to pursue external funds for educational programs.

Encouraging and supporting gift support has been an important growth strategy, both in the short term and (through planned gifts) for the long run. Endowment funds for UT Extension have increased from \$15 million in FY09 to \$20 million in FY16, a 33% increase. This growth reflects the positive results of a reorganization in the Office of Advancement to include regional staff, a more engaged 4-H Foundation Board of Directors and Executive Director, and new advancement programs such as the Commodities for Communities program in which farmers donate grain to a county UT Extension endowment fund. Annual endowment fund earnings are now approximately \$1 million annually, supporting a wide range of state, regional and county programs.

Another strategy for diversification has been charging fees for specific programs and materials to recover direct costs of program delivery. Policies were established to guide the implementation of fees at the state and county level. A summary report was presented for discussion to all staff, and components of the plan are being implemented. Progress to date includes revision (with University Audit approval) of county financial guidelines to address issues related to collection and administration of fees, establishment of one deposit account for each county office, establishment of one conference account for each department, University administration approval of increased carryover of fee-based revenues, development of new fee-based programs, development of an e-commerce tool for online purchases and conference registrations, and monthly newsletter articles over a one-year period to guide staff in the establishment and collection of fees.

### **Facilities Management**

Effective management of facilities is essential to a productive workforce and delivery of quality programs. In 2008, after making a personal visit and tour, a decision was made to close the Buford Ellington 4-H Center in Milan, TN which had been in operation since 1952. The decision

was based on considerable deferred maintenance issues and the inability to generate sufficient fees to recover the costs of operating the center. Support for this decision by West Tennessee stakeholders and volunteer leaders was generated through numerous meetings, phone calls, and other direct contacts. While there was a willingness to support the closure of the 4-H Center, there was also a strong expectation of replacement of the facility with a more suitable facility in the future. 4-H youth who had been assigned to camp at Milan were reassigned to the 4-H Center in Columbia, necessitating a change in youth who camped in Columbia to move to the Center in Crossville, which in turn required a move of youth from Crossville to the camp in Greeneville. The Milan closure truly led to a statewide impact.

Following the end of the recession, a vision committee was appointed in late 2010 to establish the characteristics and site criteria for a new 4-H Center facility in West Tennessee. The committee made visits to successful facilities in other states, developed criteria for a new site in West Tennessee, and then solicited sites from throughout the West Tennessee area, receiving 19 possible locations of interest. A site review committee was appointed next to review the applications, identify a pool of 3 top sites, visit the finalists, and recommend a location for a new 4-H Center. Lone Oaks Farm emerged as the top site according to the committee's criteria, at a cost of \$15.9 million. Public meetings and tours at Lone Oaks Farm were conducted to increase awareness and support among the public, 4-H members and volunteers, university leaders, and key elected officials. The site was recommended for funding by UT, THEC and Governor Haslam in the FY15 budget which was subsequently approved by the legislature. The property was acquired in December, 2015. The new facility is now staffed, youth and adult events and conferences are being hosted, and fund raising is underway. A master plan is the next step for development of the property. Two planned gifts of \$1 million each have been obtained, and about \$5 million in gifts and pledges have been received for capital construction.

### **Advisory, Board, and Committee Responsibilities**

Service with various state, regional, and national groups has resulted in professional growth and development, enhanced programming for Tennessee, and contributions to the Land Grant and Cooperative Extension system. Major advisory responsibilities and service are summarized below.

- Governor's Rural Task Force, member, and facilitator for Health Committee, 2015 - 2016.
- National Women in Agriculture Advisory Council, 2015 - present.
- National Extension Committee on Policy, 2014 - present.
- APLU Board on Ag Assembly, Policy Board of Directors, 2013 - 2015.
- University of Tennessee Board of Trustees, Research, Outreach and Economic Development Committee, Non-Voting Member, 2008 - present.

- National Impact Database Committee, Joint Committee of the Extension Committee on Policy and the Experiment Station Committee on Policy, 2013 - present.
- National Council for Food and Agricultural Research, ECOP representative, 2013 - 2016.
- University of Tennessee Compensation Advisory Board, 2010 - present.
- Tennessee State Fair, Executive Committee, Representing UTIA, 2009 - present.
- University of Tennessee, Academic Outreach Council, representing Extension, Outreach and Continuing Education, 2004 - 2009.
- Tennessee Valley Fair, Executive Committee, representing UT Extension, 2004 - present.

### **Leadership Development**

Participation in four formal leadership development programs has contributed to professional growth, especially related to communication, personnel management, and collaborative problem solving. A brief description of each program follows.

Food Systems Leadership Institute: Development of upper-level leaders in higher education, government, and industry to prepare them to meet the leadership challenges and opportunities of the future. Objectives of the three-year program include enhancement of leadership skills, development of new skills for organizational change, and broadened understanding of food systems topics (including health and nutrition, food production and supply chains, and the environment), 2007 - 2009.

Southeast Natural Resource Leadership Institute: The purpose of this program was to develop leaders throughout the Southeast who can help groups involved in contentious natural resources issues move beyond conflict toward consensus building and collaborative problem solving. The 2004 program consisted of two, three-day workshops with a mix of mini-lectures, experiential role-plays and exercises, stakeholder panel discussions about specific environmental “hot” topics, and field trips.

National Extension Leadership Development program: A two-year program designed for Extension professionals, the NELD program consisted of four, one-week seminars and one, two-week international experience. The seminars focused on leadership theory and practice, organizational renewal and development, partnerships and collaborations, challenges and choices in a global age, and leadership models in democracy. The program was conducted from January 2003 to October 2004.

University of Tennessee Leadership Institute: This one-week institute is offered to UT employees and addresses leadership issues and styles, organizational change, team building, partnerships, and communication. February 2001.

## CREATIVE AND SCHOLARLY WORK

### *Invited Presentations*

*Invited presentations since 2008 are shown below. A comprehensive list is contained in Appendix B.*

“National Impact Database Committee Progress Report.” National Extension Directors and Administrators Annual Meeting, St. Louis, MO, October 12, 2015.

“Impact Reporting.” National Extension and Research Administrative Officers’ Conference, San Diego, CA, May 5, 2015.

“Reporting Extension Impacts.” University of Kentucky Cooperative Extension Administrative Retreat, Lexington, KY, October 21, 2014.

“Cooperative Extension and the Next 100 Years.” Knapp Keynote Seminar, American Association of Agricultural Education National Conference, Salt Lake City, UT, May 21, 2014.

“Strengthening Extension Advisory Leaders, Panel Discussion.” National Online Webinar, May 20, 2013.

“Transforming Communities: Local, Regional and Global.” Smithsonian Festival, Washington, D.C., June 27, 2012.

“2010 eXtension Progress Review.” National Extension Directors and Administrators Meeting, Phoenix, AZ, March 15, 2010.

“Achieving Extension Excellence.” University of Illinois County Director Conference, Urbana-Champaign, Illinois, November 12, 2009.

“What is Cooperative Extension Doing for Agriculture?” USDA National Agricultural Research, Extension, Education and Economics Advisory Committee, Washington, D.C., October 29, 2009.

“Transition to a Bioeconomy: Role of Extension in Energy.” Farm Foundation National Meeting, Little Rock, Arkansas, July 2, 2009.

“Extension Responses to Drought.” Tennessee Farm Bureau Kick-Off Meetings in Jackson, Cookeville, Nashville, Chattanooga, and Greeneville, January 2008.



## **New Programs Implemented**

Provided leadership as a faculty member to several new programs supporting Extension, Research, and Teaching. Obtaining grants, conducting research projects, and developing teaching tools have been the primary results of these efforts. In all cases, grants awarded augmented ongoing programs.

### ***Extension Program Grants***

Cross, Tim. Tennessee Agricultural Enhancement Program Project Evaluation, Funding Source: Tennessee Department of Agriculture, \$40,000 awarded, February 2006.

Thompson, Sharon, Development and Delivery of an Agricultural Vulnerability Assessment Training Course. Funding Source: Office of Domestic Preparedness, \$2.0 million awarded, \$20,800 provided for Extension program contributions, November 2005.

Cross, Tim, Emmit Rawls and John McKissick. "Improved Beef Cattle Production, Management, and Marketing Systems Analysis." Funding source: USDA Fund for Rural America, \$200,000 awarded, December 1997.

Cross, Tim. "Using Farm Family Case Studies to Teach Sustainable Agriculture." Funding source: Southern Region SARE/ACE Program, \$146,630 awarded, April 1995.

Cross, Tim and Clark Garland. "Dairy Systems Manual and Training." Funding source: Southern Region SARE/ACE Program, \$90,000 awarded, July 1994.

Cross, Tim, in cooperation with 10 Western States co-investigators. "Total Resource Budgeting of LISA Farm Enterprises." Funding Source: Western Region LISA Program, \$130,000 awarded for total project, 1989.

Cross, Tim. Faculty Development Grant. Funding Source: Oregon State University Extension Service, \$2,000 awarded, 1988.

### ***Research Grants and Projects***

Stalder, Ken J., Tim Cross, and Craig Darroch. "Effect of Pen Density on the Performance of Market Hogs and Net Returns of Totally Slotted and Partially Slotted Floored Facilities." Tennessee Agricultural Experiment Station Research Project, 1999-2000.

McLemore, Dan, William Backus, Emmit Rawls, and Tim Cross. "Evaluation of Alternative Backgrounding Systems for Retained Ownership of Tennessee Beef Calves." Tennessee Agricultural Experiment Station Research Project, 1997-2000.

Warkentin, Benno, Ron Miner, et. al. "A Project to Collect Scientific Data and to Provide Evaluation and Recommendations for Alternative Pollution Control Strategies for the Tualatin River Basin." Funding source: Oregon Department of Environmental Quality,

\$250,000 awarded, 1992-1994. Responsible for evaluating impacts of agricultural best management practices.

Cross, Tim and Frank Conklin. "Economic and Nutritional Assessment of Feeding Grass Straw to Livestock." Funding Source: Oregon Agricultural Research Foundation, \$5,600 awarded, 1992-1994.

Cross, Tim. "Economic Evaluation of Agricultural Practices to Improve Water Quality." Funding Source: Ontario Hydrologic Unit Area, \$5,000 awarded, 1992-1993.

Mason, Robert and Tim Cross. "Impact of the Immigration Reform and Control Act of 1986 on Four Oregon Crops." Funding source: National Commission on Agricultural Workers, \$55,000 awarded, 1990-1992.

Cross, Tim. "Farm Information Systems." Regional Research Project, NC-191, participant and Oregon representative, 1988-1994, Tennessee representative 1994-1997.

### ***Advising Graduate Students***

Chelsea Rose, M.S. committee member, Agricultural Leadership, Education and Communication, 2013-2014.

Ryan King, M.S. committee member, Agricultural Leadership, Education and Communication, 2011-2012.

Sam Jackson, Ph.D. committee member, Forestry, Wildlife and Fisheries, 2003-2005.

Adam Daugherty, M.S. committee member, Agricultural and Bioresource Engineering, 1999-2001.

Gary Hawkins, Ph.D. committee member, Agricultural and Bioresource Engineering, 1998-2000.

German Arguelles, M.S. committee member, Agricultural Economics and Rural Sociology, 1998-1999.

OSU Graduate council representative, 1 Ph.D. and 2 M.S. students

OSU Departmental committee member, 2 Ph.D. and 1 M.S. student

OSU Major professor, 1 M.S. student

### ***Teaching Experience***

<u>Course Number and Description</u>	<u>Date</u>	<u>Students</u>	<u>Institution</u>
AREc 211 Management in Agriculture	Spring 1993	42	OSU
AREc 211 Management in Agriculture	Fall 1993	50	OSU
AREc 211 Management in Agriculture	Fall 1992	55	OSU
AREc 211 Management in Agriculture	Fall 1991	70	OSU
AREc 581 Computer Applications	Fall 1986	16	OSU
in Agricultural Research	Fall 1985	17	OSU
AGRI 311 Farm Management	Spring 1983	42	FHSU
AGRI 314 Agricultural Economics	Spring 1983	32	FHSU
	Fall 1982	38	FHSU
AGRI 321 Agricultural Law	Spring 1983	21	FHSU
AGRI 410 Agricultural Finance	Fall 1982	35	FHSU
AGRI 211 Marketing Farm Products	Fall 1982	35	FHSU

### **Publications**

Numerous Extension and Research publications have been authored and co-authored. Many of these publications were the result of multi-disciplinary efforts involving animal scientists, veterinarians, plant and soil scientists, agricultural engineers, and horticulture specialists.

#### ***Books and Book Chapters***

Cross, Tim, Robert Mason, and Luis Caraballo. "Chapter 11: IRCA and Oregon Agriculture," in Immigration Reform and U.S. Agriculture, ed. Philip L. Martin, University of California, Davis, (1995).

Lane, Ronald J., and Timothy L. Cross. Spreadsheet Applications for Animal Nutrition and Feeding. Reston, Virginia: Reston Publishing Company, (1985). 301p.

#### ***Journal Articles***

Rose, C., Stephens, C. A., Stripling, C., Cross, T., Sanok, D. E., & Brawner, S. (2016). The Benefits of FFA membership as part of agricultural education. *Journal of Agricultural Education*, 57(2), 33-45. doi: 10.5032/jae.2016.02033

Stalder, Kenneth J., R. Curt Lacy, Timothy L. Cross, and Glenn E. Conatser. "Financial Impact of Average Parity of Culled Females in a Breed-to-Wean Swine Operation Using Replacement Gilt Net Present Value Analysis." *Journal of Swine Health and Production*, 11(March/April 2003): 69-74.

Doye, Damona, Robert Jolly, Rob Hornbaker, Tim Cross, Robert King, William Lazarus, and Anthony Yeboah. "Case Studies of Farmers' Use of Information Systems." *Review of Agricultural Economics*, 22(Fall/Winter 2000): 566-585.

Stalder, K.J., R.C. Lacy, T.L. Cross, G.E Conatser, and C.S. Darroch. "Net Present Value Analysis of Sow Longevity and the Economic Sensitivity of Net Present Value to Changes in Production, Market Price, Feed Cost, and Replacement Gilt Costs in a Farrow-to-Finish Operation." *The Professional Animal Scientist*, 16(April 2000): 33-40.

Cross, Timothy L. and Gregory M. Perry. "Remaining Value Functions for Farm Equipment," *Applied Engineering in Agriculture*, 12(September 1996): 547-553.

Cross, Timothy L. and Gregory M. Perry. "An Analysis of Depreciation Patterns for Agricultural Machinery." *American Journal of Agricultural Economics*, 77(February 1995): 194-204.

Cross, Timothy L. and Carole Frank Nuckton. "Testing for Disequilibrium in the Hired Farm Labor Market: Comment." *American Journal of Agricultural Economics*, 75 (November 1993): 1073-1074.

Cross, Timothy L. "AgVenture: The Farming Strategy Game." *Journal of Natural Resources and Life Sciences Education*, 22(Fall 1993): 103-107.

Cross, Tim L., Randy R. Mills, and Carl O'Connor. "Pooling Resources for Small-Producer Profits." *Journal of Extension*, (Fall 1990): 14-16.

### ***Extension Service Publications and Articles in Trade Publications***

*Author or Co-Author of 41 peer-reviewed Extension publications and 19 articles in trade publications. A comprehensive list is contained in Appendix C.*

### ***Experiment Station Publications***

Doye, Damona, Robert Jolly, Robert Hornbaker, Tim Cross, Robert King, William Lazarus, Anthony Yeboah, and Ed Rister. "Farm Information Systems: Their Development and Use in Decision Making." North Central Regional Research Publication No. 345, Iowa State University, (August 2000), 73p.

Cross, Tim L., Robert Coats, Stephen Ford, and Herb Hinman. "Allocating Preproductive Costs for Multi Year Enterprises." In "Commodity Costs and Returns Handbook," A Report of the AAEA Task Force on Commodity Costs and Returns, American Agricultural Economics Association, (July 1998), pp10-1 to 10-36.

King, R.P., T.L. Cross, C.L. Dobbins, and E.I. Fuller. "Lessons Learned from Farm Information System Workshops." In "Farm Level Information Systems," edited by Ruud B.M. Huirne, Stephen B. Harsh, and Aalt A. Dijkhuizen, Conference Proceedings, Wageningen Agricultural University, The Netherlands, (1995), pp 237-256.

- Cross, Timothy L., and William A. Amponsah. "Information Systems for Fruit, Vegetable, Nursery, and Specialty Crop Farms." In "Adoption and Use of Farm Information Systems," edited by Marvin T. Batte, North Central Regional Research Publication 339, Ohio Agricultural Research and Development Center, (1995), pp 47-56.
- Cross, Timothy L. and Mary Wood. "Estimated Costs of Reducing Nonpoint Phosphorus Loads From Agricultural Land in the Tualatin Basin, Oregon," Report Number 9, Tualatin River Basin Water Resources Management, Oregon Water Resources Research Institute Publication, (August 1995), 31p.
- Turner, Brenda, Frank Conklin, Tim DelCurto, Diane Carroll, and Tim Cross. "Feeding Oregon's Grass Straw to Livestock; Economic & Nutritional Considerations," Oregon Experiment Station Special Report 952, (July 1995), 61p.
- Cross, Timothy L., Robert P. King, Craig L. Dobbins, and Earl I. Fuller. "Information Management for Your Farm." North Central Regional Publication 337, Station Bulletin 604-1994, Minnesota Agricultural Experiment Station, (December 1994), 38p.
- Mason, Robert and Tim Cross. "Labor Demand, Recruitment and Worker Retention of the 1992 Caneberry Harvest Workforce." Special Report 929, (August 1993).
- Mason, Robert and Tim Cross. "Labor Demand, Productivity and Recruitment Methods for Harvesting the 1992 Strawberry Crop." Special Report 928, (October 1993), 22p.
- Cross, Timothy L. and Clark F. Seavert. "A Case Study in Agricultural Labor: Tree Fruit Production in Oregon's Hood River Valley." Special Report 927, (August 1993), 36 p.
- Mason, Robert, Timothy Cross, and Carole Nuckton. "IRCA and Oregon Agricultural Industries." Special Report 910, (April 1993), 81p.
- Mason, Robert, Tim Cross, and David Thomas. "Labor Demand and Productivity Estimates for the 1990 Caneberry Harvest Work Force." Special Report 889, (February 1992), 20p.
- Mason, Robert, Tim Cross, and David Thomas. "Labor Demand, Productivity and Overhead Cost Estimates for Harvesting the 1990 Strawberry Crop." Special Report 886, (January 1992), 25p.
- Cross, Tim and Robert Mason. "Field Sanitation Costs for Willamette Valley Grass Seed Producers," Circular of Information 703, (April 1989), 31p.
- Cross, Tim. "Custom Rates for Oregon Agriculture, 1988." Special Report 835, (February 1989), 10p.

### *Papers and Posters Presented at Professional Meetings*

“Tennessee’s Economic Development Initiative: Building Stronger Communities.” Selected Poster Presented at the Benchmarking University Accomplishments Conference, East Lansing, Michigan, (May 23-24, 2005).

Daugherty, A.S., R.T. Burns, T.L. Cross, D.R. Raman, and G.F. Grandle. “Liquid Waste Transport and Land Application Cost Comparisons Considering Herd Size, Transport Distance, and Nitrogen versus Phosphorus Application Rates.” American Society of Agricultural Engineers Annual International Meeting, Sacramento, California, (July 30-August 1, 2001).

Cross, Tim and Clyde Lane. “Introduction to THE *Beef Cattle* fIRM.” Presented at the Cow/calf Record-Keeping Software Workshop, SAAS Joint Session, Animal Science and Agricultural Economics, Southern Agricultural Economics Association Annual Meeting, Fort Worth, Texas, (January 30-31, 2001).

Hawkins, G.L., D.R. Raman, R.T. Burns, R.E. Yoder, and T.L. Cross. “Reducing Dairy Lagoon Organic Loading Rates with High-Rate Anaerobic Digesters.” In Proceedings, The Eighth International Symposium on Animal, Agricultural and Food Processing Wastes, Des Moines, Iowa, (October 9-11, 2000).

Perrin, David and Tim Cross. “Developing Management and Leadership Skills to Improve Dairy Life.” Poster Presentation, National Association of County Agricultural Agents Annual Meeting and Professional Improvement Conference, Jackson, Mississippi, (August 6-10, 2000).

Gerloff, Delton and Tim Cross. *Soybean Systems*. Using Decision Support Systems to Improve Crop Choices under Freedom to Farm, Free Session, American Agricultural Economics Association Annual Meeting, Tampa, Florida, (August 1, 2000).

Gerloff, Delton, Rebecca Bowling, and Tim Cross. *Soybean Systems: A Risk Management Educational Program*. National Risk Management Education Meeting, St. Louis, Missouri, (June 6, 2000).

Doye, Damona, Robert Jolly, Rob Hornbaker, Tim Cross, and Anthony Yeboah. *Case Studies of Farmer’s Use of Farm Information Systems*. Southern Rural Sociological Association Annual Meeting, Lexington, Kentucky, (February 2, 2000).

Cross, Tim and Korina Wilbert. *Pathways to Success: Tips for Funding, Managing, and Producing a Cooperative Multi-Media Project with Video, Print, and Internet Elements*. Agricultural Communicators in Education/National Extension Technology Committee Joint Annual Meeting, Knoxville, Tennessee, (June 15, 1999).

- Stalder, Ken, Curt Lacy, Tim Cross, and Glenn Conatser. *How Old is Old Enough? The Value of Longevity in the Sowherd*. National Swine Registry's Stages Roundtable 10<sup>th</sup> Annual Meeting, West Lafayette, Indiana, (March 25, 1999).
- Doye, Damona, Robert Jolly, Rob Hornbaker, Tim Cross, Robert P. King, William Lazarus, and Anthony Yeboah. *Case Studies of Farmers' Use of Farm Information Systems*. Southern Agricultural Economics Association Annual Meeting. Memphis, Tennessee, (January 31-February 3, 1999).
- Cross, Tim and Becky Bowling. *Machinery Cost Calculator: A Tool to Estimate Farm Machinery and Equipment Costs*. Southern Agricultural Economics Association Annual Meeting. Memphis, Tennessee, (January 31-February 3, 1999).
- Cross, T., R. Bowling, C. Garland, S. Isaacs, J. McAllister, and D. Perrin. *Sustainable Dairy Systems Manual and Software*. Seventh International Conference, Computers in Agriculture, Orlando, Florida, (October 26-30, 1998).
- Gill, W.W., D.K. Joines, J.B. Neel, C.D. Lane, Jr., G.E. Bates, T.L. Cross, and D.G. Meadows. *Decision '97: A Beef/Forage Management Model for Recognizing and Responding to Extra-Programming Needs of Extension Beef Producer Clientele*. Southern Ag Workers Meeting, Little Rock, Arkansas, (February 1-4, 1998).
- Amaral-Phillips, D., R. Bowling, J. Bernard, D. Perrin, T. Cross, J. Henning, and G. Heersche. *UT-UK Sustainable Dairy Systems Manual (SDSM) and Database - Feeding Systems for Cows and Heifers*. American Dairy Science Association Annual Meeting. University of Guelph, Guelph, Ontario, (June 22-25, 1997).
- McAllister, A.J., S. Isaacs, R. Bowling, D. Perrin, T. Cross, C. Garland, D. Hunter, and R. Sliger. *UT-UK Sustainable Dairy Systems Manual (SDSM) and Database - SARE/ACE Total Systems Models*. American Dairy Science Association Annual Meeting. University of Guelph, Guelph, Ontario, (June 22-25, 1997).
- Cross, Tim, Rob Holland and Korina Wilbert. "Farm Families Benefit from Sustainable Agriculture." Poster Presentation, National Association of County Agricultural Agents Annual Meeting and Professional Improvement Conference, Nashville, Tennessee, (September 1-5, 1996).
- Garland, Clark, Rebecca Bowling, Tim Cross, David Hunter, Steve Isaacs, and David Perrin. "Sustainable Dairy Systems Manual and Training." Poster Presentation, National Association of County Agricultural Agents Annual Meeting and Professional Improvement Conference, Nashville, Tennessee, (September 1-5, 1996).

- Isaacs, Steve, Jimmy Henning, Tim Cross, and Clark Garland. "The Forage Subsystem in a Sustainable Dairy Systems Manual." Poster Presentation, American Forage and Grassland Council Annual Meeting, Vancouver, British Columbia, Canada, (June 14, 1996).
- Gill, Warren W. and Tim L. Cross. *Economic Analysis of Sheep Production in Tennessee, 1996*. Paper presented at Animal Science Meeting, Southern Association of Agricultural Scientists, Greensboro, North Carolina, (February 5, 1996).
- Cross, Timothy L. and Gregory M. Perry. *Estimated Remaining Value Functions for Farm Equipment*. Paper No. 941517, Presented at 1994 ASAE International Winter Meeting, Atlanta, Georgia, (December 13, 1994).
- Cross, Timothy L. *Protocol Proposal: Case Studies of Farm Information Adoption and Use*. 1994 Annual Meeting of NC-191, Farm Information Systems, St. Paul, Minnesota, (May 13, 1994).
- King, Robert, Tim Cross, Craig Dobbins, and Earl Fuller. *Lessons Learned from Workshops on Farm Information Systems*. Invited Paper, 9th International Farm Management Congress, Budapest, Hungary, (July 1993).
- King, Robert, Tim Cross, Craig Dobbins, and Earl Fuller. *Lessons Learned from Workshops on Farm Information Systems*. Invited Paper, Farm Level Information Systems International Conference, Zeist, The Netherlands, (May 1993).
- Cross, Tim, Robert Mason, and Luis Caraballo. *IRCA and Oregon Agriculture*. Presented at WRCC-76 Conference on Immigration Reform and U.S. Agriculture, Washington, D.C., (March 1993).
- King, Robert, Tim Cross, Craig Dobbins, and Earl Fuller. *Workshops for Identifying Farm Information System Needs*. In Proceedings, 4th International Congress for Computer Technology in Agriculture, (June 1992).
- Cross, Tim. *AgVenture: The Farming Strategy Game*. In Proceedings, 4th International Conference on Computers in Agricultural Extension Programs, Orlando, Florida, (February 1992).
- King, Robert P. and Tim L. Cross, *Software Characteristics and Software Price: A Hedonic Pricing Model for Accounting Software*. 1991 Annual Meeting of NC-191, Farm Information Systems, (May 1991).
- Cross, Tim. *Vineyard Establishment Costs*. Proceedings of the 1990 Oregon Horticultural Society Annual Meeting, (January 1990).
- Cross, Tim L. *Understanding Microcomputers*. Proceedings of the 1988 Oregon Horticultural Society Annual Meeting, (January 1988).



- Cross, Tim. *1234H: Development of a Management Tool*. Selected paper, International Conference on Computers in Agricultural Extension Programs, Orlando, Florida, (February 1986).
- Cross, Tim. *Communicating with Computers*. Proceedings of the 1986 Lower Columbia Dairy Shortcourse, Portland, Oregon, (January 1986).
- Cross, Tim. *Selecting Agricultural Software*. Proceedings of the 1985 Oregon Haygrowers Association Hay and Forage Conference, Klamath Falls, Oregon, (February 1985).
- Cross, Tim. *Use of Microcomputers in Orchard Production and Management*. Proceedings of the 1984 Oregon Horticultural Society, Portland, Oregon, (February 1984).
- Cross, Tim L. and Odell L. Walker. *An Analysis of Banker and Farmer Credit Rationing on Stocker Cattle Decisions*. Selected paper, Southern Agricultural Economics Association annual meeting, Atlanta, Georgia, (February 7-8, 1983).

## **QUALITY OF TEACHING**

### ***Extension Training Sessions***

*Training sessions taught since 2000 are shown below. A comprehensive list is contained in Appendix D.*

- “Beef Systems Software.” Area Specialists - Farm Management Training, McMinnville, Tennessee, (May 15-18, 2001).
- “A Review of the U.S. and Tennessee Farm Economy” and “Machinery Sharing Agreements.” Western District Agent Training Session, Jackson, Tennessee, (November 9, 2000).
- “Tobacco Irrigation: Does it Pay?” and “Beef Systems Analysis Software” and “Introduction to the Windows Version of THE FIRM.” Management and Marketing Staff Workshop, Crossville, Tennessee, (November 6-8, 2000).
- “Forage Production Costs” and “MaxQ Cost Analysis.” Smoky Mountain District Agent Training Session, Greeneville, Tennessee, (November 3, 2000).
- “Feeder Cattle Production, Is it Time for a Change?” Central District Agent Training Session, Nashville, Tennessee, (October 31, 2000).
- “Tobacco Irrigation: Does it Pay?” Upper Cumberland Agent Training and Planning Session, Erin, Tennessee, (September 27-28, 2000).

## ***Effectiveness of Teaching***

Written evaluations of inservice teaching have been consistently positive. Summaries of several inservice training presentations taught as a faculty member are shown below. Most presentations relied upon problems, applications, and hands-on experience as part of the teaching. Quality visual aids and innovative delivery methods have been used whenever possible.

Date	Presentation	Audience	Attributes Evaluated	Score	Scale
10/13/99	Forages, Livestock, and Machinery Management Update	Area Specialists	Overall Session	9.1	1=poor, 10=great
10/18/99	Farm Management	New Agents	Computer Decision Aids, Livestock	4.17	1=poor, 5=excellent
11/19/99	Beef Systems Software	Agents	Subject Matter Usefulness Instruction	4.18 4.09 4.09	1=poor, 5=excellent
11/19/99	Machinery Cost Calculator	Agents	Subject Matter Usefulness Instruction	4.27 4.36 4.09	1=poor, 5=excellent
4/18/00	Evaluating Cow/Calf Performance	Farmers	Knowledge Presentation Style Professionalism	4.9 4.9 4.8 4.9	1=low, 5=high
04/26/00	Irrigation System Cost Analysis	Area Specialists	Overall Session	9.2	1=poor, 10=great
5/25/00	Whole Farm Planning and BMP's	Farmers, NRCS Staff	Overall Session Usefulness	3.59 45%	1=poor, 4=excellent % of audience rating topic as most useful

## ***Professional Development in Teaching***

Credentialing Training for First Responders to Agricultural Disasters, Knoxville, Tennessee, (January 12, 2005).

Tennessee Association of Agricultural Agents and Specialists, Annual Conference and Professional Improvement Program, Fall Creek Falls State Park, Tennessee, (April 18-20, 2000).

Tennessee Association of Agricultural Agents and Specialists, Annual Conference and Professional Improvement Program, Clarksville, Tennessee, (April 21-23, 1999).

Interactive Television Training, Planning and Conducting Video Conferences for Program Development Meetings and Other Group Planning Meetings, Knoxville, Tennessee, (June 16, 1998).

Tennessee Association of Agricultural Agents and Specialists, Professional Development Conference, Chapel Hill, Tennessee, (April 23-25, 1997).

National Association of County Agricultural Agents, Annual Meeting and Professional Improvement Conference, Nashville, Tennessee, (September 1-2, 1996).

Tennessee Association of Agricultural Agents & Specialists, Professional Development Conference, Knoxville, Tennessee, (April 24-26, 1996).

Crop Insurance Reform, National Extension Specialists Workshop, Kansas City, Missouri, (October 1994).

PLANETOR 2.0 National Training Session, Minneapolis, Minnesota, (August 1994).

National College of Agriculture Teaching Workshop, Fort Collins, Colorado, (September 25-27, 1992).

National Aquaculture Curriculum Inservice Training Program, Raleigh, North Carolina, (August 1992).

Agricultural Labor and Personnel Management Workshop, Napa, California, (March 1991).

Western Low Input Sustainable Agriculture Workshop, San Francisco, California, (October 1990).

AAEA Extension Pre-Conference: Using Management Technology, Vancouver, British Columbia, Canada, (August 1990).

California Agricultural Computing Conference & Trade Show, Fresno, California, (March 1987)

### ***Extension Farm Management and Computer Presentations***

*From 1983 to 2001, delivered 205 presentations to Extension audiences in Tennessee and Oregon. Details of these presentations are contained in Appendix E. Sessions ranged from 30 minute discussions to 8-hour workshops. Multi-state and multi-county meetings were conducted in most cases. All county meetings were conducted in cooperation with local county Extension agents. Many presentations were made in cooperation with other specialists and subject matter experts, often from other disciplines. Enterprise budgets served as foundation materials for many Oregon farm management presentations, and a list of 46 enterprise budgets developed and authored or co-authored is included in Appendix F.*

## **SERVICE**

### ***University Committees***

University of Tennessee Strategic Plan Implementation Team, Goal 3: Outreach and Engagement, 2014 - present.

Carnegie Foundation Community Engagement Classification, Co-Chair, University of Tennessee Knoxville-Area campuses, 2013 - 2015.

Compensation Advisory Board, Vice Chair and UTIA Representative, 2010 - present.

University of Tennessee Advocacy Council, 2011 - 2015.

University of Tennessee Strategic Planning Initiative, service on Continuing Education Subcommittee, Research Productivity and Facilities Subcommittee, and Interdisciplinary Disciplinary Directions Subcommittee, 2007 - 2009.

Associate Deans for Research Committee, University of Tennessee Knoxville, 2005 - 2008.

Chancellor's Academic Outreach Council, 2004 - 2009.

University of Tennessee Economic Development Initiative, 2004 - 2007.

### ***Institute and College Committees***

Department Head and Professor, Agricultural Economics, Search Committee Chair, 2007 - 2008.

Dean Search Committee, College of Agricultural Sciences and Natural Resources, member, 2007.

Institute of Agriculture Space Committee, member, 2006 - 2008.

Transition Team for New Extension Regions, April - August 2004.

Outstanding New Extension Worker Award Selection Committee, Chair, October 2002 and October 2005.

Beef Initiative Planning Team, Institute of Agriculture, August 2000 – present.

Search Committee, Institute of Agriculture Information Technology Coordinator, 1999 - 2000.

Information Technology Task Force, Agricultural Extension Service, 1999.

Lancaster/Sunbelt Expo Southeastern Farmer of the Year, Tennessee Nominee Selection Committee, Chair, 1998 - 2000.

Faculty Counselor to the President, Institute of Agriculture Representative, 1997 - 1998.

Beef Industry Study Team, Report to the Council on Agriculture and Forestry, 1995.

Martin Experiment Station Swine and Feed-Grains Research Program Study Team,  
Agricultural Experiment Station, University of Tennessee, 1994.

Extension Ad Hoc Committee on Land Use Policy, Oregon State University, 1993 - 1994.

Associate Dean of Agriculture Search Committee, Oregon State University, 1993 - 1994.

College of Agricultural Sciences Computer Applications Committee (CASCAC),  
Oregon State University, 1984 - 1986.

Campus Coordinator, Western Computer Consortium, 1985 – 1986.

### ***Departmental Committees***

CPR Committee, Dr. George Grandle, 2001.

CPR Committee, Dr. Emmit Rawls, 2001.

Search Committee, Extension Specialist position, 2001.

CPR Committee, Chair, Dr. George Smith, 2000.

Search Committee, Agricultural Economics Department Head, 2000.

Search Committee, Specialist Position, October-November 1997.

Mentor to Mrs. Becky Bowling, September 1997 - 2000.

Integrated Management and Marketing Training Program Planning Committee, 1997.

Search Committee, Extension Assistant Position, August-September 1996.

Section Web Site Committee, 1996 - 2000.

Search-Screen Committee, Jackson Specialist Position, October 1995 - March 1996.

Level III Inservice Training Update Program Committee, Co-Chair, Agricultural Economics and  
Resource Development, 1995 - 1997.

Outstanding Masters Thesis Selection Committee, Chair, Department of Agricultural and  
Resource Economics, Oregon State University, 1993 - 1994.

Outreach Committee, Department of Agricultural and Resource Economics,  
Oregon State University, 1993 - 1994.

Nye Computer Lab Committee, Chair, Department of Agricultural and Resource Economics,  
Oregon State University, 1991.

Undergraduate Committee, Department of Agricultural and Resource Economics,  
Oregon State University, 1991 - 1993.

### ***Student Organization Advising***

Withycombe Block and Bridle Club, Oregon State University, 1989 - 1994.

Rodeo Club, Fort Hays State University, 1982 - 1983.

### ***Foreign Assignments and Experience***

Zagreb, Croatia, March 16-22, 2013. Tour and Establishment of MOU to support joint  
International Programs with Agrokor, International.

Beijing, China and Hong Kong, February 29-March 15, 2003. International component of  
National Extension Leadership Development Program.

Budapest, Hungary, July 11-17, 1993. Presented an invited paper at the 9<sup>th</sup> International Farm  
Management Congress.

Zeist, The Netherlands, May 10-14, 1993. Participated in an international conference, Farm  
Level Information Systems, and presented an invited paper.

Sanaa, North Yemen, December 1-23, 1985. Served as a computer systems analyst for the  
Ministry of Agriculture and other project units in a project funded by the Consortium for  
International Development.

## **PROFESSIONAL SERVICE AND AWARDS**

### ***Membership in Professional Organizations***

National Association of Extension Family and Consumer Sciences, 2009 - present.  
National Association of Extension 4-H Agents, 2002 - present.  
Tennessee Pork Producers Association, 1996 - present.  
Southern Agricultural Economics Association, 1995 - 2001.  
National Association of County Agricultural Agents, 1994 - present.  
Tennessee Association of Agricultural Agents & Specialists, 1994 - present.  
Tennessee Cattleman's Association, 1994 - present.  
Tennessee Forage and Grassland Council, 1994 - present.  
American Agricultural Economics Association, 1990 - 2001.  
Oregon Society of Farm Managers and Rural Appraisers, 1985 - 1994.

### ***National Panels and Committees***

National Impact Database Committee, Co-Chair, 2014 - present.  
Extension Committee on Policy, 2013 - 2016.  
APLU Board on Ag Assembly, Policy Board of Directors, 2011 - 2016.  
Extension Committee on Policy, Budget and Legislative Committee, 2010 - 2013.  
United States Department of Agriculture, Cooperative States Research, Extension, and Education Services, National Review Team, West Virginia University Agriculture and Natural Resources Extension Programs, May 2007.  
National eXtension Review Panel, Chair, 2009, and Program Leader Representative for Southern Region Extension Directors, 2006 - 2008.  
United States Department of Agriculture, Advisory Committee on Beginning Farmers and Ranchers, 1999 - 2002.  
United States Department of Agriculture, Small Business Innovation Research Program, Marketing and Trade Panel and Topic Manager, 1998 - 2000.  
United States Department of Agriculture, Small Business Innovation Research Program, reviewer, 1997 - present.

### ***Offices Held and Committee Assignments***

Selected Paper Reviewer, American Agricultural Economics Association Annual Meeting, 2001.  
Selected Poster Reviewer, American Agricultural Economics Association Annual Meeting, 2000.  
Board Member, Specialist District, Tennessee Association of Agricultural Agents and Specialists, 1999 - 2001.  
Awards Committee, Gamma Sigma Delta, 1999.  
Vice-President, Epsilon Sigma Phi, 1998 - 2000.  
Machinery Management Committee, PM 43, American Society of Agricultural Engineers, 1997 - 2007.  
Convention Planning Committee, Tennessee Pork Producers Association, 1997.  
Selected Paper Reviewer, American Agricultural Economics Association Annual Meeting, 1997.

Vice-President, District VI, TAAA&S, 1996 - 1997.  
Registration Chair, District VI Planning Committee, TAAA&S Annual Conference Program,  
1996 - 1997.  
CSRS/ARS Grass Seed Research Special Grant, Technical Advisory Committee, 1993 - 1994.  
Farm Information Systems, NC-191, Chair, 1997-present and Secretary, 1993 - 1996.  
American Agricultural Economics Association National Task Force on Commodity Costs and  
Returns Measurement Methods, Sub-Committee Chair, Multi-Year Establishment Costs,  
1991 - 1993.  
National Extension/Federal Crop Insurance Corporation Advisory Council, 1991 - 1995.

### ***Promotion Dossiers Reviewed***

David Anderson, Texas A&M University, Department of Agricultural Economics, July 2007.  
Bill Braunworth, Oregon State University, Department of Horticulture, November 2005.  
Darrin Walenta, Oregon State University Extension Service, Sherman County, November 2005.  
Donna Amaral-Phillips, University of Kentucky, Department of Animal Sciences,  
September 2005.  
Keith Diem, Clemson University, Department of Parks, Recreation and Tourism Management,  
December 2004.  
Don Horneck, Oregon State University, Department of Crop and Soil Science, November 2004.  
Jose Pena, Texas A&M University, Department of Agricultural Economics, December 2003.  
Bob Pawelek, Oregon State University, Agricultural Economics Department, November 2003.  
Sandy Macnab, Oregon State University, Department of Crop and Soil Science, December 2002.

### ***Honorary Societies***

Epsilon Sigma Phi, 1996 - present.  
Gamma Sigma Delta, 1994 - present.

### ***Honors and Awards***

Administrative Leadership Award, Epsilon Sigma Phi National Honorary Fraternity,  
September, 2013.  
Twenty Five Years of Service Award, Tennessee Association of Extension 4-H Workers,  
May 2009.  
Meritorious Service Award, Epsilon Sigma Phi, 2008.  
Distinguished Service Award, National Association of Extension 4-H Agents, October 2007.  
Institute of Agriculture Team Award, Gamma Sigma Delta, Agriculture and Food Vulnerability  
Assessment Program Project Team, 2007.  
Distinguished Service Award, Tennessee Association of Agricultural Agents and Specialists,  
2006.  
Meritorious Service Award, Specialist Region, Epsilon Sigma Phi National Honorary Extension  
Fraternity, 2005.  
Dutch and Marilee Cavender Award for Best Educational Publication, University of Tennessee  
Institute of Agriculture, 2001.



First Place Poster, National Association of County Agricultural Agents Association, Annual Meeting, 2000.  
Outstanding Young Agent Award, Tennessee Association of Agricultural Agents and Specialists, 2000.  
Outstanding Swine Extension Award, Tennessee Pork Producers Association, 2000.  
State Team Award, Dairy Systems Team, Epsilon Sigma Phi National Honorary Extension Fraternity, 1998.  
State Mid-Career Award, Epsilon Sigma Phi National Honorary Extension Fraternity, 1998.  
State Winner, Video Tape Category Communications Award, "Opportunities for Communities and Farm Families." Tennessee Association of Agricultural Agents and Specialists, 1998.  
Outstanding Extension Program Group Award, "Managing for Today's Cattle Market and Beyond." Western Agricultural Economics Association, 1997.  
Distinguished Extension Program Group Award, "Managing for Today's Cattle Market and Beyond." American Agricultural Economics Association, 1997.  
Dutch and Marilee Cavender Award for Best Educational Publication, University of Tennessee Institute of Agriculture, 1997.  
Oregon State University Extension Search for Excellence Award, 1996.  
First Place Poster, National Association of County Agricultural Agents Association Annual Meeting, 1996.  
Certificate of Leadership, Agri-21 Farming Systems, 1996.

### ***Community Service and Activities***

Riverdale Community Fair, livestock exhibit, 2005 - 2010.  
Riverdale Baptist Church, 2001 - present.  
East Tennessee Agribusiness Authority Board, 2002 - 2008.  
Coach, AYSO Youth Soccer League, 2000 and Assistant Coach, 1996.  
Children enrolled in Knox County 4-H Sheep and Horse Projects, 1996 - 2015.  
Finance Committee and Youth Discipleship Leader, Ebenezer Baptist Church, 1998 - 2001.  
Landscaping Committee, Chilhowee Intermediate School, Knoxville, Tennessee 1997 - 2000.  
Farm Field Trip Coordinator, Sunnyview Primary School, Knoxville, Tennessee 1996 - 2001.  
Polk County, Oregon Rural Fire Department, Volunteer Firefighter, 1990 - 1994.

# **APPENDICES**

## ***APPENDIX A***

### **PROFESSIONAL IMPROVEMENT**

- Food Systems Leadership Institute, 2007 - 2009.
- Funding Research and Extension to Assure the Future of U.S. Agricultural Competitiveness,  
Panel Chair, Farm Foundation National Meeting, Washington, D.C., March 14, 2007.
- Southeast Natural Resources Leadership Institute, 2004.
- National Extension Leadership Development Program, 2003 - 2004.
- University Leadership Series (four, half-day seminars), Knoxville, Tennessee,  
November-December 2002.
- University of Tennessee Leadership Institute, Sevierville, Tennessee, February 18-23, 2001.
- Extension Staff Development Conference, Celebrating Traditions and Transitions,  
Franklin, Tennessee, December 11-14, 2000.
- American Agricultural Economics Association Annual Meeting, Tampa, Florida,  
July 30 - August 2, 2000.
- Southern Agricultural Economics Association Annual Meeting, Lexington, Kentucky,  
January 31 - February 2, 2000.
- Specialist Staff Conference, Facing Our Future: Programming Decisions, Knoxville, Tennessee,  
November 23, 1999.
- American Agricultural Economics Association Annual Meeting, Nashville, Tennessee,  
August 8-10, 1999.
- Southern Agricultural Economics Association Annual Meeting, Memphis, Tennessee,  
February 1-3, 1999.
- Extension Staff Development Conference, The Internet: The World at Your Fingertips,  
Knoxville, Tennessee, November 20, 1997.
- American Agricultural Economics Association Annual Meeting, San Antonio, Texas,  
July 28-30, 1996.
- Southern Extension Farm Management Committee, Gatlinburg, Tennessee, June 17-19, 1996.
- Tennessee Farm Bureau Federation Annual Convention, Nashville, Tennessee, Dec. 4, 1995.

Extension Staff Development Conference: Mapping the Future, Knoxville, Tennessee,  
November 30, 1995.

Southern Agricultural Economics Association Annual Meeting, New Orleans, Louisiana,  
January 29 - February 1, 1995.

Extension Annual Conference, Knoxville, Tennessee, November 14-17, 1994.

Southern Regional Agricultural Outlook Conference, Atlanta, Georgia, September 26-27, 1994.

Extension Annual Conference, Corvallis, Oregon, December 6-9, 1993.

Extension Annual Conference, Corvallis, Oregon, November 30 - December 3, 1992.

American Agricultural Economics Association Annual Meeting,  
Vancouver, British Columbia, Canada, August 5-8, 1990.

Western Extension Farm Management Committee, Tucson, Arizona, January 2-5, 1989.

Western Extension Farm Management Committee, Tucson, Arizona, January 3-6, 1987.

Western Extension Farm Management Committee, Asilomar, California, January 13-15, 1985.

Western Extension Farm Management Committee, Honolulu, Hawaii, January 10-13, 1984.

American Agricultural Economics Association Annual Meeting, West Lafayette, Indiana,  
July 31 - August 3, 1983.

Southern Agricultural Economics Association Annual Meeting, Atlanta, Georgia,  
February 6-9, 1983.

## ***APPENDIX B***

### **INVITED PRESENTATIONS**

- “National Impact Database Committee Progress Report.” National Extension Directors and Administrators Annual Meeting, St. Louis, MO, October 12, 2015.
- “Impact Reporting.” National Extension and Research Administrative Officers’ Conference, San Diego, CA, May 5, 2015.
- “Reporting Extension Impacts.” University of Kentucky Cooperative Extension Administrative Retreat, Lexington, KY, October 21, 2014.
- “Cooperative Extension and the Next 100 Years.” Knapp Keynote Seminar, American Association of Agricultural Education National Conference, Salt Lake City, UT, May 21, 2014.
- “Strengthening Extension Advisory Leaders, Panel Discussion.” National Online Webinar, May 20, 2013.
- “Transforming Communities: Local, Regional and Global.” Smithsonian Festival, Washington, D.C., June 27, 2012.
- “2010 eXtension Progress Review.” National Extension Directors and Administrators Meeting, Phoenix, AZ, March 15, 2010.
- “Achieving Extension Excellence.” University of Illinois County Director Conference, Urbana-Champaign, Illinois, November 12, 2009.
- “What is Cooperative Extension Doing for Agriculture?” USDA National Agricultural Research, Extension, Education and Economics Advisory Committee, Washington, D.C., October 29, 2009.
- “Transition to a Bioeconomy: Role of Extension in Energy.” Farm Foundation National Meeting, Little Rock, Arkansas, July 2, 2009.
- “Extension Responses to Drought.” Tennessee Farm Bureau Kick-Off Meetings in Jackson, Cookeville, Nashville, Chattanooga, and Greeneville, Tennessee, January 2008.
- “Dealing with Drought.” University of Tennessee Institute of Agriculture Development Board, Knoxville, Tennessee, November 3, 2007.

- “Non-Traditional Funding.” National Extension Workshop, Poultry Science Association Annual Meeting, Auburn University, July 31, 2005.
- “Expectations for Use of Technology in Your Extension Program.” National Youth Horse Leaders’ Symposium, American Youth Horse Council, Dallas, Texas, February 21, 2004.
- “Expectations for Use of Technology in Your Extension Program.” National Youth Horse Leaders’ Symposium, American Youth Horse Council, Dallas, Texas, February 21, 2004.
- “Agri-Security.” Young Leaders Conference, Tennessee Farm Bureau and the Tennessee Council of Cooperatives, Nashville, Tennessee, February 1, 2004.
- “Global Issues and Challenges: China.” AgStar Leadership Program for Tomorrow’s Agricultural Leaders, Jackson, Tennessee, January 26, 2004.
- “Alternative Revenue Sources for Extension.” Joint meeting, Southern Extension Farm Management, Marketing, and Policy Committees, Charleston, South Carolina, June 22-25, 2003.
- “Economics of Novel Endophyte Tall Fescue.” Alabama Forage and Grassland Conference, Cullman, Alabama, December 13, 2001.
- “Current and Future Directions for Extension Agriculture Programs.” Tennessee Farm Bureau Annual Board Meeting, Knoxville, Tennessee, October 25, 2001.
- “Evaluating Forage Production Using the Beef Systems Software.” Tennessee Forage and Grasslands Council Annual Meeting, Nashville, Tennessee, November 9, 2001.
- “Managing Costs of Production Using Beef Systems Software.” Philip Morris Agricultural Leadership Development Program, Nashville, Tennessee, March 6, 2001.
- “Forage Production Costs” and “MaxQ Cost Analysis.” Tennessee Cattlemen’s Association Annual Meeting and Convention, Cookeville, Tennessee, October 26, 2000.
- “Economics of Purchasing Hay Instead of Producing Hay.” Tennessee Forage and Grasslands Council Annual Meeting, Nashville, Tennessee, November 5, 1999.
- “Changes in the Livestock Industry.” Region 2 Managers Conference, Tennessee Farmers’ Cooperative, Lewisburg, Tennessee, October 12, 1999.
- “Forces Driving Changes in the U.S. Livestock Industry.” 43<sup>rd</sup> Annual Livestock Insect Workers Conference, Chattanooga, Tennessee, June 27, 1999.
- “Managing Change in Agriculture.” Mid-Central Section of the National Society of Accountants for Cooperatives, Annual Meeting, Gatlinburg, Tennessee, June 25, 1999.

- “Managing for the Future.” Western North Carolina Area Beef Cattle Conference and Waynesville Performance Tested Bull Sale, Waynesville, North Carolina, March 7, 1998.
- “Computers, Farm Record Keeping, and the Internet.” Tennessee Farm Bureau 1998 Young Farmers and Homemakers Leadership Conference, Lebanon, Tennessee, February 27-28, 1998.
- “Economics of Winter Feeding Alternatives.” Tennessee Sheep Producers Conference, Crossville, Tennessee, December 6, 1997.
- “Sustainable Dairy Systems Analysis of Manure Management.” Southern Region Water and Environmental Programming: What Works!, Tulsa, Oklahoma, April 7, 1997.
- “Assessing Your Farm’s Financial Status.” Tennessee Cattlemen’s Association Annual Convention, Nashville, Tennessee, November 23, 1996.
- “Improving Farm Profitability and Efficiency.” Joint meeting of the Institute of Agriculture Development Board and Agricultural Steering Committee for the 21st Century Campaign, Knoxville, Tennessee, November 16, 1996.
- “Economics of Sheep Production Management Practices.” Tennessee Sheep Producers Conference, Crossville, Tennessee, November 2, 1996.
- “Improving Pork Producers Management Information Systems.” National Pork Producers Council, Swine Extension Educators Meeting, Des Moines, Iowa, September 3-5, 1996.
- “Maintaining Financial Competitiveness.” Tennessee Pork Producers Association Annual Meeting, Murfreesboro, Tennessee, January 12, 1996.
- “Economic Analysis of Sheep Production in Tennessee.” 1995 Tennessee Sheep Producers Conference, Knoxville, Tennessee, December 9, 1995.
- "The Present and Future: Opportunities and Challenges in the Sheep Industry." 1994 Tennessee Sheep Producers Conference, Knoxville, Tennessee, December 9, 1994.
- "Estimated Costs to Establish Permanent Plantings Crops." American Society of Farm Manager and Rural Appraisers, Seminar on Permanent Plantings, Salem, Oregon, January 31, 1994.
- "Estimated Establishment Costs for Blueberries and Red Raspberries." Western Washington Horticultural Association Annual Meeting, Tacoma, Washington, January 6, 1994.
- "The Economics of Oregon Agriculture," Farm Bureau Summer Agriculture Institute, Corvallis, Oregon, June 22, 1993.

- "Water Quality Issues in the Tualatin Basin." Oregon Society of Farm Managers and Rural Appraisers Annual Meeting, Hillsboro, Oregon, May 21, 1993.
- "Seasonal Agricultural Labor Trends in the Pacific Northwest." U.S. Department of Labor Conference: Migrant and Seasonal Farmworkers, Portland, Oregon, January 21, 1992.
- "Enterprise Cost Analysis for Perennial Ryegrass and Tall Fescue Seed." Oregon Society of Farm Managers and Rural Appraisers Fall Mtg., Albany, Oregon, October 25, 1991.
- "Enterprise Cost Analysis for Crops in the Klamath Basin." Oregon Society of Farm Managers and Rural Appraisers Spring Meeting, Klamath Falls, Oregon, May 31, 1991.
- "Performing Whole-Farm Environmental and Economic Analysis." Soil Conservation Service West States Economists' Workshop, Portland, Oregon, May 16, 1991.
- "Agricultural Labor Publications." Oregon Employment Division Inservice Training, Bend, Oregon, February 27, 1991.
- "Agricultural Labor Publications." Oregon Employment Division Inservice Training, Gresham, Oregon, February 20, 1991.
- "Profits in Sheep Production." Oregon Sheep Growers Association 1990 Sheep Gathering and Symposium, Cottage Grove, Oregon, June 21, 1990.
- "Grass Seed Production Costs." Oregon Farm Bureau Summer Agriculture Institute, Tangent, Oregon, June 18, 1990.
- "Winegrape Establishment Costs." Oregon Horticulture Society Annual Meeting, Portland, Oregon, January 30, 1990.
- "Enterprise Budgets for Vegetable Production." North Willamette Valley Fresh Market Vegetable Growers Annual Meeting, Portland, Oregon, January 17, 1990.
- "Agricultural Labor Issues." Willamette Valley Processed Vegetable Growers Annual Meeting, Portland, Oregon, December 19, 1989.
- "Field Sanitation Costs for Willamette Valley Grass Seed Growers." Oregon Seed Growers League Annual Meeting, Portland, Oregon, December 11, 1989.
- "Farm Machinery Economics." Oregon Farm Bureau Summer Agriculture Institute, Albany, Oregon, June 22, 1989.
- "Costs of Production for Vegetables in the Willamette Valley." Oregon Society of Farm Managers and Rural Appraisers, Fall Meeting, October 14, 1988.



- "Enterprise Budgeting and Accounting." Datasphere Computers, Inc., Annual Meeting, Portland, Oregon, March 18, 1988.
- "Market Structure in Oregon's Sheep Industry." Oregon Sheep Growers Association Annual Meeting, Bend, Oregon, December 5, 1987.
- "Enterprise Cost Studies, Computerized Analysis." Oregon Haygrowers Association Annual Meeting, Klamath Falls, Oregon, February 22, 1985.
- "Computers in Farm Management." Oregon Stone Fruit Growers Annual Meeting, Rickreall, Oregon, February 11, 1985.
- "Computer Update." Oregon Haygrowers Association Annual Meeting, Bend, Oregon, February 17, 1984.
- "Database Management for Oyster Breeders." Oyster Breeders of the Pacific Northwest, Astoria, Oregon, November 29, 1983.
- "Using Spreadsheets for Ranch Management." National Cattlemen's Association Meeting, Denver, Colorado, September 25-26, 1983.

## *APPENDIX C*

### **EXTENSION PUBLICATIONS AND TRADE ARTICLES**

#### *Extension Publications*

- Smallidge, Peter, Jimmy Henning, Clint Rusk, Tim Cross, and James Green. Report of the USDA CSREES National Review of the West Virginia University Extension Agriculture and Natural Resources Division, (May 2007), 41p.
- Buchanan, John R. and Tim L. Cross. "Irrigation Cost Analysis Handbook." PB 1721, (December 2002), 24p.
- Cross, Timothy L. and Rebecca G. Bowling. "Tennessee Forage Budgets." PB 1658, (October 2000), 66p.
- Holland, Rob, John Buchanan, Tom Samples, and Tim Cross. "Commercial Tall Fescue-Kentucky Bluegrass Sod Production in Tennessee." PB 1649, (August 2000), 20p.
- Cross, Tim. "Marketing Hay in Tennessee." PB 1638, (November 1999), 7p.
- Lacy, Curt, Tim Cross, Glenn Conatser, Ken Stalder, and Emmit Rawls. "Economic Analysis of Contract Hog Finishing." PB 1614, (February 1999), 10p.
- Cross, Timothy L., Malcolm Broome, Monroe Rasnake, and Korina Wilbert. "Pathway to Success: Practical Solutions for Family Farms." Facilitator's Guide and Video Series, (January 1998), 45p.
- Isaacs, Steve, Rebecca Bowling, Tim Cross, Clark Garland, David Hunter, Jack McAllister, David Perrin, and Robert Sliger. *Sustainable Dairy Systems Manual*. "Chapter 12: Selected Systems," (August 1997), 27p.
- Taraba, Joe, Rebecca Bowling, Robert Burns, Tim Cross, Steve Isaacs, and Mike Williams. *Sustainable Dairy Systems Manual*. "Chapter 10: Manure Management," (August 1997), 97p.
- Cross, Tim, Gary Bates, Rebecca Bowling, and Jimmy Henning. *Sustainable Dairy Systems Manual*. "Chapter 7: Forage Production," (August 1997), 99p.
- Cross, Tim. "Should I Sell My Cow Herd?" In *Managing for Today's Cattle Market and Beyond Notebook*, (August 1996), 4p.
- Hughes, Harlan, Tim Cross and Lee Meyer. "Assessing the Economic Status of Your Beef Cow Herd." In *Managing for Today's Cattle Market and Beyond Notebook*, (August 1996), 4p.

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## ***APPENDIX D***

### **EXTENSION TRAINING SESSIONS**

- “Beef Systems Software.” Area Specialists - Farm Management Training, McMinnville, Tennessee, May 15-18, 2001.
- “A Review of the U.S. and Tennessee Farm Economy” and “Machinery Sharing Agreements.” Western District Agent Training Session, Jackson, Tennessee, November 9, 2000.
- “Tobacco Irrigation: Does it Pay?” and “Beef Systems Analysis Software” and “Introduction to the Windows Version of THE FIRM.” Management and Marketing Staff Workshop, Crossville, Tennessee, November 6-8, 2000.
- “Forage Production Costs” and “MaxQ Cost Analysis.” Smoky Mountain District Agent Training Session, Greeneville, Tennessee, November 3, 2000.
- “Feeder Cattle Production, Is it Time for a Change?” Central District Agent Training Session, Nashville, Tennessee, October 31, 2000.
- “Tobacco Irrigation: Does it Pay?” Upper Cumberland Agent Training and Planning Session, Erin, Tennessee, September 27-28, 2000.
- “Using the Beef Cattle Management and Marketing System Software.” Agricultural Economics and Resource Development Agent Training, Nashville, Tennessee, January 13, 2000.
- “2000 Beef Systems Software” and “Machinery Cost Calculator Software.” Computer Applications for East Tennessee Farmers, Agricultural Economics and Resource Development Agent Training, Greeneville, Tennessee, November 19, 1999.
- “Opportunities for Fall Backgrounding Programs.” Agricultural Economics and Resource Development Agent Training, Jackson, Tennessee, October 27, 1999.
- “Budgets for Beef Cattle.” Training for New/Reassigned Agricultural Agents, Knoxville, Tennessee, October 18, 1999.
- “Livestock, Forage, and Machinery Management Update.” Management and Marketing Staff Workshop, Lebanon, Tennessee, October 13, 1999.
- “Application of Machinery Economics.” 1999 Summer Farm Business Management Inservice, Virginia Cooperative Extension Service, Blacksburg, Virginia, August 17, 1999.
- “Beef Systems Applications for County Agents” and “Web Site Overview.” Training for New/Reassigned Agricultural Agents, Knoxville, Tennessee, March 15-16, 1999.

- “Livestock Budgeting Opportunities” and “Machinery Cost Calculation.” Agricultural Economics and Resource Development Training, Jackson, Tennessee, February 24, 1999.
- “Dialogue on Industrialization: Where Are We Headed and What Will Tennessee Agriculture’s Position Be?” Agricultural Economics and Resource Development Training, Crossville, Tennessee, February 16, 1999.
- “Dialogue on Industrialization: Where Are We Headed and What Will Tennessee Agriculture’s Position Be?” Agricultural Economics and Resource Development Training, Nashville, Tennessee, January 15, 1999.
- “Tennessee Farm Financial Situation.” Cumberland District Agricultural Program Meeting, Crossville, Tennessee, January 13, 1998.
- “Machinery Cost Calculator Software Training.” Computer Applications to Economics, Columbia, Tennessee, November 11, 1998.
- “Machinery Cost Calculator Software Training.” Management and Marketing Staff Workshop, Lebanon, Tennessee, November 2-4, 1998.
- “Supplementing and Diversifying Farm Income.” Smoky Mountain District Agent Training, New Tazewell, Tennessee, October 22, 1998.
- “Solving Cash Flow Problems.” Fall, 1998 Lower Cumberland Cluster Management and Marketing Planning Session, Hurricane Mills, Tennessee, September 30, 1998.
- “Forage Production and Cost.” Southern Region Sustainable Dairy Systems Manual and Software Training session, Charlotte, North Carolina, September 22-23, 1998.
- “Forage Production and Cost.” Southern Region Sustainable Dairy Systems Manual and Software Training session, North Redington Beach, Florida, August 24-25, 1998.
- “New and Improved Machinery Cost Estimation and Software” and “Utilizing Websites as Educational Tools in Economics.” Extension Marketing and Farm Management Staff Workshop, Lebanon, Tennessee, April 20-22, 1998.
- “Is Retained Ownership Profitable? A Review of Prior Studies” and “Beef Systems Analysis of Backgrounding Alternatives.” Beef Cattle Backgrounding and Finishing Agent Training, Nashville and Lebanon, Tennessee, March 25-26, 1998.
- “Whole Farm Planning and Improved Management Information Systems.” Pathways to Success Sustainable Agriculture Video Series Training, Kentucky Leadership Development Center Training, Faubush, Kentucky, March 12-13, 1998.
- “Machinery Cost Analysis.” Agricultural Economics and Resource Development Update Training, Nashville, Tennessee, January 29, 1998.



- “Machinery Cost Analysis.” Agricultural Economics and Resource Development Update Training, Jackson, Tennessee, January 23, 1998.
- “Using the Internet with Beef Systems Software.” Computer Applications Training, Columbia, Tennessee, November 19, 1997.
- “Strategic Planning Using Farm Family Case Study Video Materials.” Integrated Management and Marketing Training, Dresden, Tennessee, November 18, 1997.
- “Strategic Planning Using Farm Family Case Study Video Materials.” Integrated Management and Marketing Training, Rogersville, Tennessee, November 12, 1997.
- “Strategic Planning Using Farm Family Case Study Video Materials.” Integrated Management and Marketing Training, Sweetwater, Tennessee, October 30, 1997.
- “Contract Swine Production, Overview and Economic Analysis.” West Tennessee Agent Training, Jackson, Tennessee, October 21, 1997.
- “IRM Demonstration Farm Economic Evaluation.” Upper Cumberland Agent Training, Hurricane Mills, Tennessee, September 24, 1997.
- “Strategic Planning Using Farm Family Case Study Video Materials.” Integrated Management and Marketing Training, Springfield, Tennessee, September 23, 1997.
- “Strategic Planning Using Farm Family Case Study Video Materials.” Integrated Management and Marketing Training, Woodbury, Tennessee, September 10, 1997.
- “Machinery Cost Calculation Methods.” Management and Marketing Staff Workshop, Lebanon, Tennessee, August 18-20, 1997.
- “Sustainable Dairy Systems Manual Training.” Kentucky Inservice Training, Lexington, Kentucky, May 26-28, 1997.
- “Cow/Calf Financial Standards and Analysis.” Management and Marketing Staff Workshop, Lebanon, Tennessee, May 5-7, 1997.
- “Computers as Management Tools.” District II Inservice Training, Murfreesboro, Tennessee, April 17, 1997.
- “Analyzing Beef Cattle Production Costs.” Agents in 4-H Agriculture Workshop, District III/IV, Crossville, Tennessee, April 2, 1997.
- “Integrating Production and Financial Records.” Animal Science IRM Inservice Training, District II, Greeneville, Tennessee, March 21, 1997.

- “Partial Budgeting” and “Analyzing Beef Cattle Production Costs.” Training for New/Reassigned Agricultural Agents, Knoxville, Tennessee, March 17-18, 1997.
- “Integrating Production and Financial Records.” Animal Science IRM Inservice Training, District II, Nashville, Tennessee, February 26, 1997.
- “Integrating Production and Financial Records.” Animal Science IRM Inservice Training, District II, Nashville, Tennessee, February 26, 1997.
- “Dairy Production Cost Estimates,” and “Estimating Farm Machinery Costs.” District I, Level III Update Inservice Training, Jackson, Tennessee, January 22, 1997.
- “Dairy Production Cost Estimates,” and “Estimating Farm Machinery Costs.” District II, Level III Update Inservice Training, Nashville, Tennessee, January 21, 1997.
- “Estimating Crop and Livestock Profits: New Budgeting Tools,” and “Developing Roadmaps for the Future: The Farm Planning Process.” District III/IV Management and Marketing Priority Program Inservice Workshop, Crossville, Tennessee, November 6-7, 1996.
- “Estimating Crop and Livestock Profits: New Budgeting Tools,” and “Developing Roadmaps for the Future: The Farm Planning Process.” District II Management and Marketing Priority Program Inservice Workshop, Nashville, Tennessee, November 4-5, 1996.
- “Estimating Crop and Livestock Profits: New Budgeting Tools,” and “Developing Roadmaps for the Future: The Farm Planning Process.” District I Management and Marketing Priority Program Inservice Workshop, Jackson, Tennessee, October 29-30, 1996.
- “Estimating Crop and Livestock Profits: New Budgeting Tools,” and “Developing Roadmaps for the Future: The Farm Planning Process.” District V Management and Marketing Priority Program Inservice Workshop, Greeneville, Tennessee, October 21-22, 1996.
- “Characteristics of Long Term Profitability” and “New Swine Budgets.” District II Swine Inservice, Nashville, Tennessee, October 9, 1996.
- “Characteristics of Long Term Profitability” and “New Swine Budgets.” District I Swine Inservice, Jackson, Tennessee, October 8, 1996.
- “Evaluating the Decision to Background Calves.” District II Animal Science Inservice, “Trouble-Shooting” the Cow Herd, Lebanon, Tennessee, October 2, 1996.
- “Dairy Systems Problem: Relocating Dairy Facilities.” Area Specialist - Farm Management Workshop, Lebanon, Tennessee, May 1, 1996.
- “Livestock Budget Update.” Area Specialist - Farm Management Workshop, Lebanon, Tennessee, May 1, 1996.

- “Dairy Systems Problem: Relocating Dairy Facilities.” Joint Kentucky/Tennessee Training Session, Barren River State Park, Kentucky, March 6, 1996.
- “Management and Marketing of Livestock and Forages to Increase Farm Efficiency and Sustainability.” Agricultural Production Efficiency and Sustainability Inservice, Jackson, Tennessee, November 16, 1995.
- “Management and Marketing of Livestock and Forages to Increase Farm Efficiency and Sustainability.” Agricultural Production Efficiency and Sustainability Inservice, Knoxville, Tennessee, November 14, 1995.
- “Livestock and Forage Management Update.” Area Specialist Work Session, Lebanon, Tennessee. October 19, 1995.
- “Economics of Forage Management.” Area Specialists - Farm Management Inservice Training, Lebanon, Tennessee. May 3, 1995.
- "Forage Production Economic Analysis." District V Agricultural Economics and Resource Development Inservice Training Update, Knoxville, Tennessee. March 1, 1995.
- "Economics of Forage Management." District V Animal Science Inservice Training Update, Greenville, Tennessee, February 20, 1995.
- "Managing to Survive \$30 Hog Prices." District II Inservice Training Update, Nashville, Tennessee, January 25, 1995.
- "Managing to Survive \$30 Hog Prices." District I Inservice Training Update, Jackson, Tennessee, January 24, 1995.
- "Introduction to PLANETOR 2.0." Area Farm Management Specialist Inservice Training, Lebanon, Tennessee, September 21, 1994.
- "The Decision-Making Process for Agriculture Professionals." Agricultural and Resource Economics Inservice Agent Training, Bend, Oregon, September 14, 1993.
- "Spreadsheet Applications for Livestock Agents." Extension agent training, Corvallis, Oregon, September 21, 1989.
- "Farm Management Game Exercise." Extension agent training, Corvallis, Oregon, September 19-20, 1989.
- "Machinery Investment Analysis." Extension agent training, Bend, Oregon, September 13, 1988.
- "Computer Use by Livestock Agents." Extension Livestock Agents Annual Training Session, Corvallis, Oregon, September 11, 1984.

## ***APPENDIX E***

### **EXTENSION FARM MANAGEMENT AND COMPUTER PRESENTATIONS**

- “Crop Yield Response and Economics.” Milan No-Till Field Day, Milan Experiment Station, Milan, Tennessee, July 26, 2001.
- “Evaluating Cow Replacement Decisions.” Washington County Cow College, Johnson City, Tennessee, April 5, 2001.
- “Trends and Directions in the Tennessee Beef Cattle Industry.” Cocke County Cow College, Newport, Tennessee, March 20, 2001.
- “Making Effective Presentations.” Williamson County 4-H Meeting and Planning Session, Franklin, Tennessee, March 5, 2001.
- “What’s the Value of a Bred Heifer?” and “Should I Buy Hay?” McMinn County Beef College, Athens, Tennessee, March 1, 2001.
- “Should I Buy Hay?” Sevier County Livestock Meeting, Sevierville, Tennessee, February 6, 2001.
- “Maximizing Inputs for Optimum Profits.” Giles County Beef Marketing Alliance, Pulaski, Tennessee, December 7, 2000.
- “The Future of Agriculture in Tennessee.” Chattanooga City Farmers Club, Chattanooga, Tennessee, November 30, 2000.
- “Forage Production Costs” and “MaxQ Cost Analysis.” Tennessee Cattlemen’s Association Annual Meeting and Convention, Cookeville, Tennessee, October 26, 2000.
- “What’s the Economic Value of a Bred Heifer?” Replacement Heifer Management & Selection, Humphreys County, Hurricane Mills, August 28, 2000.
- “Economics of Buffer Strips.” Conasauga River Conservation Field Days: A Public-Private Partnership, Cohutta Springs, Georgia, August 18-19, 2000.
- “Economics of Forage Production.” Dairy Management Field Day, Pulaski, Tennessee, July 20, 2000.
- “Whole-Farm Planning and BMPs for Beef Cattle Producers.” BMPs for Cattle Producers, A Farm-Based Workshop, Northwest Georgia Experiment Station, Calhoun, Georgia, May 25, 2000.

- “Making Presentations: Tips, Tools, and Techniques.” Tennessee Association of Agricultural Agents and Specialists Annual Meeting, Fall Creek Falls State Park, Tennessee, April 19, 2000.
- “Analyzing Beef Cattle Profitability.” Washington County Cow College, Johnson City, Tennessee, April 18, 2000.
- “Tennessee MANAGE Program.” Claiborne County Lender Meeting and Listening Session, New Tazewell, Tennessee, April 4, 2000.
- “Problems in Crop Enterprise Budgeting.” Organized Symposium, Southern Agricultural Economics Association Annual Meeting, Lexington, Kentucky, February 2, 2000.
- “Using the Beef Systems Computer Program to Improve Decision Making by Producers.” Forage Crop Research and Recommendation Meetings, December 8, 1999.
- “Fall, 1999 Forage Economic Issues.” Crop and Livestock Outlook Teleconference, Knoxville, Tennessee, September 17, 1999.
- “Economics of Buffer Strips.” Conservation Buffer Field Day, Clarksville, Tennessee, August 26, 1999.
- “Save the Hay You Store: Barn and Cover Costs.” Hay Equipment Field Day, Middle Tennessee Experiment Station, Spring Hill, Tennessee, June 23, 1999.
- “Analyzing Beef Cattle Profitability.” Small Business Development Week in Humphreys County, Tennessee, Waverly, Tennessee, April 28, 1999.
- “Information Management for Cow/Calf Operations.” Claiborne County Beef Cattle Meeting, Tazewell, Tennessee, March 30, 1999.
- “Evaluating Cow/Calf Performance Using Production Records and THE Beef Cattle fIRM.” Greene County Master Livestock Volunteer Class, Greeneville, Tennessee, March 23, 1999.
- “New Farm Management Decision Aids.” MANAGE Makes a Difference, Greeneville, Tennessee, March 19, 1999.
- “New Farm Management Decision Aids.” MANAGE Makes a Difference, Lenoir City, Tennessee, March 11, 1999.
- “Evaluating Cow/Calf Performance.” Claiborne County Beef Cattle Meeting, Tazewell, Tennessee, February 18, 1999.
- “Managing to Survive.” Tennessee Pork Producers Association Annual Meeting, Jackson, Tennessee, January 29, 1999.

- “New Tools for Farm Management.” Tennessee-Kentucky Tobacco Expo 1999, Springfield, Tennessee, January 26, 1999.
- “Pathways to Success in Beef Cattle Production.” Stewart County Livestock Association Annual Meeting, Dover, Tennessee, November 10, 1998.
- “Introduction to Backgrounding and Its Potential in East Tennessee” and “Backgrounding Considerations.” Smoky Mountain Backgrounding & Stockering Conference, Morristown, Tennessee, April 1, 1998.
- “Managing for the Future.” Jefferson County Cow-College IV, Jefferson City, Tennessee, March 11, 1998.
- “The Cost of Death Loss.” Cocke County Cattleman’s College, Newport, Tennessee, March 7, 1998.
- “Economic Analysis of Winter Feeding Alternatives.” Forage Production Meeting, Limestone County, Elkmont, Alabama, February 24, 1998.
- “Economic Analysis of Replacement Heifer Decisions.” Sevier County Winter Meeting, Sevierville, Tennessee, February 2, 1998.
- “Hay Harvesting Cost Analysis.” Madison County 5th Annual Area Beef School, Jackson, Tennessee, January 22, 1998.
- “Critical Success Factors for Dairy Producers.” Managing with Information, Dairy Plus+ Workshop, Dandridge, Tennessee, January 21, 1998.
- “Critical Success Factors for Dairy Producers.” Managing with Information, Dairy Plus+ Workshop, Greeneville, Tennessee, January 20, 1998.
- “Introduction to THE Beef Cattle fIRM Software.” Trousdale County Farm & Home School, Hartsville, Tennessee, January 13, 1998.
- ““Economics of Winter Feeding Management Alternatives.” Tri-County Cattlemen’s College, Pulaski, Tennessee, January 12, 1998.
- “Using the Internet to Find Management and Marketing Information.” UT Agricultural Extension Service Staff Development Conference, Knoxville, Tennessee, November 20, 1997.
- “Internet Workshop for Dairy Producers.” Dairy Life Meeting, Knoxville, Tennessee, October 23, 1997.

- “Economics of Winter Feeding Management Alternatives.” UT Bull Test Field Day, Spring Hill, Tennessee, October 22, 1997.
- “Economics of Quality Nutrition.” Northeast Tennessee Beef Expo, Greeneville, Tennessee, October 16, 1997.
- “Economic Analysis of 1997 Winter Feeding Alternatives.” Decision ‘97 Forage and Cattle Seminar Series, Columbia, Tennessee, September 11, 1997.
- “Economic Analysis of 1997 Winter Feeding Alternatives.” Decision ‘97 Forage and Cattle Seminar Series, Jackson, Tennessee, September 4, 1997.
- “Economic Analysis of 1997 Winter Feeding Alternatives.” Decision ‘97 Forage and Cattle Seminar Series, Springfield, Tennessee, September 2, 1997.
- “Management Alternatives for Feeding Low-Quality Hay.” Hamblen County Livestock Association Annual Meeting, Morristown, Tennessee, August 28, 1997.
- “Economic Analysis of 1997 Winter Feeding Alternatives.” Decision ‘97 Forage and Cattle Seminar Series, Greeneville, Tennessee, August 26, 1997.
- “Economic Analysis of 1997 Winter Feeding Alternatives.” Decision ‘97 Forage and Cattle Seminar Series, Cookeville, Tennessee, August 25, 1997.
- “Economic Analysis of 1997 Winter Feeding Alternatives.” Decision ‘97 Forage and Cattle Seminar Series, Sweetwater, Tennessee, August 21, 1997.
- “Lessons Learned from Agri-21.” Panel member, Tennessee Valley Region Association of Demonstration Farm Families 44th Annual Meeting, Bowling Green, Kentucky, July 31, 1997.
- “Sustainable Dairy Systems Manual: Estimating Milking Center Costs.” Dairy Life Meeting, Spring City, Tennessee, May 23, 1997.
- “Better Beef: Putting it All Together.” Coker County Cow College, Newport, Tennessee, April 1, 1997.
- “Opportunities for a Summer Backgrounding Program.” Lower Middle Tennessee Cattle Marketing Association Spring Educational Series, Columbia, Tennessee, March 7, 1997.
- “Economics of Forage Production” and “Feeding Quality Forages.” Tri-County Forage Shortcourse, Pulaski, Tennessee, February 27, 1997.
- “Internet Access for Horse Owners.” Knox County Horse Management Shortcourse, Knoxville, Tennessee, February 24, 1997.

- “Feeding Quality Hay to Manage Winter Feed Costs.” Claiborne County Livestock Meeting, Tazewell, Tennessee, January 27, 1997.
- “Overview of Tennessee’s Livestock Industry.” Wisconsin Student Study Tour, Knoxville, Tennessee, January 7, 1997.
- “Evaluating the Dairy Life Program.” Dairy Life Meeting, Spring City, Tennessee, December 12, 1996.
- “Forage Production Systems.” SARE/ACE Dairy Systems Manual and Training, Barren River Lake State Resort Park, Kentucky, December 3-5, 1996.
- “Evaluating Decisions to Background Cattle.” Grainger County Livestock Association Annual Meeting, Rutledge, Tennessee, November 12, 1996.
- “Agri-21 Farming Systems Project.” Beaver Creek Tour, Clean Water: A Result of Sustainable Agriculture, Covington, Tennessee, August 21, 1996.
- “Information Management for Your Food Manufacturing Business.” Getting Started in a Food Manufacturing Business Seminar, Chattanooga, Tennessee, August 13, 1996.
- “The Role of Communications in Management.” Panel presentation and moderator, Agri-21 Conference, Arden, North Carolina, August 1, 1996.
- “Information Highway and the Internet.” Tennessee Association of Agricultural Agents & Specialists Annual Meeting, Knoxville, Tennessee, April 24, 1996.
- “Producing Quality Forages to Manage Winter Hay Costs, and Opportunities for a Summer Backgrounding Program.” A Search for Profit from Beef Cattle -- Improved Production, Management, and Marketing, Interactive Television Program at eight sites in Tennessee, March 22, 1996.
- “Constructing Whole-Farm Plans.” Agri-21 and RMC Farm Management and Marketing Workshop, Trenton, Tennessee, March 12, 1996.
- “Economics of Hay Storage.” Tri-County Cattleman’s College, Lawrenceburg, Tennessee, February 1, 1996.
- “Information Management for Row Crop Management and Marketing.” Southern Middle Tennessee Farm Expo, Winchester, Tennessee, January 26, 1996.
- “Hay Production Costs.” Johnson County Extension Meeting, Mountain City, Tennessee, January 18, 1996.
- “Coping with Adversity: Surviving Tough Times in Agriculture.” Monroe County Livestock Association Annual Meeting, Madisonville, Tennessee, December 11, 1995.



- “Coping with Adversity: Surviving Tough Times in Agriculture.” McMinn County Livestock Association Annual Meeting, Athens, Tennessee, November 2, 1995.
- “Economics of Hay Storage.” Milan No-Till Field Day, Milan, Tennessee, July 27, 1995.
- “Take the Information Highway or Stick to the Back Roads?” Agri-21 Leadership Development Conference, Dahlonega, Georgia, July 24, 1995.
- “Dairy Production Records.” Dairy Production and Waste Management Field Day, Shipley Family Farm, Speedwell, Tennessee, April 25, 1995.
- “Overview of Agri-21.” Total Farm Management Field Day, Davidson Family Farm, Rogersville, Tennessee, April 21, 1995.
- “What is the Agri-21 Program?” Environmental Impact and Farm Income: A Win/Win Situation; Story Farm Field Day, Puryear, Tennessee, March 25, 1995.
- "Effectively Managing Information." Agri-21 and RMC Marketing Workshop, Trenton, Tennessee, March 2, 1995.
- "Electronic Information Access." Dairy Life Meeting, Sweetwater, Tennessee, January 13, 1995.
- "Estimating Economic Values of Pear Orchard Land." Orchard Business Management Shortcourse, Hood River, Oregon, December 15, 1993.
- "Estimating Economic Values of Sweet Cherry Orchard Land." Orchard Business Management Shortcourse, The Dalles, Oregon, December 14, 1993.
- "Costs of Adopting Agricultural Best Management Practices to Improve Water Quality in the Treasure Valley." Malheur County Groundwater Quality Symposium, Ontario, Oregon, November 29, 1993.
- “Computerized Information Access for Farm and Forest Producers.” Benton County Extension Workshop, Corvallis, Oregon, November 19, 1993.
- “Potential Economic Impact of Agricultural Load Reductions.” The 6th Annual James A. Vomcil Water Quality Conference, Corvallis, Oregon, November 3, 1993.
- "Costs of Production for Willamette Valley Dairy Farms." Agricultural Lender Update, Salem, Oregon, October 21, 1993.
- "Costs of Replanting Vineyards with Phyloxera - Resistant Rootstock." Vineyard Management Workshop, Corvallis, Oregon, August 12, 1993.

- "Overview of Seasonal Agricultural Labor in Oregon." Conference on Rural Poverty, Corvallis, Oregon, April 22, 1993.
- "Computer Applications for Small Farm Management." Polk County Small Farm Workshop, Dallas, Oregon, March 27, 1993.
- "Economic Impacts of Alternative Management Practices to Improve Water Quality." Malheur County Groundwater Symposium, Ontario, Oregon, March 9, 1993.
- "Economics of Machinery Replacement." Orchard Business Management Shortcourse, Hood River and The Dalles, Oregon, December 16, 1992.
- "Economics of Aquaculture Production." Aquaculture Shortcourse, Corvallis, Oregon, July 22, 1992.
- "Pasture Establishment and Production Costs." Northwest Region Forage Production Inservice Training, Sun Valley, Idaho, July 20, 1992.
- "Past and Future Effects of Minimum Wage and IRCA on Agricultural Labor." Hillsboro, Oregon, April 16, 1992.
- "The Effects of IRCA on Agricultural Employers." Washington County Agricultural Employer Update, April 15, 1992.
- "Economics of Growing Replacement Heifers Versus Buying Cows." Annual Beef Program, Roseburg, Oregon, March 19, 1992.
- "Farm Information Systems Workshop." Hood River, Oregon, February 14, 1992.
- "Present Value and its Importance to Decision-Makers." Orchard Business Management Shortcourse," Hood River, Oregon, February 13, 1992.
- "Tax Considerations for Small Farm Management." Creative Living Seminar, Eugene, Oregon, February 22, 1992.
- "Tax Compliance for Farmers in Oregon." Creative Living Seminar, Eugene, Oregon, February 22, 1992.
- "Agricultural Labor Supply and Demand." Northwest Regional Conference on Migrant and Seasonal Farmworker Issues, Portland, Oregon, February 15, 1992.
- "Standardized Performance Analysis for Livestock Producers." IRM Workgroup Monthly Meeting, Roseburg, Oregon, January 22, 1992.
- "Farm Financial Analysis." Jackson County Extension Workshop, Medford, Oregon, December 16, 1991.

- "Economics of Heifer Replacement." IRM Workgroup Monthly Meeting, Roseburg, Oregon, September 12, 1991.
- "Enterprise Cost Analysis for Agricultural Producers." Farm Financial Management Workshop, Woodburn, Oregon, April 4, 1991.
- "Computer Use in Farm Management." Chemeketa Community College, Salem, Oregon, March 26, 1991.
- "Farm Information Systems Workshop." Medford, Oregon, March 12, 1991.
- "Farm Information Systems Workshop." Grants Pass, Oregon, March 11, 1991.
- "Agricultural Labor Considerations for Christmas Tree Growers." Clackamas Winter Workshop for Tree Growers, Estacada, Oregon, March 9, 1991.
- "The SMART System: Introduction and Overview." Farming for Profit and Stewardship, Portland, Oregon, March 2, 1991.
- "Agricultural Labor Update." Farm Direct Marketing Conference, Portland, Oregon, February 8, 1991.
- "AgVenture: A Farm Management Game." Risk Management Workshop, The Dalles, Oregon, January 22-23, 1991.
- "Farm Information Systems Workshop." Salem, Oregon, January 21, 1991.
- "Enterprise Budgets for North Central Oregon Crops." Fieldmen's Breakfast, Hermiston, Oregon, May 16, 1990.
- "Constructing Budgets for Orchard Enterprises." Orchard Business Management Workshop, Hood River, Oregon, February 13, 1990.
- "Database Managers as Farm Management Tools." Portland Community College, Portland, Oregon, February 3, 1990.
- "Electronic Spreadsheets as Farm Management Tools." Portland Community College, Portland, Oregon, January 27, 1990.
- "Lambing Shed Investment Analysis." Oregon State University Sheep Conference, Bandon and Roseburg, Oregon, March 27-28, 1989.
- "Field Sanitation Costs for Grass Seed Producers." Extension Crops Agent Training, Corvallis, Oregon, March 15, 1989.

- "Vineyard Economics: The Cost of Establishing and Producing Wine Grapes." Introductory Viticulture Seminar, McMinnville, Oregon, March 4, 1989.
- "Database Managers as Farm Management Tools." Portland Community College, Portland, Oregon, February 25, 1989.
- "Enterprise Budgets for Eastern Oregon Cattle Operations." Druesy and Burns, Oregon, February 7-8, 1989.
- "Understanding Microcomputers." Computer Section, Oregon Horticultural Society Annual Meeting, Portland, Oregon, February 1, 1989.
- "Electronic Spreadsheets as Farm Management Tools." Portland Community College, Portland, Oregon, January 28, 1989.
- "Understanding Disk Operating Systems." Portland Community College, Portland, Oregon, January 21, 1989.
- "Introduction to Computers." Portland Community College, Portland, Oregon, January 14, 1989.
- "Database Managers as Farm Management Tools." Portland Community College, Portland, Oregon, February 27, 1988.
- "Understanding Microcomputers." Oregon Horticultural Society Annual Meeting, Portland, Oregon, January 28, 1988.
- "Enterprise Budgets for Alfalfa and Cattle." Fort Rock-Silver Lake Soil and Water Conservation District, Christmas Valley, Oregon, January 21, 1988.
- "Database Managers as Farm Management Tools." Chemeketa Community College, Salem, Oregon, November 14, 1987.
- "Introduction to Computers." Chemeketa Community College, Salem, Oregon, October 31, 1987.
- "Using Enterprise Budgets." Extension agent training, Warm Springs, Oregon, September 28, 1987.
- "The Place for Computers in Sheep Production." Oregon State University Sheep Day, Corvallis, Oregon, May 9, 1987.
- "Database Managers as Farm Management Tools." Portland Community College, Portland, Oregon, February 28, 1987.
- "Database Managers as Farm Management Tools." Chemeketa Community College, Salem, Oregon, February 21, 1987.

- "Electronic Spreadsheets as Farm Management Tools." Portland Community College, Portland, Oregon, February 14, 1987.
- "Electronic Spreadsheets as Farm Management Tools." Chemeketa Community College, Salem, Oregon, February 7, 1987.
- "Alfalfa Hay Production Costs in Central Oregon." OSU Extension Service Crops Seminar, Redmond, Oregon, January 13, 1987.
- "Introduction to Computers." Portland Community College, Portland, Oregon, November 15, 1986.
- "Constructing and Using Enterprise Budgets." Marketing Workshop, Bend, Oregon, September 25, 1986.
- "Agricultural Computer Applications." Clatsop Community College, Astoria, Oregon, April 22, 1986.
- "Computer Use on Small Farms." Living on a Few Acres Seminar, Lebanon, Oregon, February 22, 1986.
- "Using Computers on the Farm." OSU Extension Service, Dallas, Oregon, February 20, 1986.
- "Using Computers on the Farm." OSU Extension Service, McMinnville, Oregon, February 14, 1986.
- "Using Computers on the Farm." OSU Extension Service, Salem, Oregon, February 11, 1986.
- "Understanding Electronic Communications." Portland Community College, Portland, Oregon, February 1, 1986.
- "Database Managers as Farm Management Tools." Portland Community College, Portland, Oregon, January 18, 1986.
- "Electronic Spreadsheets as Farm Management Tools." Portland Community College, Portland, Oregon, January 11, 1986.
- "Computers and Farm Management Workshop." Portland Community College, Portland, Oregon, November 16, 1985.
- "Demonstration of 1234H Software." National Association of Extension 4-H Agents Annual Meeting, Ft. Worth, Texas, November 4, 1985.
- "Introduction to Computers Workshop." Crook and Deschutes County Extension Offices, Redmond, Oregon, October 18, 1985.

"Introduction to Computers Workshop." Harney County Extension Office, Burns, Oregon, September 17-18, 1985.

"Introduction to Database Management Systems." Forest Products Computer Workshops, Corvallis, Oregon, September 27, 1985.

"Spreadsheet Applications for Forestry Workshop." Extension Forestry Agents, Corvallis, Oregon, September 24, 1985.

"Software Training: 1234H." Central Oregon Extension Offices, Madras, Oregon, July 17, 1985.

"Software Training: 1234H." Eastern Oregon Extension Offices, LaGrande, Oregon, July 16, 1985.

"Software Training: 1234H." Columbia Basin Extension Offices, Pendleton, Oregon, July 15, 1985.

"Advanced Microcomputer Workshop." OSU Extension Service, Klamath Falls, Oregon, July 10-12, 1985.

"Software Training: 1234H." North Willamette Valley Extension Offices, Oregon City, Oregon, June 27, 1985.

"Software Training: 1234H." Mid-Willamette Valley Extension Offices, Dallas, Oregon, June 26, 1985.

"Software Training: 1234H." Southwest Region Extension Offices, Roseburg, Oregon, June 25, 1985.

"4-H Management Software Computer Training." 4-H Software Pilot Counties, Oregon City, Oregon, March 26, 1985.

"Advanced Microcomputer Workshop." OSU Extension Service, Corvallis, Oregon, March 19-22, 1985.

"Computers and Farm Management Workshop." Portland Community College, Portland, Oregon, March 16, 1984.

"Computers on the Farm." Small Farm Workshop, Albany, Oregon, March 2, 1985.

"Electronic Spreadsheet Workshop." Agricultural Conference Days, Corvallis, Oregon, February 27-28, 1985.

"Computer User Panel." Oregon Horticulture Society Annual Meeting, Portland, Oregon, February 17, 1985.

- "Introduction to Computers Workshop." Hood River County Extension Office, Hood River, Oregon, February 13-14, 1985.
- "Forestry Computer Applications Workshop." Extension Forestry Training, Corvallis, Oregon, January 22, 1985.
- "Computer Use in Orchard Management." Willamette Valley Tree Fruit Growers Meeting, Portland, Oregon, December 8, 1984.
- "Introduction to Computers Workshop." Josephine County Extension Office, Grants Pass, Oregon, December 5-6, 1984.
- "Computer Use in Oregon's Extension Service." National Microcomputer Idea Sharing Workshop, Lincoln, Nebraska, November 26-28, 1984.
- "Introduction to Computers Workshop." Washington County Extension Office, Hillsboro, Oregon, November 8, 1984.
- "Computers in Farm Management." Jefferson County Extension Office, Madras, Oregon, November 1, 1984.
- "Introduction to Computers Workshop." Yamhill County Extension Office, McMinnville, Oregon, October 16, 1984.
- "4-H Management Software Training." 4-H Software Pilot Counties, Corvallis, Oregon, September 12, 1984.
- "Microcomputer Workshop." College of Agricultural Sciences, Corvallis, Oregon, March 15-16, 1984.
- "Introduction to Computers Workshop." Klamath County Extension Office, Klamath Falls, Oregon, August 28-29, 1984.
- "Introduction to Computers Workshop." Benton County Extension Office, Corvallis, Oregon, August 21, 1984.
- "Introduction to Computers Workshop." Douglas County Extension Office, Roseburg, Oregon, August 15-16, 1984.
- "Introduction to Computers Workshop." Malheur County Extension Office, Ontario, Oregon, August 7-8, 1984.
- "Introduction to Computers Workshop." Clatsop County Extension Office, Astoria, Oregon, August 2-3, 1984.

- "Introduction to Computers Workshop." Wasco County Extension Office, The Dalles, Oregon, July 31-August 1, 1984.
- "Introduction to Computers Workshop." Morrow County Extension Office, Heppner, Oregon, July 24-25, 1984.
- "Introduction to Computers Workshop." Union County Extension Office, LaGrande, Oregon, July 17-18, 1984.
- "Introduction to Computers Workshop." Multnomah County Extension Office, Portland, Oregon, July 12-13, 1984.
- "Farm Management and Computers." Telelecture, Oregon Institute of Technology, Corvallis, Oregon, May 29, 1984.
- "Introduction to Computers in Farm Management." Sherman County Computer Workshop, Moro, Oregon, March 6, 1984.
- "Computers in Business Management." Grant County Chamber of Commerce, Canyon City, Oregon, February 3, 1984.
- "Computer Applications for Cherry Producers." Wasco County Extension Office, The Dalles, Oregon, March 5, 1984.
- "Computer Communications Techniques." Agricultural Conference Days, Corvallis, Oregon, February 29, 1984.
- "Microcomputer Workshop." Agricultural Conference Days, Corvallis, Oregon, February 28-29, 1984.
- "Computers in Ranch Management." Grant County Stockgrowers Annual Winter Meeting, John Day, Oregon, February 4, 1984.
- "Computer User Panel." Oregon Horticulture Society Annual Meeting, Portland, Oregon, February 2, 1984.
- "Use of Microcomputers for Orchard Management." Oregon Horticulture Society Annual Meeting, Portland, Oregon, February 1, 1984.
- "Accounting Methods and Financial Analysis." Columbia Basin Wheat Seminar, LaGrande, Pendleton, and Wallowa, Oregon, January 30-31, 1984.
- "Farm Record Keeping Using dBASE II." Umatilla County Extension Workshop, Hermiston, Oregon, December 8-9, 1983.



- "Computers in Farm Management." LaGrande Farm Trade Show, LaGrande, Oregon, November 11-12, 1983.
- "Computer Hardware and Software." Seminar for Port Managers, Corvallis, Oregon, October 24, 1983.
- "Computers - How Do They Work?" Extension Sea Grant training, Corvallis, Oregon, October 20, 1983.
- "Using the DEC Rainbow Computer." Coos County Extension Office, Coos Bay, Oregon, September 28-29, 1983.
- "Introduction to the 4-H Computer Project." Pilot counties, Oregon 4-H Computer Project, Corvallis, Oregon, September 21, 1983.
- "Computer Applications for Graduate Students." Department of Agricultural and Resource Economics, Corvallis, Oregon, September 20, 1983.
- "Microcomputer Workshop." College of Agricultural Sciences, Corvallis, Oregon, September 9-12, 1983.
- "Using Computers in Vo-Ag Classes." Vocational Agriculture Teachers Annual Meeting, Redmond, Oregon, July 18-20, 1983.

## ***APPENDIX F***

### **OREGON ENTERPRISE BUDGETS**

- Turner, Brenda, Tim Cross, Bernadine Strik and Diane Kaufman. "Red Raspberry, Willamette Valley Region." Extension Miscellaneous 8539, (April 1993), 4p.
- Turner, Brenda, Tim Cross, and Bernadine Strik. "Wine Grapes, Willamette Valley Region." Extension Miscellaneous 8537, (April 1993), 4p.
- Cross, Tim, Mark Mellbye, Bill Young, and Michael Taylor. "Perennial Ryegrass, Willamette Valley Region." Extension Miscellaneous 8497, (March 1992), 4p.
- Cross, Tim, Mark Mellbye, Bill Young, and Michael Taylor. "Perennial Ryegrass Establishment, Willamette Valley Region." Extension Miscellaneous 8496, (March 1992), 4p.
- Cross, Tim, Mark Mellbye, Bill Young, and Michael Taylor. "Tall Fescue Seed, Willamette Valley Region." Extension Miscellaneous 8495, (March 1992), 4p.
- Cross, Tim, Mark Mellbye, Bill Young, and Michael Taylor. "Tall Fescue Seed Establishment, Willamette Valley Region." Extension Miscellaneous 8494, (March 1992), 4p.

- Cross, Tim, Arden Sheets, and Bernadine Strik. "Strawberries, Willamette Valley Region." Extension Miscellaneous 8463, (March 1991), 4p.
- Cross, Tim, Arden Sheets, and Bernadine Strik. "Strawberry Establishment, Willamette Valley Region." Extension Miscellaneous 8462, (March 1991), 4p.
- Cross, Tim, Luther Fitch, and Michael Taylor. "Potatoes, North Central Region." Extension Miscellaneous 8460, (March 1991), 4p.
- Cross, Tim, and Bob Smith. "Carrots, North Central Region." Extension Miscellaneous 8459, (March 1991), 4p.
- Cross, Tim, and Bob Smith. "Corn Irrigated, North Central Region." Extension Miscellaneous 8458, (March 1991), 4p.
- Cross, Tim, Bob Smith, Russ Karow, and Michael Taylor. "Popcorn, Irrigated, North Central Region." Extension Miscellaneous 8457, (March 1991), 4p.
- Cross, Tim, and Bob Smith, and Michael Taylor. "Wheat, Irrigated, North Central Region." Extension Miscellaneous 8456, (March 1991), 4p.
- Cross, Tim, and Bob Smith. "Peas, Green, irrigated, North Central Region." Extension Miscellaneous 8455, (March 1991), 4p.
- Cross, Tim, and Bob Smith. "Tall Fescue Seed Establishment, North Central Region." Extension Miscellaneous 8454, (March 1991), 3p.
- Cross, Tim, and Bob Smith. "Tall Fescue Seed, North Central Region." Extension Miscellaneous 8453, (March 1991), 3p.
- Cross, Tim, and Bob Smith. "Alfalfa Establishment, North Central Region." Extension Miscellaneous 8452, (March 1991), 3p.
- Cross, Tim, Bob Smith, and Michael Taylor. "Enterprise Budget: Alfalfa, North Central Region," Extension Miscellaneous 8451, (March 1991), 4p.
- Cross, Tim, and Gale Gingrich. "Enterprise Budget: Hop Production, Willamette Valley Region." Extension Miscellaneous 8434, (May 1990).
- Cross, Tim, and Gale Gingrich. "Enterprise Budget: Hop Establishment, Willamette Valley Region." Extension Miscellaneous 8433, (May 1990).
- Cross, Tim, Arden Sheets, and Dan McGrath. "Enterprise Budget: Cucumbers, Willamette Valley Region." Extension Miscellaneous 8432, (May 1990).

- Cross, Tim, Rodney Todd, and Herb Vloedman. "Enterprise Budget: Alfalfa Establishment, Klamath Basin Area." Extension Miscellaneous 8431, (May 1990).
- Cross, Tim, Rodney Todd, and Herb Vloedman. "Enterprise Budget: Alfalfa Production, Klamath Basin Area." Extension Miscellaneous 8430, (May 1990), 4p.
- Cross, T.L., and T.W. Casteel. "Vineyard Economics: The Costs of Establishing and Producing Wine Grapes in the Willamette Valley." Extension Miscellaneous 8407, (September 1989), 21p.
- Macnab, Sandy, Mike Stoltz, Brian Tuck, Jim Murphy, and Tim Cross. "Dryland Wheat Production and Marketing Costs in Oregon's Columbia Plateau, 1988-1989." Special Report 820, (May 1989), 14p.
- Cross, Tim, John Burt, and Dan McGrath. "Enterprise Budget: Table Beets/Willamette Valley Region." Extension Miscellaneous 8381, (April 1988), 4p.
- Cross, Tim, John Burt, and Dan McGrath. "Enterprise Budget: Bush Beans/Willamette Valley Region." Extension Miscellaneous 8380, (April 1988), 4p.
- Cross, Tim, John Burt, and Dan McGrath. "Enterprise Budget: Carrots/Willamette Valley Region." Extension Miscellaneous 8379, (April 1988), 4p.
- Cross, Tim, John Burt, and Dan McGrath. "Enterprise Budget: Broccoli/Willamette Valley Region." Extension Miscellaneous 8378, (April 1988), 4p.
- Cross, Tim, John Burt, and Dan McGrath. "Enterprise Budget: Cauliflower/Willamette Valley Region." Extension Miscellaneous 8377, (April 1988), 4p.
- Cross, Tim, John Burt, and Dan McGrath. "Enterprise Budget: Sweet Corn/Willamette Valley Region." Extension Miscellaneous 8376, (April 1988), 4p.
- Cross, Tim, Paul Day, Gene Pirelli, John Leffel, and Dave Passon. "Enterprise Budget: Cow-Calf/Willamette Valley Region, Extension Miscellaneous 8372, (March 1988), 4p.
- Cook, Gordon, Sandy Macnab, Mike Stoltz, Brian Tuck, Bart Eleveld, and Tim Cross. "Dryland Wheat Production and Marketing Costs in Oregon's Columbia Plateau, 1987-1988. Special Report 820, (February 1988), 16p.
- Cross, Tim and Rodney Todd. "Enterprise Budget: Spring Grains/South Central Region." Extension Miscellaneous 8370, (January 1988), 4p.
- Cross, Tim and Ron Hathaway. "Enterprise Budget: Sheep/South Central Region." Extension Miscellaneous 8369, (January 1988), 4p.

- Cross, Tim, Russ Karow, and Mike Stoltz. "Enterprise Budget: Wheat/North Central Region." Extension Miscellaneous 8368, (January 1988), 4p.
- Cross, Tim, Russ Karow, and Mike Stoltz. "Enterprise Budget: Rapeseed/North Central Region." Extension Miscellaneous 8367, (January 1988), 4p.
- Cross, Tim and Jay Carr. "Enterprise Budget: Alfalfa Production/Christmas Valley Area." Extension Miscellaneous 8353, (August 1987), 4p.
- Cross, Tim and Jay Carr. "Enterprise Budgets: Alfalfa Establishment/Christmas Valley Area." Extension Miscellaneous 8352, (August 1987), 4p.
- Hewlett, John, Tim Cross, and Ralph Hart. "Enterprise Budget: Cow-Calf/LaGrande Area." Extension Miscellaneous 8337, (June 1987), 4p.
- Hewlett, John, Tim Cross, and Ralph Hart. "Enterprise Budget: Native Hay/Lakeview Area." Extension Miscellaneous 8336, (June 1987), 3p.
- Hewlett, John, Tim Cross, and Jay Carr. "Enterprise Budget: Cow-Yearling/Lakeview Area." Extension Miscellaneous 8335, (June 1987), 4p.
- Hewlett, John, Tim Cross, and Jay Carr. "Enterprise Budget: Cow-Calf/Lakeview Area." Extension Miscellaneous 8334, (June 1987), 4p.
- Burt, J.G., K.N. Brown and T.L. Cross. "Enterprise Cost Study for Marion Blackberries." Special Report 792, (February 1987), 10p.
- Cook, Gordon, Sandy Macnab, Mike Stoltz, Brian Tuck and Tim Cross. "Dryland Wheat Production and Marketing Costs in Oregon's Columbia Plateau, 1986-1987." (November 1986), 12p.
- Cook, Gordon H., Sandy Macnab, Tim Cross and Brian Tuck. "Dryland Wheat Production and Marketing Costs in Oregon's Columbia Plateau, 1983-84." Extension Miscellaneous 8238, (March 1984), 10p.