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New Hampshire  
Department of Agriculture,  
Markets & Food

Shawn N. Jasper, Commissioner

March 7, 2024

His Excellency, Governor Christopher T. Sununu  
and the Honorable Council  
State House  
Concord, New Hampshire 03301

**REQUESTED ACTION**

Authorize the New Hampshire Department of Agriculture, Markets, and Food, Division of Pesticide Control to enter into a grant agreement, in the amount of \$10,000, with the New Hampshire Timberland Owners Association, Concord, NH, VC #154044, for the advancement of agricultural research and to assist in the promotion of Integrated Pest Management practices in New Hampshire, effective upon Governor and Council approval through December 31, 2024.

**100% Other Funds (Integrated Pest Management Fund)**

Funding is available as follows:

02-18-18-183010-21820000, Integrated Pest Management

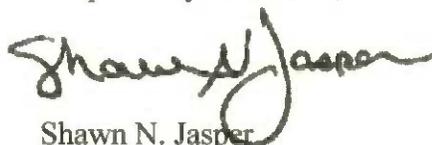
075-500590 - Grants and Subsidies

FY 2024  
\$10,000

**EXPLANATION**

The New Hampshire Department of Agriculture, Markets, and Food (NHDAMF), Division of Pesticide Control in fulfilling its responsibilities under the Integrated Pest Management (IPM) Program, RSA 430:50; to promote the principles of IPM and assist New Hampshire citizens to advance the practice of such principles, has reviewed the project, "2024 Woody Invasive Species IPM Research Fellowship", and finds it exemplifies good practices associated with Integrated Pest Management. The research and educational aspects associated with this project and the efforts of the New Hampshire Timberland Association will identify methods to manage woody invasive species across the state. Experience and results of this project serve the benefit of all citizens of New Hampshire. The attachment includes a summary of the project and the dollar amount associated with each component.

Respectfully submitted,

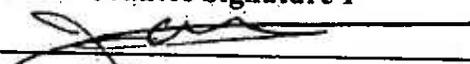
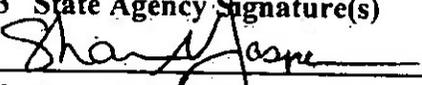


Shawn N. Jasper  
Commissioner

GRANT AGREEMENT

The State of New Hampshire and the Grantee hereby  
Mutually agree as follows:  
GENERAL PROVISIONS

1. Identification and Definitions.

<b>1.1. State Agency Name</b> Department of Agriculture, Markets & Food		<b>1.2. State Agency Address</b> PO Box 2042, 25 Capitol Street Concord, NH 03302-2042	
<b>1.3. Grantee Name</b> New Hampshire Timberland Owners Association (NHTOA)		<b>1.4. Grantee Address</b> 54 Portsmouth Street Concord, NH 03301	
<b>1.5 Grantee Phone #</b> 603-224-9699	<b>1.6. Account Number</b> 21820000	<b>1.7. Completion Date</b> December 31, 2024	<b>1.8. Grant Limitation</b> \$ 10,000.00
<b>1.9. Grant Officer for State Agency</b> Rebecca L. Tgibedes		<b>1.10. State Agency Telephone Number</b> (603) 271-7788	
If Grantee is a municipality or village district: "By signing this form we certify that we have complied with any public meeting requirement for acceptance of this grant, including if applicable RSA 31:95-b."			
<b>1.11. Grantee Signature 1</b> 		<b>1.12. Name &amp; Title of Grantee Signor 1</b> Jasen Stock, Executive Director	
<b>Grantee Signature 2</b> 		<b>Name &amp; Title of Grantee Signor 2</b>	
<b>Grantee Signature 3</b>		<b>Name &amp; Title of Grantee Signor 3</b>	
<b>1.13 State Agency Signature(s)</b> 		<b>1.14. Name &amp; Title of State Agency Signor(s)</b> Shawn N. Jasper, Commissioner	
<b>1.15. Approval by Attorney General (Form, Substance and Execution) (if G &amp; C approval required)</b> By: <i>Sheri Phillips</i> Assistant Attorney General, On: 3/12/2024			
<b>1.16. Approval by Governor and Council (if applicable)</b> By: _____ On: / /			

2. **SCOPE OF WORK:** In exchange for grant funds provided by the State of New Hampshire, acting through the Agency identified in block 1.1 (hereinafter referred to as "the State"), the Grantee identified in block 1.3 (hereinafter referred to as "the Grantee"), shall perform that work identified and more particularly described in the scope of work attached hereto as EXHIBIT B (the scope of work being hereinafter referred to as "the Project").

Grantee Initials   
Date 2/23/24

3. AREA COVERED. Except as otherwise specifically provided for herein, the Grantee shall perform the Project in, and with respect to, the State of New Hampshire.
4. EFFECTIVE DATE: COMPLETION OF PROJECT.
- 4.1. This Agreement, and all obligations of the parties hereunder, shall become effective on the date on the date of approval of this Agreement by the Governor and Council of the State of New Hampshire if required (block 1.16), or upon signature by the State Agency as shown in block 1.14 ("the Effective Date").
- 4.2. Except as otherwise specifically provided herein, the Project, including all reports required by this Agreement, shall be completed in ITS entirety prior to the date in block 1.7 (hereinafter referred to as "the Completion Date").
5. GRANT AMOUNT: LIMITATION ON AMOUNT: VOUCHERS: PAYMENT.
- 5.1. The Grant Amount is identified and more particularly described in EXHIBIT C, attached hereto.
- 5.2. The manner of, and schedule of payment shall be as set forth in EXHIBIT C.
- 5.3. In accordance with the provisions set forth in EXHIBIT C, and in consideration of the satisfactory performance of the Project, as determined by the State, and as limited by subparagraph 5.5 of these general provisions, the State shall pay the Grantee the Grant Amount. The State shall withhold from the amount otherwise payable to the Grantee under this subparagraph 5.3 those sums required, or permitted, to be withheld pursuant to N.H. RSA 80:7 through 7-c.
- 5.4. The payment by the State of the Grant amount shall be the only, and the complete payment to the Grantee for all expenses, of whatever nature, incurred by the Grantee in the performance hereof, and shall be the only, and the complete, compensation to the Grantee for the Project. The State shall have no liabilities to the Grantee other than the Grant Amount.
- 5.5. Notwithstanding anything in this Agreement to the contrary, and notwithstanding unexpected circumstances, in no event shall the total of all payments authorized, or actually made, hereunder exceed the Grant limitation set forth in block 1.8 of these general provisions.
6. COMPLIANCE BY GRANTEE WITH LAWS AND REGULATIONS. In connection with the performance of the Project, the Grantee shall comply with all statutes, laws regulations, and orders of federal, state, county, or municipal authorities which shall impose any obligations or duty upon the Grantee, including the acquisition of any and all necessary permits and RSA 31-95-b.
7. RECORDS and ACCOUNTS.
- 7.1. Between the Effective Date and the date seven (7) years after the Completion Date, unless otherwise required by the grant terms of the Agency, the Grantee shall keep detailed accounts of all expenses incurred in connection with the Project, including, but not limited to, costs of administration, transportation, insurance, telephone, calls, and clerical materials and services. Such accounts shall be supported by receipts, invoices, bills and other similar documents.
- 7.2. Between the Effective Date and the date seven (7) years after the Completion Date, unless otherwise required by the grant terms of the Agency pursuant to subparagraph 7.1, at any time during the Grantee's normal business hours, and as often as the State shall demand, the Grantee shall make available to the State all records pertaining to matters covered by this Agreement. The Grantee shall permit the State to audit, examine, and reproduce such records, and to make audits of all contracts, invoices, materials, payrolls, records of personnel, data (as that term is hereinafter defined), and other information relating to all matters covered by this Agreement. As used in this paragraph, "Grantee" includes all persons, natural or fictional, affiliated with, controlled by, or under common ownership with, the entity identified as the Grantee in block 1.3 of these provisions
8. PERSONNEL.
- 8.1. The Grantee shall, at its own expense, provide all personnel necessary to perform the Project. The Grantee warrants that all personnel engaged in the Project shall be qualified to perform such Project, and shall be properly licensed and authorized to perform such Project under all applicable laws.
- 8.2. The Grantee shall not hire, and it shall not permit any subcontractor, subgrantee, or other person, firm or corporation with whom it is engaged in a combined effort to perform the Project, to hire any person who has a contractual relationship with the State, or who is a State officer or employee, elected or appointed.
- 8.3. The Grant Officer shall be the representative of the State hereunder. In the event of any dispute hereunder, the interpretation of this Agreement by the Grant Officer, and his/her decision on any dispute, shall be final.
9. DATA: RETENTION OF DATA: ACCESS.
- 9.1. As used in this Agreement, the word "data" shall mean all information and things developed or obtained during the performance of, or acquired or developed by reason of, this Agreement, including, but not limited to, all studies, reports, files, formulae, surveys, maps, charts, sound recordings, video recordings, pictorial reproductions, drawings, analyses, graphic representations,

computer programs, computer printouts, notes, letters, memoranda, paper, and documents, all whether finished or unfinished.

- 9.2. Between the Effective Date and the Completion Date the Grantee shall grant to the State, or any person designated by it, unrestricted access to all data for examination, duplication, publication, translation, sale, disposal, or for any other purpose whatsoever.
- 9.3. No data shall be subject to copyright in the United States or any other country by anyone other than the State.
- 9.4. On and after the Effective Date all data, and any property which has been received from the State or purchased with funds provided for that purpose under this Agreement, shall be the property of the State, and shall be returned to the State upon demand or upon termination of this Agreement for any reason, whichever shall first occur.
- 9.5. The State, and anyone it shall designate, shall have unrestricted authority to publish, disclose, distribute and otherwise use, in whole or in part, all data.
10. CONDITIONAL NATURE OR AGREEMENT. Notwithstanding anything in this Agreement to the contrary, all obligations of the State hereunder, including, without limitation, the continuance of payments hereunder, are contingent upon the availability or continued appropriation of funds, and in no event shall the State be liable for any payments hereunder in excess of such available or appropriated funds. In the event of a reduction or termination of those funds, the State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to terminate this Agreement immediately upon giving the Grantee notice of such termination.
11. EVENT OF DEFAULT: REMEDIES.
- 11.1. Any one or more of the following acts or omissions of the Grantee shall constitute an event of default hereunder (hereinafter referred to as "Events of Default"):
- 11.1.1 Failure to perform the Project satisfactorily or on schedule; or
- 11.1.2 Failure to submit any report required hereunder; or
- 11.1.3 Failure to maintain, or permit access to, the records required hereunder; or
- 11.1.4 Failure to perform any of the other covenants and conditions of this Agreement.
- 11.2. Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:
- 11.2.1 Give the Grantee a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this Agreement, effective two (2) days after giving the Grantee notice of termination; and
- 11.2.2 Give the Grantee a written notice specifying the Event of Default and suspending all payments to be made under this Agreement and ordering that the portion of the Grant Amount which would otherwise accrue to the Grantee during the period from the date of such notice until such time as the State determines that the Grantee has cured the Event of Default shall never be paid to the Grantee; and
- 11.2.3 Set off against any other obligation the State may owe to the Grantee any damages the State suffers by reason of any Event of Default; and
- 11.2.4 Treat the agreement as breached and pursue any of its remedies at law or in equity, or both.
12. TERMINATION.
- 12.1. In the event of any early termination of this Agreement for any reason other than the completion of the Project, the Grantee shall deliver to the Grant Officer, not later than fifteen (15) days after the date of termination, a report (hereinafter referred to as the "Termination Report") describing in detail all Project Work performed, and the Grant Amount earned, to and including the date of termination. In the event of Termination under paragraphs 10 or 12.4 of these general provisions, the approval of such a Termination Report by the State shall entitle the Grantee to receive that portion of the Grant amount earned to and including the date of termination.
- 12.2. In the event of Termination under paragraphs 10 or 12.4 of these general provisions, the approval of such a Termination Report by the State shall in no event relieve the Grantee from any and all liability for damages sustained or incurred by the State as a result of the Grantee's breach of its obligations hereunder.
- 12.3. Notwithstanding anything in this Agreement to the contrary, either the State or, except where notice default has been given to the Grantee hereunder, the Grantee, may terminate this Agreement without cause upon thirty (30) days written notice.
- 12.4. CONFLICT OF INTEREST. No officer, member of employee of the Grantee; and no representative, officer or employee of the State of New Hampshire or of the governing body of the locality or localities in which the Project is to be performed, who exercises any functions or responsibilities in the review or

Grantee Initials   
Date 2/22/24

- approval of the undertaking or carrying out of such Project, shall participate in any decision relating to this Agreement which affects his or her personal interest or the interest of any corporation, partnership, or association in which he or she is directly or indirectly interested, nor shall he or she have any personal or pecuniary interest, direct or indirect, in this Agreement or the proceeds thereof.
14. **GRANTEE'S RELATION TO THE STATE.** In the performance of this Agreement the Grantee, its employees, and any subcontractor or subgrantee of the Grantee are in all respects independent contractors, and are neither agents nor employees of the State. Neither the Grantee nor any of its officers, employees, agents, members, subcontractors or subgrantees, shall have authority to bind the State nor are they entitled to any of the benefits, workmen's compensation or emoluments provided by the State to its employees.
15. **ASSIGNMENT AND SUBCONTRACTS.** The Grantee shall not assign, or otherwise transfer any interest in this Agreement without the prior written consent of the State. None of the Project Work shall be subcontracted or subgranted by the Grantee other than as set forth in Exhibit B without the prior written consent of the State.
16. **INDEMNIFICATION.** The Grantee shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the State, its officers and employees, by or on behalf of any person, on account of, based on, resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Grantee or subcontractor, or subgrantee or other agent of the Grantee. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant shall survive the termination of this agreement.
17. **INSURANCE.**
- 17.1 The Grantee shall, at its own expense, obtain and maintain in force, or shall require any subcontractor, subgrantee or assignee performing Project work to obtain and maintain in force, both for the benefit of the State, the following insurance:
- 17.1.1 Statutory workers' compensation and employees liability insurance for all employees engaged in the performance of the Project, and
- 17.1.2 General liability insurance against all claims of bodily injuries, death or property damage, in amounts not less than \$1,000,000 per occurrence and \$2,000,000 aggregate for bodily injury or death any one incident, and \$500,000 for property damage in any one incident; and
- 17.2. The policies described in subparagraph 17.1 of this paragraph shall be the standard form employed in the State of New Hampshire, issued by underwriters acceptable to the State, and authorized to do business in the State of New Hampshire. Grantee shall furnish to the State, certificates of insurance for all renewal(s) of insurance required under this Agreement no later than ten (10) days prior to the expiration date of each insurance policy.
18. **WAIVER OF BREACH.** No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event, or any subsequent Event. No express waiver of any Event of Default shall be deemed a waiver of any provisions hereof. No such failure of waiver shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof upon any further or other default on the part of the Grantee.
19. **NOTICE.** Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses first above given.
20. **AMENDMENT.** This Agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto and only after approval of such amendment, waiver or discharge by the Governor and Council of the State of New Hampshire, if required or by the signing State Agency.
21. **CONSTRUCTION OF AGREEMENT AND TERMS.** This Agreement shall be construed in accordance with the law of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assignees. The captions and contents of the "subject" blank are used only as a matter of convenience, and are not to be considered a part of this Agreement or to be used in determining the intent of the parties hereto.
22. **THIRD PARTIES.** The parties hereto do not intend to benefit any third parties and this Agreement shall not be construed to confer any such benefit.
23. **ENTIRE AGREEMENT.** This Agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire agreement and understanding between the parties, and supersedes all prior agreements and understandings relating hereto.
24. **SPECIAL PROVISIONS.** The additional or modifying provisions set forth in Exhibit A hereto are incorporated as part of this agreement.

Grantee Initials 

Date 2/22/24

**Exhibit A**  
**Special Provisions**

Provision 4 of the Grant Agreement shall be amended to include:

4.3 Grantee shall submit a final narrative report to the State no more than thirty (30) days following the Completion Date of the project. The final narrative shall include:

- a. detailed itemized budget;
- b. a complete description of outreach activity; and
- c. an evaluation of the effectiveness and overall success of the program.

**Exhibit B**  
**Scope of Services**

Grantee agrees to conduct the approved Project in accordance with their Approved Project Proposal, *2024 Woody Invasive Species IPM Research Fellowship*, which is incorporated by reference herein and attached as Attachment 1, a copy of which shall be maintained by the State. During the entirety of the Project, Grantee agrees to conduct all activities in furtherance of the principles and practice of Integrated Pest Management.

**Exhibit C**  
**Payment Terms**

The State shall pay Grantee the sum of \$10,000.00, the entire amount of this grant, within thirty (30) days of approval of this Grant Agreement by the Governor and Council.

Total payments under this project shall not exceed \$10,000.00 for the period ending December 31, 2024.

**Attachment #1 Project Proposal**

Grantee Initials

Date

*SS*  
*2/22/24*

# State of New Hampshire

## Department of State

### CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that NEW HAMPSHIRE TIMBERLAND OWNERS ASSOCIATION is a New Hampshire Nonprofit Corporation registered to transact business in New Hampshire on March 28, 1911. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 66290

Certificate Number : 0006596627



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed  
the Seal of the State of New Hampshire,  
this 5th day of March A.D. 2024.

A handwritten signature in black ink, appearing to read "D. Scanlan", is written over a faint circular stamp.

David M. Scanlan  
Secretary of State

**Certificate of Authority # 1**

*(Corporation, Non-Profit Corporation)*

**Corporate Resolution**

I, Richard Roy, hereby certify that I am duly elected Clerk/Secretary/Officer of  
*(Name)*

N.H. Timberland Owners Assoc.; I hereby certify the following is a true copy of a vote taken at  
*(Name of Corporation)*

a meeting of the Board of Directors/shareholders, duly called and held on December 19, 2023  
at which a quorum of the Directors/shareholders were present and voting.

**VOTED:** That Jasen Stock (may list more than one person) is  
*(Name and Title)*

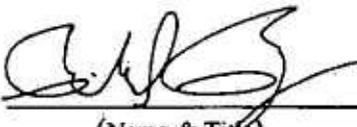
duly authorized to enter into contracts or agreements on behalf of

N.H. Timberland Owners Assoc. with the State of New Hampshire and any of  
*(Name of Corporation)*

its agencies or departments and further is authorized to execute any documents  
which may in his/her judgment be desirable or necessary to effect the purpose of  
this vote.

I hereby certify that said vote has not been amended or repealed and remains in full force  
and effect as of the date of the contract to which this certificate is attached. This authority  
remains valid for thirty (30) days from the date of this Corporate Resolution. I further certify  
that it is understood that the State of New Hampshire will rely on this certificate as evidence that  
the person(s) listed above currently occupy the position(s) indicated and that they have full  
authority to bind the corporation. To the extent that there are any limits on the authority of any  
listed individual to bind the corporation in contracts with the State of New Hampshire, all such  
limitations are expressly stated herein.

**DATED:** 3-5-2024

**ATTEST:**  PRESIDENT ELECT  
*(Name & Title)*

**NHTOA Board of Directors Meeting  
Tuesday December 19, 2023  
Conservation Center, Concord, NH  
4:30 p.m. – 6 p.m.**

**In Person:**

Bruce Bovill  
Rich Roy  
Colleen O'Neill

John Randall  
Michael Sharp  
Steve Eisenhaure

Evan Chatmas  
Ross Caron  
Jeff Snitkin

Teri Hardwick  
Linda Brownson

**Zoom:**

David Marden  
Liz Hagar

John Fuller  
Jenn Scarinza

Chris Fife

Peter Collins

**Staff:** Leanne Morgan, Bill Chaisson, Jasen Stock

**1. Introductions/Consent Agenda**

Rich opened the meeting at 4:30 p.m. with a round of introductions.

Motion to accept the consent agenda of the October 25, 2023, NHTOA Board of Directors meeting made by Michael Sharp.

Colleen O'Neill seconded the motion.

Motion to accept the consent agenda was unanimously approved.

**2. Membership and Development**

Leanne reviewed the latest results for the Annual Fund. As of this morning, the 2024 Annual Fund raised \$175,000 and invoiced another \$43,000. The fundraising goal this year is \$280,000.

Michael Sharp asked about members splitting their gifts.

There are about a dozen members that do this to spread their gift across two fiscal or tax years. We even have one significant donor that makes their gift in monthly installments.

Leanne provided a list of the HIPO donors and the mailing list of those that have given. Board members are asked to contact those that have not yet given to the Annual Fund. Please let Leanne or Jasen know who you plan to speak to and how your conversation goes.

It was also noted that we are striving for 100 percent board participation.

Leanne provided an update on the membership work. The brochure and logo update work will begin after the new year. We will also distribute NHTOA signs and stickers to help raise awareness of the organization.

### 3. Policy Update

#### 2024 Legislation

Jasen provided an overview of the upcoming 2024 N.H. Legislative bills. Currently there are 66 new bills filed for the 2024 legislative session the NHTOA will be working on and 14 bills of interest carrying over from the 2023 session. We are just beginning to see the bill language and as that becomes available the NHTOA Policy Committee will be reviewing each proposal. We can anticipate debates on forest carbon bills, and Fish and Game wildlife management/governance bills. Currently, we do not anticipate any biomass bills. Bills the NHTOA has reviewed include,

House Bill 1484 – This bill seeks to exclude land enrolled in a forest carbon program from qualifying for Current Use assessment. The NHTOA will be opposing it.

House Bill 1208 – This is Rep. Dutzy's wetland buffer/permitting bill. It was filed based on an issue a constituent had with a tree care project. It would require an additional step in the permit process for all tree cutting (including logging). The NHTOA will be opposing it.

House Bill 1527 – This is another purple paint posting bill. It is being introduced by Rep. Read to encourage more land to be posted. Rep. Read is an animal welfare advocate and would like to see less hunting in New Hampshire. NHTOA has always encouraged the tradition of landowners sharing their property to pedestrian access, including hunting, and has consistently opposed this bill. Although, in recent years a number of NHTOA members have expressed interest in purple paint posting. Jasen has spoken with representatives from Maine and the NH Fish and Game Department and heard purple paint posting has been problematic in those states. Specifically, many in the recreation community do not know what it means and accidentally trespass. This bill is also confusing as a portion of it still requires posting signage on property entrances. The Policy Committee is reviewing it.

House Bill 1423- This bill would require the Department of Natural and Cultural Resources to inventory and map all "old-growth" forest on any public land in New Hampshire. This bill is being sponsored by Rep. Caplan on behalf of "Standing Trees," an organization opposed to timber harvesting. Besides being a significant distraction and drain on organizational resources (staff time and money), this bill does not define "old-growth," although the sponsor has said in the past, he views anything over 60-years old as qualifying. The NHTOA will be opposing this.

House Bill 1532 – This is another tree stand and game camera bill. Ironically, this is being brought forward by several of the opponents of last year's NHTOA/Farm Bureau/NH Wildlife Federation game camera bill. Although we anticipate issue fatigue with this subject there are a couple items within this bill the NHTOA could support (clarifying the landowner can remove illegally placed cameras and requiring the N.H. Fish and Game Department to get permission prior to putting a camera on someone else's property).

Senate Bill 438 – This bill seeks to put U.S. softwood lumber on par with Canadian on state building projects through the building code. It seeks to do this by requiring lumber harvested in the U.S. with a SPF's grading stamp be acceptable for state building projects where SPF graded lumber is specified. Despite the need to address this issue, this bill has several flaws. It fails to recognize lumber grown in the U.S. can be processed in Canadian mills and vice versa. This can create inventory issues and concerns. The NHTOA will be gathering more information on this proposal.

## Carbon

The NHTOA carbon work group and policy committee held several meetings to discuss forest carbon markets and their interaction with timber tax and current use assessment and impacts on wood supply, forest health, and rural economies.

Jasen provided a draft copy of the NHTO Policy Committee carbon discussion/policy points. This document will provide a general overview of the NHTOA's position and thoughts on forest carbon projects. It provides a yardstick by which individual carbon proposals (i.e., bills) are evaluated against. A couple key elements of this include,

- NHTOA will focus its interest and energy only on this subject as it applies to timberland management, forest health, and wood supply (not whether forest carbon programs are an effective tool to mitigate global climate change),
- The NHTOA will not endorse or oppose a landowner's willingness to pursue a forest carbon project,
- The NHTOA, in conjunction with UNH Cooperative Extension, can play an important role educating landowners about the opportunities and potential pitfalls of entering forest carbon programs,
- The NHTOA will educate its members and policy makers about the impacts forest carbon trading programs can have on forest management and a strong forest industry.
- NHTOA will continue to educate about the role forest products play in storing carbon.

There was consensus this document did a good job capturing the general points and position of the organization. As individual proposals come forward. Individual bills, rules, and policies will be vetted by the NHTOA Policy Committee. It was also noted that although the organization takes this position, individual members are free to express their individual positions in public hearings or forums.

## 4. NHTOA Operations

### Strategic Goal #4

Promote the value of working forests and responsible forest management -- *Timber Crier* discussion

Jasen and Bill presented the economics, discussion points and questions for the *Timber Crier*,

- What is the purpose of the *Timber Crier*,
- Other purposes/uses for the *Timber Crier*,
- Should we aim for a wider audience,
- What might have to change to attract a wider audience?

### Economics

Advertising revenue -- \$27,340

Printing expenses -- \$19,101

Staff time (estimate) -- \$18,000

### Purpose/distribution

It is an attractive and good magazine, and we could use that to broaden its appeal and attract more members and interest in the organization. Although we have discussed selling it, that runs counter to its role as a "member benefit" and being a reason for people joining (e.g., Why join if I can just buy the magazine?) Currently, its primary purpose is an internal means of communications to our membership. If we want to broaden its appeal and use it to attract/interest new members we would need to get more

outside voices. The advocacy could also be more direct (i.e., editorials). This could also be leveraged to attract different advertising.

The consensus was not to begin selling the magazine, but instead get it more broadly distributed to targeted forums,

- Libraries
- High school career technology programs
- Welcome Centers
- Real Estate Registry

In addition to more explicit advocacy, we could add an informational article/column for people not knowledgeable about timberland.

Chris warned that we need to be targeted and recognize we will not be able to meet all the objectives discussed. Two examples of differing magazines with differing audiences and focuses are,

1. Northern Woodlands – general forest/nature articles with a few industry articles, and
2. Northern Logger – targets the forest products industry.

The *Timber Crier* falls in the middle of these. He would support a subcommittee to be thoughtful to consider possible changes.

Bill said he does not see the need for a lot of change, but he would like to get more input from the board of directors on the magazine focus and themes.

Ross mentioned themes can be problematic as it restrains article diversity, and some people prefer publications with a broader selection of articles.

Going forward it was agreed to,

- Maintain current timber and lumber market information.
- Create a column for people not knowledgeable about timberland (i.e., know your boundaries, winter tree id, etc.)
- Not always restrain it to themes and have articles that specifically highlight projects and programs the NHTOA does,
  - Teacher Tour
  - Career Field Day
  - CHaD shoot, and
  - More human-interest articles.
- Work to make sure the cover is aesthetically attractive (eye grabbing)
- Develop a special issue for new landowners “Timber primer” that could be sent to real estate agents, new landowner on the real estate registry. This issue could also appeal to new advertisers.

Michael Sharp said staff should get a cost estimate for the special issue and ensure the budget can cover it. We also need to establish a process to measure if it is effective in attracting members.

Ross suggests staff also look at having online articles and determine if it would attract members or discourage someone from joining.



### Invasive Species research fellowship

Jasen provided a copy of a woody invasive species research fellowship grant proposal. This would be a collaboration between NHTOA and UNH (UNH Cooperative Extension, and UNH Agriculture Research Station). NHTOA is seeking a \$10,000 grant from the N.H. Department of Agriculture to fund a research fellow to conduct an assessment of relevant research about the management of woody invasive species over the next year. This assessment will include information on:

- Woody invasive species that are present in the northeast region, the extent of the species' spread, potential economic and ecosystem costs associated with the spread of the invasive species, and recommended management strategies and their effectiveness.
- Woody invasive species that are emerging and are likely to enter the northeast region in the next 10–15 years, potential economic and ecosystem costs associated with the spread of the invasive species, and recommended management strategies and their effectiveness.
- A directory of relevant educational, non-profit, and governmental units that, as part of their mission, are tasked to assist stakeholders to identify and overcome challenges with woody invasive species.
- A directory of grant and other funding programs that are available to stakeholders for managing woody invasive species on their lands.

The completed Assessment will:

- Develop a comprehensive overview of the challenges faced by northeast landowners and provide an up-to-date repository of research-informed recommendations for managing woody invasive species.
- Identify key areas of research and educational programming for institutions of higher education, government agencies, and non-profit organizations for supporting stakeholders as emerging woody invasive species enter the northeast region.
- Encourage dialogue between forestland owners and managers, land-grant university research and extension programs, non-profit groups, and policymakers.
- Be the basis for a listening session hosted by NHTOA and UNH that will present the information to regional landowners, researchers, extension specialists, and policy makers.

Although the funding is a pass-thru, the NHTOA's leadership on this effort could benefit the organization with potential new members as they struggle with these woody plants.

MOTION to allow the NHTOA staff to pursue the research fellowship project, provided the NHTOA can successfully secure the \$10,000 needed to fund it through external grant sources made by Linda Brownson.

Seconded by Liz Hager

Motion passes unanimously.

### Board Membership

Jasen distributed a list of the current NHTOA directors and officers. The current roster satisfies all the By-Law requirements (County representation, industry/landowner representation). Due to term limits of individual directors, we will not have any vacancies next year.

## **5. Other Business**

Jasen reiterated the awards program needs nominations and although directors cannot nominate or be nominated, they can identify worthy individuals and companies and encourage others to make the nominations. Also, it is appropriate for the board to bring Kendall Norcott nominations forward at the board meeting where we vote on these awards in February.

Teri encouraged directors to review the annual fund list and contact those that have not given yet. She said this is very effective in raising money.

Motion to adjourn was made by Colleen O'Neill

Motion was seconded by Teri Hardwick

The motion was approved unanimously.

**Attachment #1**  
**New Hampshire Department of Agriculture, Markets and Food**  
**IPM GRANT APPLICATION**

**Project Title:** 2024 Woody Invasive Species IPM Research Fellowship

**Applicant's Organization:** New Hampshire Timberland Owners Association (NHTOA)

**Contact Person:** Jasen Stock, Executive Director

**Signature:**

**Mailing Address:** 54 Portsmouth St.  
Concord, NH 03301  
**Telephone (day):** 603-224-9699  
**Email:** jstock@nhtoa.org

**Starting and Ending Dates:** March 1, 2024 to December 31, 2024  
Post Fellowship: March 2024  
Interview and hire Fellow: May 2024  
Fellow conducts research: May 2024 through September 2024  
Preliminary Report: October 1, 2024  
Final Report: December 1, 2024

**Grant Amount Requested:** \$10,000.00

I. **Itemized Budget**

<b>Expense Account</b>	<b>TOTAL</b>
Fellowship funding	\$10,000
<b>Total</b>	<b>\$10,000</b>

**Fellowship: \$10,000**

The funds sought through this grant will support a Woody Invasive Species IPM Research Fellowship ('Fellowship'). The Woody Invasive Species IPM Research Fellow ('Fellow') will complete and deliver a longitudinal assessment of the relevant research, Extension bulletins, and other literature by non-profit organizations, governmental agencies, and others about management challenges and approaches to deal with woody invasive species in New Hampshire and the rest of the northeast region. The funds will compensate the Fellow for their time researching and compiling a report of their findings.

The funds will be managed and disbursed, and the Fellowship will be managed and directed, in concert between the New Hampshire Timberland Owners Association (NHTOA), UNH College of Life Science and Agriculture (COLSA), and the UNH Agricultural Experiment Station (AES).

Funding represents approximately 1 month (160 hours) of salary (\$6,200) and benefits (\$3,800) for a post-doctoral / research scientist with a doctoral degree, using current median rates at the University of New Hampshire.

II. **Project Description:**

Woody invasive species are a growing challenge to northeast timberland owners. These species damage forest and wildlife habitat health, and they undermine the economics of timberland ownership. This challenge is being exacerbated by a changing climate, increasing pressures from migrating or newly introduced invasive species, and a lack of comprehensive information about how to effectively and sustainably control these species, in the context of these ever-evolving events.

We need to gain a better understanding of the current body of research on the extent of woody invasive species' presence, the arrival of new species in NH and our region, and the resources available to landowners and land managers to combat them, following the principles and practices of IPM. NHTOA and UNH are seeking funds to appoint the Fellow to inventory and catalogue this information and identify future IPM research needs.

### III. Project Objectives:

The objectives of this fellowship are to develop and/or assess:

- Woody invasive species that are present in the northeast region:
  - the extent of the species' spread;
  - potential economic and ecosystem costs associated with the spread of the invasive species;
  - recommended management IPM strategies and their effectiveness.
- Woody invasive species that are emerging and are likely to enter the northeast region in the next 10–15 years:
  - potential economic and ecosystem costs associated with the spread of the invasive species;
  - recommended sustainable management strategies and their effectiveness.
- A directory of organizations that, as part of their mission, are tasked to assist stakeholders to identify and overcome challenges with woody invasive species,
  - educational institutions;
  - non-profit land-based organizations;
  - government agencies.
- A directory of grant and other funding programs that are available to stakeholders for IPM management of woody invasive species on their lands.

The completed assessment will:

- Provide a comprehensive overview of the challenges faced by northeast landowners and provide an up-to-date repository of research-informed recommendations for managing woody invasive species, including relevant IPM strategies.
- Identify key areas of IPM research and educational programming for institutions of higher education, government agencies, and non-profit organizations, for supporting stakeholders' efforts as emerging woody invasive species overspread the northeast region.
- Encourage dialogue between forestland owners and managers, land-grant university research and extension programs, non-profit groups, and policymakers. It will also be the basis for at least one listening session, hosted by NHTOA and UNH, that will present the information to regional landowners, researchers, extension specialists, and policy makers.

The Project Leaders hope to expand this effort into a collaboration by the entire northeast region, including Connecticut, Maine, Massachusetts, New Hampshire, New York, Pennsylvania, Rhode Island, and Vermont.

### IV. Economic and Environmental Impact

Eighty-three percent of New Hampshire is forested, making New Hampshire the second most forested state in the nation (USDA, FIA data). Most of this forestland is privately owned (approx. 72 percent). In addition to supporting New Hampshire's forest products industry (\$1.4 billion annual economic output - Lee, Economic Value of New Hampshire's Working Landscape with a Focus on Outdoor Recreation, 2017), these forests also support wildlife habitat, and they underpin the state's outdoor recreation/tourism economy (\$3.0 billion annual economic output - Lee, Economic Value of New Hampshire's Working Landscape with a Focus on Outdoor Recreation, 2017).

The emergence of new invasive woody species and the expansion and growth of existing plants is impacting the physical and economic health of these forests. With each acre of productive private timberland lost, using Lee's economic analysis, the annual economic loss to the forest products industry is estimated \$384/acre and the annual economic loss to the outdoor recreation industry is estimated at \$1,666/acre.

**V. Accomplishment of Goals:**

The Woody Invasive Species IPM Research Fellow will work in coordination with the Project Leaders to research and produce an assessment of the scope of challenges presented by woody invasive species, management recommendations and efficacy, emerging issues, research and Extension programs active now, and relevant government and non-profit organizations in the northeast region that provide information and/or resources for landowners to manage woody invasive species. The Fellow and the Project Leaders will engage the assistance of the NH Invasive Species Planning Committee (Planning Committee) to accomplish this.

The Fellow will be expected to deliver a final written landscape assessment in the form of an electronic professional report published by the NHTOA and any background datasets by December 1, 2024.

The Fellow will also be expected to:

- Complete regular check-ins with UNH and NHTOA personnel.
- Present the assessment findings and data to UNH, NHTOA, and partners through at least one online professional development opportunity.

The Fellow will be encouraged to submit/adapt all or part of the Assessment work as a publication to a peer-reviewed journal in addition to the electronic professional report publication.

**VI. Sampling Methods:**

The Fellow will investigate existing research, Extension, and other relevant literature.

**VII. Data Evaluation:**

The Fellow will be responsible for the assessment as the primary author, with oversight provided by the Project Leaders. The Project Leaders, with the assistance of the Planning Committee, will publish the electronic professional report, and assist in the development of the web-based data repositories.

Corresponding to the goals described in Section III, the completed Assessment will be evaluated as follows:

1. The Project Leaders, with the help of the Planning Committee, will regularly review the Fellow's progress and identify areas that require additional assessment.

2. The Project Leaders will ensure that key areas of IPM research and educational programming identified by the Fellow correspond to opportunities in institutions of higher education, government agencies, and non-profit organizations for supporting stakeholders as emerging woody invasive species enter the northeast region.
3. A listening session hosted by NHTOA and UNH will be held to present the information to regional landowners, researchers, extension specialists, and policy makers. Other less formal interactions will occur as part of the assessment development and information gathering. The Project Leaders will assist the Fellow in connecting with appropriate individuals.

**VIII. How results will be shared/publicized:**

The Assessment will be publicized through print and other media channels.

A final written landscape assessment in the form of an electronic professional report will be published by the NHTOA and UNH and publicly available to all members of the Planning Committee. Paper copies of the report will be provided on request by the NHTOA.

There will also be at least one presentation opportunity of the assessment. The Project Leaders will arrange to provide marketing assistance for this opportunity.

**IX. How other groups may adopt some of the information we learn or develop:**

Interest in this project is growing. In addition to the organizations whose educational mission would adopt the information from this assessment, there are many land managers, landowners, land trusts, conservation commissions, and municipalities that could also utilize some or all the information in the assessment including,

- Learning how to implement IPM to control certain invasive woody plants,
- Identifying financial resources to assist with invasive woody plant control,
- Identifying expertise to assist with integrated invasive woody plant management.

**X. Appendix 1** contains letters of support from 16 organizations and individuals for this project.

**PROJECT LEADERS:**

Jasen Stock

Executive director, NH Timberland Owners Association

Anton Bekkerman

Director, NH Agricultural Experiment Station

University of New Hampshire

46 College Road

Durham, NH 03824

anton.bekkerman@unh.edu

**Darrel Covell**

Team Leader, Natural Resources Program, UNH Cooperative Extension  
Taylor Hall  
Durham, NH 03824  
darrel.covell@unh.edu

**Stephen Wood**

Apple Grower/Cider Maker – Poverty Lane Orchards/Farnum Hill Ciders  
NH Fruit Growers Association – Research Director  
Mailing Address: 98 Poverty Lane, Lebanon, NH 03766  
Telephone: 603 252 5696  
Email: [swood@farnumhillciders.com](mailto:swood@farnumhillciders.com)



*Financial Statements*

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**NEW HAMPSHIRE TIMBERLAND OWNERS'  
ASSOCIATION**

**FOR THE YEAR ENDED SEPTEMBER 30, 2019  
AND  
INDEPENDENT ACCOUNTANTS' COMPILATION REPORT**

**NEW HAMPSHIRE TIMBERLAND OWNER'S ASSOCIATION**

**FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2019**

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To the Board of Directors of  
New Hampshire Timberland Owners' Association  
Concord, New Hampshire

**INDEPENDENT ACCOUNTANTS' COMPILATION REPORT**

Management is responsible for the accompanying financial statements of New Hampshire Timberland Owners' Association, which comprise the statement of financial position as of September 30, 2019 and related statements of activities, cash flows and functional expense for the year then ended, in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all the disclosures required by accounting principles generally accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Organization's financial position, results of operations and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

*Leone McDonnell & Roberts*  
*Professional Association*

February 18, 2020  
Dover, New Hampshire

**NEW HAMPSHIRE TIMBERLAND OWNERS' ASSOCIATION**

**STATEMENT OF FINANCIAL POSITION  
SEPTEMBER 30, 2019**

**ASSETS**

**CURRENT ASSETS**

Cash	
Accounts receivable, net	\$ 199,106
Prepaid legal fees	21,671
Prepaid expenses	30,920
	<u>16,721</u>

Total current assets

268,418

**PROPERTY AND EQUIPMENT**

Property and equipment	19,643
Less accumulated depreciation	<u>(19,643)</u>

Property and equipment, net

Total

\$ 268,418

**LIABILITIES AND NET ASSETS**

**CURRENT LIABILITIES**

Accounts payable	\$ 7,482
Deferred revenue	77,702
Accrued expenses	<u>33,483</u>

Total liabilities

118,647

**NET ASSETS**

Without donor restriction	112,964
With donor restriction	<u>36,807</u>

Total net assets

149,771

Total

\$ 268,418

See Independent Accountants' Compilation Report

**NEW HAMPSHIRE TIMBERLAND OWNERS' ASSOCIATION**

**STATEMENT OF ACTIVITIES  
FOR THE YEAR ENDED SEPTEMBER 30, 2019**

	<b>Net assets without donor <u>restriction</u></b>	<b>Net assets with donor <u>restriction</u></b>	<b><u>Total</u></b>
<b>PUBLIC SUPPORT AND REVENUE</b>			
Grants, fundraising and public support	\$ 197,485	\$ -	\$ 197,485
Membership income	92,322	-	92,322
Forestry course income	24,430	-	24,430
GSWI income	68,420	-	68,420
SFI income	38,147	-	38,147
Other program service revenue	39,712	-	39,712
Investment income	397	-	397
Other revenue	22,013	-	22,013
	<u>482,926</u>	<u>-</u>	<u>482,926</u>
Total public support and revenue			
<b>EXPENSES</b>			
Program	351,627	-	351,627
Administration	110,514	-	110,514
Fundraising	40,185	-	40,185
	<u>502,326</u>	<u>-</u>	<u>502,326</u>
Total expenses			
<b>DECREASE IN NET ASSETS</b>	(19,400)	-	(19,400)
<b>NET ASSETS, BEGINNING OF YEAR</b>	<u>132,364</u>	<u>36,807</u>	<u>169,171</u>
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 112,964</u>	<u>\$ 36,807</u>	<u>\$ 149,771</u>

See Independent Accountants' Compilation Report

**NEW HAMPSHIRE TIMBERLAND OWNERS' ASSOCIATION**

**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2019**

<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	
Change in net assets	
Adjustments to reconcile change in net assets to net cash from operating activities:	\$ (19,400)
(Increase) decrease in assets:	
Accounts receivable	8,112
Prepaid expenses	(16,191)
Increase (decrease) in liabilities:	
Accounts payable	7,400
Deferred revenue	212
Accrued expenses	<u>1,966</u>
<b>NET CASH PROVIDED OPERATING ACTIVITIES</b>	<u>(17,901)</u>
<b>CASH, BEGINNING OF YEAR</b>	<u>217,007</u>
<b>CASH, END OF YEAR</b>	<u>\$ 199,106</u>

See Independent Accountants' Compilation Report

**NEW HAMPSHIRE TIMBERLAND OWNERS' ASSOCIATION**

**STATEMENT OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2019**

	<b><u>Program</u></b> <b><u>Services</u></b>	<b><u>Administration</u></b>	<b><u>Fundraising</u></b>	<b><u>Total</u></b>
Salaries and wages	\$ 172,335	\$ 54,162	\$ 19,695	\$ 246,192
Payroll taxes	14,282	4,488	1,632	20,402
Employee benefits	3,347	1,052	382	4,781
THC expenses	36,592	11,500	4,182	52,274
Printing and publications	16,431	5,164	1,878	23,473
Conferences and meetings	12,217	3,840	1,396	17,453
Other professional fees	404	127	46	577
Admin support fees	7,546	2,371	862	10,779
Accounting	8,785	2,761	1,004	12,550
Strategic plan fees	8,777	2,759	1,003	12,539
Occupancy	7,438	2,338	850	10,626
Office	9,189	2,888	1,050	13,127
Travel	9,473	2,978	1,083	13,534
Insurance	3,298	1,036	377	4,711
Legal	1,233	387	141	1,761
Other	<u>40,280</u>	<u>12,663</u>	<u>4,604</u>	<u>57,547</u>
Total expenses	<u>\$ 351,627</u>	<u>\$ 110,514</u>	<u>\$ 40,185</u>	<u>\$ 502,326</u>

**See Independent Accountants' Compilation Report**

603-224-9699  
(tel:603-224-9699)

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# NHTOA Officers and Directors

## Executive Committee

Name	Position	Term Ends	Director Term Ends
Chris Fife	President	2024	2026
Rich Roy	President-Elect	2024	2024
Joe Carrier	Vice President	2024	2025
Michael Sharp	Treasurer	2024	2025
Jeff Snitkin	Secretary	2025	2027
John Randall	At-Large	2025	2026

## Directors

Name	County	Representing	Ends
Jennifer Scarinza	Coos	Landowners	2026 (2)
Bruce Bovill	Carroll	Logger	2026 (1)
Linda Brownson	Grafton	Landowners	2025 (2)
Ross Caron	Coos	Sawmill	2025 (1)

<b>Name</b>		<b>County</b>	<b>Representing</b>	<b>Ends</b>
Joe	Carrier	Merrimack	Sawmill	2025 (1)
Evan	Chatmas	Carroll	pulp paper	2025 (a)
Peter	Collins	Hillsborough	At-Large	2027 (1)
Steve	Eisenhaure	Strafford	At-Large	2027 (1)
Chris	Fife	Coos	Landowners	2026 (2)
John	Fuller	Carroll	Sawmill	2025 (1)
Elizabeth	Hager	Belknap	Landowners	2027 (2)
Teri	Hardwick	Hillsborough	Logger	2027 (1)
Bill	Lipfert	Sullivan	Landowners	2025 (1)
David	Marden	Rockingham	Landowners	2025 (2)
Colleen	O'Neill	Sullivan	Landowners	2026 (1)
Brendan	Prusik	Coos	At-Large	2025 (2)
John	Randall	Cheshire	Landowners	2026 (2)
Rich	Roy	Merrimack	Wood Energy	2024 (1)
Michael	Sharp	Grafton	Logger	2025 (1)
Jeff	Snitkin	Merrimack	Cons. Forester	2027 (2)
Lynn	Sweet	Strafford	At-Large	2027 (1)

**NHTOA**

# 2024 Woody Invasive Species IPM Research Fellowship

## Key personnel

### Contractor "Fellow"

The purpose of this project is to support a Woody Invasive Species IPM Research Fellowship ('Fellowship'). The Woody Invasive Species IPM Research Fellow ('Fellow') will complete an assessment of the relevant research, Extension bulletins, and other literature by non-profit organizations, governmental agencies, and others about management challenges and approaches to deal with woody invasive species in New Hampshire and the rest of the northeast region.

The fellow will receive \$10,000 in compensation for this project.

Because they have not been hired yet we are unable to provide a resume.

### Project leaders (resumes attached)

Jasen Stock

Executive director, NH Timberland Owners Association

Salary paid by contract: \$0

Anton Bekkerman

Director, NH Agricultural Experiment Station

University of New Hampshire

Salary paid by contract: \$0

Darrel Covell

Team Leader, Natural Resources Program, UNH Cooperative Extension

Taylor Hall

Salary paid by contract: \$0

Stephen Wood

Apple Grower/Cider Maker – Poverty Lane Orchards/Farnum Hill Ciders

NH Fruit Growers Association – Research Director

Salary paid by contract: \$0

# JASEN STOCK

---

## **WORK EXPERIENCE**

### **Site/Facility and Staff Management**

Manage the P/L of a \$2.5 million industrial services company and \$500k non-profit

- Develop the annual budget and business plan
- Prepare and present monthly results and financial projections
- Prepare and implement long-term (>5 years) strategic business plans
- Respond to changing regulations by developing client specific compliance programs
- Work with industry trade organizations, lobbyist and public relations specialists developing and implementing a state-wide public relations and legislative strategy

Manage all aspects of a professional staff

- Prioritize staff objectives and establish training goals and maintain accountability
- Calculate employee salaries, bonuses and employee-specific incentive programs
- Hire and train sales staff and project, program and communications managers in:
  - i. Federal and State regulations
  - ii. Technical sales process

Client management and customer service

- Administer large (> \$500k) contracts with municipal and private customers
- Work with sales force implementing client specific recycling services
- Work with Government Affairs Staff and trade organizations to positively influence proposed legislation and regulations

### **Project Management**

Manage all aspects of a \$1Million waste-to-energy project

- Develop budgets and timelines
- Negotiate and administer contracts
- Evaluate capital improvements
- Manage subcontractors (e.g. attorneys, engineers and scientists)
- Prepare, submit and defend regulatory permits
- Represent site development proposals at local zoning meetings

## **Sales and Marketing/Business Development**

Work with Midwest Regional Staff developing short and long-term strategic growth plans

- Conduct market analysis (e.g. quantify market potential, competition and marketshare)
- Assist with the prioritization of acquisition candidates, proposal responses and "greenfield" development projects

Evaluate and analyze existing facilities and companies for acquisition

- Meet with existing owner gathering information and market intelligence (e.g. motivations for selling, market position)
- Conduct due diligence (e.g. evaluate contracts, assets and market position)
- Evaluate how acquisition would integrate with existing operations

Market industrial services to large strategic municipal and industrial clients

- Make sales presentations to city/town councils and facility managers
- Respond to Request For Proposals (RFP) (e.g. prepare, submit and present qualifications statements and detailed proposals)
- Negotiate final contracts

## **Government Relations/Lobbying**

Respond to legislation and regulatory changes that would negatively impact the forest products industry as well as develop positive legislation supportive of the forest products industry such as,

- 2002 - successfully passed a major legislative study initiative regarding renewable energy
- 2011 - successfully passed legislation clarifying the limits of local authority on timber harvesting projects
- 2001 through 2024 - killed numerous bills that would have increased taxation on forestland and hindered a landowner's ability to harvest their timber
- 2001 through 2024 - sponsored and passed numerous bills and regulation changes to benefit private landowners and the forest products industry
- 2004 through 2024 - assisted landowners and land managers in dealing with local ordinances that would have hindered their ability to access their property or harvest their timber.

## **EDUCATION**

BS, Agriculture, 1989, Cornell University, Ithaca, NY

Curriculum also included Marketing and Engineering coursework

Assoc., Agriculture, 1987, State University of New York, Cobleskill, NY

## **WORK HISTORY**

### **New Hampshire Timberland Owners Association**

11/00 - present Executive Director, Concord, NH

### **New England Organics (acquired Browning Ferris Industries' NH operations)**

03/00 - 11/00 Special/Senior Project Manager, Chichester, NH

### **Browning Ferris Industries**

05/95 - 03/00 Senior Project Manager, Chichester, NH

02/94 - 05/95 Project Manager, Minneapolis, MN

11/93 - 02/94 Market Development Representative, Minneapolis, MN

10/92 - 11/93 Regional Special (Industrial) Waste Coordinator, Chicago, IL

08/90 - 10/92 Compliance Manager, Chicago, IL

# ANTON BEKKERMAN

## EDUCATION

---

**North Carolina State University, 2009** **Raleigh, NC**  
*Doctorate in Economics*

**North Carolina State University, 2007** **Raleigh, NC**  
*Masters in Economics*

**Loyola College in Maryland, 2005** **Baltimore, MD**  
*Bachelors of Business Administration, summa cum laude*

## PROFESSIONAL EXPERIENCE

---

**2020–present** **University of New Hampshire** **Durham, NH**  
*Director, New Hampshire Agricultural Experiment Station*  
*Associate Dean, College of Life Sciences and Agriculture*  
*Professor, Dept. of Agriculture, Nutrition, and Food Systems*

**2009–2020** **Montana State University** **Bozeman, MT**  
*Associate Director, Montana Agricultural Experiment Station, 2018–2020*  
*Research Fellow, Initiative for Regulation & Applied Economic Analysis, 2016–2020*  
*Associate Professor, Dept. of Agricultural Economics and Economics, 2015–2020*  
*Assistant Professor, Dept. of Agricultural Economics and Economics, 2009–2015*

## SUMMARY OF LEADERSHIP AND ADMINISTRATIVE EXPERIENCE

### *Director, New Hampshire Agricultural Experiment Station*

Responsible for helping facilitate research, outreach, and engagement success of faculty and staff associated with the New Hampshire Agricultural Experiment Station. Specific duties include: administer Station's \$6.5 million budget and resource allocation; oversee the Station's facilities use, maintenance, safety and development; facilitate efforts to increase Station's visibility within the University and community; facilitate and help review all Hatch, Multistate, and McIntire-Stennis projects; represent the Station at state, national, and international events; regularly interact with the Station's advisory board, stakeholder groups, and College of Life Sciences and Agriculture department heads; interact with University facilities services to review and assess maintenance needs at research facilities; regularly meet and develop integrated strategic efforts with UNH Cooperative Extension; serve as supervisor to 10 direct reports and provide oversight of 23 total staff across the research farms, greenhouses, dairies, equine stables, and farm services and for the business operations and communications specialists.

### *Associate Dean of Research, College of Life Sciences and Agriculture*

Help support the College's research enterprise; serve as a liaison to the UNH Office of Research, Economic Engagement, and Outreach; facilitate early-career faculty research onboarding; work closely with the College facilities and operations manager to ensure safe and operational research infrastructure; advise the dean about strategic research directions for the College.

### *Leadership in Agricultural Experiment Station Professional Community*

Serve and chair the Experiment Station Committee on Organization and Policy's (ESCOP's) Budget and Legislative Committee; serve on APLU's Budget and Advocacy Committee and Committee on Legislative Policy; serve on ESCOP's Finance Committee, Chair's Advisory Committee, Executive Committee; serve on executive committee for the Northeastern Regional Association of State Experiment Stations (NERA); serve on the Northeastern Regional Aquaculture Center Board of Directors; serve as Administrative Adviser for two Multistate Research and Coordinating Committees in Northeastern region.

### *Associate Director, Montana Agricultural Experiment Station*

Responsible for helping facilitate research, outreach, and engagement success of the approximately 200 faculty and staff associated with the Montana Agricultural Experiment Station. Specific duties include: advise in Station's \$15 million budget management and resource allocation; lead College of Agriculture and Montana Agricultural Experiment Station strategic plan development; leading role in developing Station's facilities' major maintenance and long-range building program development proposal; leading role in developing a portfolio of new College- and Station-wide faculty and staff awards; lead effort on increasing Station's visibility within the University; review all Hatch proposals;

represent the Station at state, national, and international events; regularly interact with the Station's advisory council, stakeholder groups, and College of Agriculture department heads; advise Director on information presented to the legislature and producer groups; lead the Fertilizer Assessment Committee, tasked with allocating assessment funds for research; interact with University facilities services to review and assess maintenance needs at research farms; serve as Administrative Adviser for two Multistate Research and Coordinating Committees in Western region.

*Board of Directors and Council Member, Western Agricultural Economics Association*

Help manage association's budgets, annual conference organization, award selection processes; lead transition to a new conference management system; role in association's transition to a new fiscal management partner; initiated creation of the Publications committee for liaising between the association's Board of Directors and its two journals.

*Leadership Training*

Food Systems Leadership Institute (FSLI) Cohort 19; Harvard Graduate School of Education's Aligning Strategic Priorities with Financial Resources in Higher Education program; LEAD21 training, class 13; continuing training through LEAD21 alumni program; Montana State University's DEAL (Developing Excellence in Academic Leadership) program.

*Leadership in the Agricultural Economics Professional Community*

Editor of the Journal of Agricultural and Research Economics; Chair and meeting organizer for regional multistate coordinating committee (NCCC-134; five-year appointment); chair and conference organizer, chair-elect, and secretary for regional multistate project (NC-213); president and secretary/treasurer for North American Branch of Australian Agricultural and Resource Economics Society; secretary/treasurer for Food and Agricultural Marketing and Policy Section of AAEEA; external reviewer for academic programs in the Applied Economics Department at Utah State University; serve on numerous award selection committees for professional associations.

*Public Outreach and Engagement*

Serve on the New Hampshire State Conservation Committee and the Current Use Board; serve on the Durham Agricultural Commission; board of directors for Seacoast Eat Local; led development and provide ongoing oversight for AgEconMT.com outreach project, providing weekly blog and podcast posts for agricultural and natural resource economics information in the northern Great Plains; author of popular blog with extensive readership in northern Great Plains; regular contributor to agricultural news, TV, and radio outlets; serve on the Montana Agricultural Land Valuation Advisory Council (Montana Department of Revenue); served on the Bozeman Public Library bookmobile planning committee; developed multiple web-based data tools for agricultural data.

### *University and Department Service and Leadership*

*University of New Hampshire:* Co-chair college safety committee; serve on university Post-doctoral Diversity and Innovation Scholars program advisory committee.

*Montana State University:* Organized and led three international experiential learning courses (Ukraine, Italy and France, Great Britain); chaired the undergraduate program committee; served on the University Research Council; chair for six graduate committees and member of twelve graduate committees; chair of thesis receiving the 2019 Western Agricultural Economics Association Outstanding Masters Thesis Award; chair of thesis receiving the 2020 Agricultural and Applied Economics Association Outstanding Masters Thesis Award; led departmental scholarship committee and member of College scholarship committee; served as member of department promotion and tenure committee.

### RESEARCH SUMMARY

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I am an agricultural economist who is interested in agricultural marketing, farm management, policy, and agribusiness risk management. My published and on-going research focuses on a broad range of issues, including crop price dynamics and forecasting, market valuation of food quality characteristics, management of invasive species and pests, farm policy analysis, crop insurance, fertilizer market dynamics, wine pricing, co-operatives, among others. I also work with interdisciplinary teams of scientists to analyze the agronomic and economic effectiveness of alternative cropping systems, trade-offs of alternative soil management strategies, and cover crops. My last research area has involved broader economic topics, including the economics of education, economics of public libraries, and economic information.

### REFEREED PUBLICATIONS

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#### *Agricultural Marketing, Price, and Policy Analysis*

1. Bekkerman, A. "Quality Forecasting: Predicting When and How Much Markets Value Higher Protein Wheat." *Canadian Journal of Agricultural Economics*. 69:465-490. (Outstanding Article award).
2. Bekkerman, A., T. Gumbley, and G. Brester.<sup>†</sup> "The Impacts of the Renewable Fuel Standards on Spatial and Vertical Price Relationships in the U.S. Fertilizer Industry." *Applied Economics Perspectives and Policy*. 43(2):802-822.
3. Bekkerman, A., and M. Taylor.\* 2020. "Competing for Wheat in the Great Plains: Spatial Variation of Basis Across Elevator Types." *Review of Industrial Organization*. 51(1):27-58.
4. Bekkerman, A., G. Brester, and D. Ripplinger. 2020. "The History, Consolidation, and Future of the U.S. Nitrogen Fertilizer Production Industry." *Choices*. Quarter 2.
5. Brester, G., and A. Bekkerman. 2020. "Are Fertilizer Capacity Expansion

- Announcements #FakeNews?" *Choices*. Quarter 2.
6. Bekkerman, A., E. Belasco, and V. Smith. 2019.\* "Does Farm Size Matter? Distribution of Crop Insurance Subsidies and Government Program Payments Across U.S. Farms." *Applied Economics Perspectives and Policy*. 41(3):498-518.
  7. Brester, G., A. Bekkerman, and G. Tonsor. 2019. "An Alternative Approach to Measuring Demand Changes in Meat Markets." *International Food and Agribusiness Management Review*. 22(3):397-412.
  8. Bekkerman, A., and G. Brester. 2019. "Don't Judge a Wine by Its Closure: Price Premiums for Corks in the U.S. Wine Market" *Journal of Wine Economics*. 14(1): 3-25.
  9. Bekkerman, A., and D. Weaver. 2018. "Modeling Joint Dependence of Invasive Pests: The Case of the Wheat Stem Sawfly." *Journal of Agricultural and Resource Economics*. 42(2):172-194
  10. Bekkerman, A., and H. Tejada. 2017. "Revisiting the Determinants of Futures Contract Success: The Role of Market Participants." *Agricultural Economics*. 48:175-185.
  11. Bekkerman, A., G. Brester, and M. Taylor. 2016 "Forecasting a Moving Target: The Roles of Quality and Timing for Determining Northern U.S. Wheat Basis." *Journal of Agricultural and Resource Economics*. 41(1):25-41.
  12. Bekkerman, A., E. Belasco, and A. Watson.\*† 2015. "Decoupling Direct Payments: Potential Impacts of the 2014 Farm Bill on Farm Debt." *Agricultural Finance Review*. 75(4):434-449 (lead article).
  13. Jefferson-Moore, K., A. Bekkerman, N. Piggott, B. Goodwin, S. Palat, and C. Turner. 2015. "Potential check-off benefits to farmers in the presence of wind-borne diseases." *Journal of Agricultural Extension and Rural Development*. 7(5):176-177.
  14. Bekkerman, A., H. Schweizer, and V. Smith.\*† 2014. "The Impacts of the Canadian Wheat Board Ruling on the North American Malt Barley Markets." *Canadian Journal of Agricultural Economics*. 62(4):619-645.
  15. Bekkerman, A. 2013. "The Changing Landscape of Northern Great Plains Wheat Markets." *Choices*. 28(2).
  16. Bekkerman, A., G. W. Brester and T. J. McDonald.† 2013. "A Semi-Parametric Approach to Analyzing Quality-Differentiated Agricultural Markets." *Journal of Agricultural and Applied Economics*. 45(1):79-94.
  17. Bekkerman, A., B. K. Goodwin, and N. E. Piggott. 2013. "A Variable Threshold Band Approach to Measuring Market Linkages." *Applied Economics*. 45(19): 2705-2714.
  18. Bekkerman, A., N. E. Piggott, B. K. Goodwin, and K. Jefferson-Moore. 2012. "A Market-Based Mitigation Program for Wind-Borne Diseases" *Agricultural and Resource Economic Review*. 41(2):175-188.

19. Bekkerman, A., V. H. Smith, M. Watts.\* 2012. "The SURE Program and Incentives for Crop Insurance Participation: A Theoretical and Empirical Analysis." *Agricultural Finance Review*. 72(3):381–401.
20. Bekkerman, A. 2011. "Time-Varying Hedge Ratios in Linked Agricultural Markets." *Agricultural Finance Review*. 71(2):179–200.
21. McDonald, T., G. Brester, A. Bekkerman, and J. Patterson.† 2010. "Case Study: Searching for the Ultimate Cow: The Economic Value of Residual Feed." *Professional Animal Scientist*. 26(6):655–660.
22. Bekkerman, A., B. K. Goodwin, and N. E. Piggott. 2008. "Spatio-Temporal Risk and Severity Analysis of Soybean Rust in the U.S." *Journal of Agricultural and Resource Economics*. 33(3):311–331 (lead article).

### Cropping Systems

23. Adhikari, S., A. Adhikari, D. Weaver, A. Bekkerman, F. Menalled. 2019. "Impacts of Agricultural Management Systems on Biodiversity and Ecosystem Services in Highly Simplified Dryland Landscapes." *Sustainability*. 11(11):3223-3239.
24. Miller, P., A. Bekkerman, J. Holmes, C. Jones, R. Engel. 2019. "Agro-economic returns were reduced for four years after conversion from perennial forage." *Agronomy Journal*. 111(5):2292-2302.
25. Lawrence, P., B. Maxwell, L. Rew, C. Ellis, and A. Bekkerman.† 2019. "Vulnerability of Dryland Agricultural Regimes to Economic and Climatic Change." *Ecology and Society*. 23(1) .
26. John, A., C. Jones, S. Ewing, A. Sigler, A. Bekkerman, and P. Miller.† 2017. "Fallow replacement and nitrogen management for reducing nitrate leaching in a semi-arid region." *Nutrient Cycling in Agroecosystems*. 108(3):279–296.
27. Chen, C., A. Bekkerman, R. Afshar, K. Neill. 2015. "Intensification of Dryland Cropping System for Bio-feedstock Production: Evaluation of Agronomic and Economic Benefits of *Camelina sativa*." *Industrial Crops and Products*. 71(September):114–121.
28. Miller, P., A. Bekkerman, C. Jones, M. Burgess, J. Holmes, and R. Engel. 2015. "Pea in Rotation with Wheat Reduced Uncertainty of Economic Returns in Southwest Montana." *Agronomy Journal*. 107(2):541–550.
29. Burgess, M., P. Miller, C. Jones, and A. Bekkerman.† 2014. "Tillage of Cover Crops Affects Soil Water, Nitrogen, and Wheat Yield Components." *Agronomy Journal*. 106(4):1497–1508.
30. Chen, C., K. Neill, M. Burgess, and A. Bekkerman.† 2012. "Agronomic Benefit and Economic Potential of Introducing Fall-Seeded Pea and Lentil into Conventional

Wheat-Based Crop Rotations." *Agronomy Journal*. 104(2):215–224.

Economics of Information & Education

31. Madariaga, J. and A. Bekkerman.\* 2020. "The Impact of Trade Openness on Relative Equipment Prices: Lessons from Latin America." *Economica*. 87(348):938-984.
32. Gilpin, G. and A. Bekkerman 2019. "Households' public library use across the school calendar." *Library and Information Science Review*. 42(2).
33. Bekkerman, A., and G. Gilpin.\* 2016. "Crime and Punishment: The Role of Student Body Characteristics in Schools' Disciplinary Behaviors." *Applied Economics*. 48(15):1402–1415.
34. Bekkerman, A., and G. Gilpin.\* 2015. "On Understanding Inconsistent Disciplinary Behavior in Schools." *Applied Economics Letters*. 22(10):772–776.
35. Bekkerman, A. 2015. "The Role of Simulations in Econometrics in Pedagogy." *WIREs Computational Statistics*. 7(March/April):160–165.
36. Bekkerman, A., and G. Gilpin.\* 2014. "Can Equitable Punishment be Mandated? Estimating Impacts of Sentencing Guidelines on Disciplinary Disparities." *International Review of Law and Economics*. 40(3):51–61.
37. Bekkerman, A., and J. Morgan.\*† 2014. "Coal Power Plant Emission Exposure and Its Effect on Education Access." *Journal of Public Health*. 22(4):313–321.
38. Bekkerman, A., and G. Gilpin.\* 2013. "High-Speed Internet Growth and the Demand for Locally Accessible Information Content." *Journal of Urban Economics*. 77:1–10 (lead article).
39. Gilpin, G., and A. Bekkerman.\* 2012. "Cost-Effective Hiring in U.S. High Schools: Estimating Optimal Teacher Quantity and Quality Decisions." *Applied Economics Letters*. 19(14):1421–1424.

Note: \* indicates that lead authorship is shared and † is work with former students.

OTHER PUBLICATIONS

- Bekkerman, A., E. Belasco, and V. Smith. 2018. "Where the Money Goes: The Distribution of Crop Insurance and Other Farm Subsidy Payments." Chapter 2 in *Agricultural Policy in Disarray, Volume 1*, V.H. Smith, J.W. Glauber, and B.K. Goodwin, eds. AEI: Washington, D.C.
- Bekkerman, A., E. Belasco, and V. Smith. "Where the Money Goes: The Distribution of Crop Insurance and Other Farm Subsidy Payments." *Reforming the Farm Bill*, AEI, Washington, DC, January 2018.

- Bekkerman, A., and B. Karali. 2018. "The Evolving Dynamics of Commodity Markets: Introduction to a Journal of Agribusiness Special Issue." *Journal of Agribusiness* 35(2):1-5.
- Maxwell, B., B. Weed, L. Ippolito, A. Bekkerman, M. Boone, M. Mills-Novoa, D. Weaver, M. Burrows, and L. Burkle. "Agricultural and Climate Change in Montana." Chapter in *2017 Montana Climate Assessment*, Whitlock C., Cross W., Maxwell B., Silverman N., and Wade AA, eds. Bozeman and Missoula MT: Montana State University and University of Montana, Montana Institute on Ecosystems. September 2017.
- Bekkerman, A., and M. Taylor. "Influence of Shuttle Loaders on Grain Markets in Kansas and Montana." Arthur Capper Cooperative Center Fact Sheet Series, Paper #10, August 2017.
- Ehmke, M., C. Jones-Ritten, B. Patalee, A. Bekkerman, K. Curtis, and C. Ehmke. 2017. "How Sweet Are Beekeeper Returns from Almond Pollination and Honey Production?" In proceedings of the 21st International Farm Management Congress, volume 1.
- Bekkerman, A. "Data-Driven Innovation: An Integrated Public-Private R&D Framework for the 21st Century." In proceedings, Grain Elevators and Processors Society Exchange, March 2017.
- Fulbright, J., K. Wanner, A. Bekkerman, D. Weaver. Wheat Stem Sawfly Biology. Montana State University Extension, MontGuide (MT201107AG), March 2017.
- Miller, P., C. Jones, A. Bekkerman, J. Holmes. Short-term (2-yr) Effects of Crop Rotations and Nitrogen Rates on Winter Wheat Yield, Protein and Economics in North Central Montana. Montana State University Extension, Fertilizer Facts (No. 68), January 2015.
- Bekkerman, A. "Economic Impacts of the Wheat Stem Sawfly and an Assessment of Risk Management Strategies." A report to the Montana Grains Foundation, Great Falls, MT, January 2014.
- Bekkerman, A., and G. Gilpin. "Understanding Cost-Effective Strategies for Increasing Technology and Internet Access in Montana Public Libraries." A report to the Montana State Library, Helena, MT, August 2012.
- Watts, M. J., and A. Bekkerman. "Agricultural Disaster Aid Programs: A SURE Invitation to Wasteful Spending." American Boondoggle: Fixing the 2012 Farm Bill, AEI, Washington, DC, July 2011.

## **WORKING PAPERS**

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- Swanson, A., A. Bekkerman, and M. Taylor. "The Effects of the Section 199 Tax Law on Agricultural Cooperatives' Pricing Behaviors." In preparation for submission.

## **PRESENTED PAPERS AND POSTERS**

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- Research seminar series, Dept. Agriculture, Nutrition, and Food Systems, University of New Hampshire. Durham, NH, August 2021.
- Economics seminar series, University of New Hampshire. Durham, NH, April 2021.
- Western Agricultural Economics Association (WAEA) Annual Meeting, Couer d'Alene, ID, July 2019.
- Economics seminar series at Montana State University. Bozeman, MT, June 2019.
- NCCC-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, Minneapolis, MN, April 2019.
- NC-213 Conference on Marketing and Delivery of Quality Grains and BioProcess Coproducts, Ames, IA, February, 2019.
- Economics seminar series at North Dakota State University, Fargo, ND, November 2018.
- American Agricultural Economics Association (AAEA) Annual Meeting, Washington, D.C., August 2018.
- NCCC-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, Minneapolis, MN, April 2018.
- Economics seminar series at Washington State University, Pullman, WA, March 2018.
- American Agricultural Economics Association (AAEA) Annual Meeting, Chicago, IL, July 2017.
- NC-213 Conference on Marketing and Delivery of Quality Grains and BioProcess Coproducts, Kansas City, KS, February, 2017.
- NCCC-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, St. Louis, MO, April 2016.
- NC-213 Conference on Marketing and Delivery of Quality Grains and BioProcess Coproducts, Austin, TX, March, 2016.
- American Agricultural Economics Association (AAEA) Annual Meeting, San Francisco, CA, July 2015.
- Agricultural economics seminar series at Kansas State University, Manhattan, KS, July

2014.

- Western Agricultural Economics Association (WAEA) Annual Meeting, Colorado Springs, CO, June 2014.
- NCCC-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, St. Louis, MO, April 2014.
- International Wheat Stem Sawfly Conference, Bozeman, MT, April 3–4, 2014.
- Australian Agricultural and Resource Economics Society (AARES) Annual Meeting, Port Macquarie, Australia, February 2014.
- Western Users of SAS Software (WUSS) Conference, Las Vegas, NV, November 2013.
- Economics seminar series at Montana State University. Bozeman, MT, September 2013.
- NAREA Workshop on Beverage Marketing and Policy Issues, Ithaca, NY, June 2013.
- NCCC-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, St. Louis, MO, April 2013.
- Economics seminar series at Loyola University in Maryland, Baltimore, MD, October 2012.
- Invited speaker. Western Users of SAS Software (WUSS) Conference, Long Beach, CA, September 2012.
- American Agricultural Economics Association (AAEA) Annual Meeting, Seattle, WA, August 2012.
- Symposium organizer. Western Agricultural Economics Association (WAEA) Annual Meetings, Park City, UT, June 2012.
- NCCC-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, St. Louis, MO, April 2012.
- Western Agricultural Economics Association (WAEA) Annual Meeting, Banff, AB, June 2011.
- NCCC-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, St. Louis, MO, April 2011.
- Economics seminar series at Montana State University, Bozeman, MT, October 2010.
- American Agricultural Economics Association (AAEA) Annual Meeting, Denver, CO, July 2010.
- Economics seminar series at Montana State University, Bozeman, MT, June 2010.
- Seminar series at Economic Research Service (USDA), Washington, DC, April 2010.
- Australian Agricultural and Resource Economics Society (AARES) Annual Meeting, Adelaide, Australia, February 2010.

- Economics seminar series at Montana State University, Bozeman, MT, November 2009.
- American Agricultural Economics Association (AAEA) Annual Meeting, Milwaukee, WI, July 2009. *Finalist for Best Poster*.
- Agricultural Economics seminar series at North Carolina State University, Raleigh, NC, April 2009.
- USDA-ERS Program of Research on the Economics of Invasive Species Management (PREISM) Conference, Washington, DC, October 2008.
- American Agricultural Economics Association (AAEA) Annual Meeting, Orlando, FL, July 2008.
- Agricultural Economics seminar series at North Carolina State University, Raleigh, NC, April 2008.
- SCC-76: Economics and Management of Risk in Agriculture and Natural Resources, Gulf Shores, AL, March 2008.
- American Agricultural Economics Association (AAEA) Annual Meeting, Portland, OR, July 2007.

#### GRANT ACTIVITY

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- Bekkerman, A. (Co-PI), with K. Fuller. "Wheat Variety Survey." Montana Wheat and Barley Committee. \$15,000. 2019.
- Bekkerman, A. (Co-PI), with Patrick Carr, et al. "CREEP STOP: Integrating Biological, Cultural, and Mechanical/Physical Tools for Long-Term Suppression of Creeping Perennial Weeds in northern Great Plains and Pacific Northwest Cropping Systems." USDA NIFA Organic Research and Extension Initiative. \$58,751 (Work is part of a project totaling \$1.99 million). 2019–2022.
- Bekkerman, A. (Co-PI), with S. Arnold. "Growing the Agritourism Industry in Montana: Insight from Experts." Specialty Crop Block Grant. \$83,983. 2018–2020.
- Bekkerman, A. (Co-PI), with K. Fuller. "Wheat Variety Survey." Montana Wheat and Barley Committee. \$15,000. 2018.
- Bekkerman, A. (PI), with K. Fuller. "Improving Producers' Access to Market Price and Basis Information." Montana Wheat and Barley Committee. \$14,968. 2018. Principle investigator, with K. Fuller.
- Bekkerman, A. "A Fertilizer Price Prediction Tool for the Northern Great Plains." Montana Fertilizer Assessment Funds. \$15,700. 2017–2018. Project director.
- Bekkerman, A. "The Power of New Perspectives: Multidisciplinary Teaching Squares as an Instructional Development Tool." Montana State University Instructional

Innovation Grant. \$2,000. 2016–2017. Project director.

- Bekkerman, A. “Understanding State-level Impacts of the Emerging Pulse Crop Industry in Montana.” Montana Research Enhancement and Development Initiative. \$55,588. 2015–2016. Principle investigator. (Work is part of the project, “Increasing Profitability by Improving Efficiency of Montana’s Farm and Ranch Lands,” \$2,276,734).
- Bekkerman, A. (PI), with K. Fuller. “Improving Accuracy and Access to Crop Production Economics Decision Tools for Montana Grains Producers.” Montana Wheat and Barley Committee. \$16,187. 2015–2016. Principle investigator, with K. Fuller.
- “Connecting Agribusiness Managers with Students: Investing in Interactive Video Communication Technology.” College of Agriculture, Montana State University. \$7,500. 2015. Project director.
- Faculty Enhancement Grant. Montana State University. \$2,112. 2014–2015. Project director.
- “Economic Impacts of the Wheat Stem Sawfly and an Assessment of Risk Management Strategies.” Montana Grains Foundation. \$43,798. 2013–2014. Principle investigator.
- “Enhancing the Economic Viability of Camelina as a Bio-Feedstock: Optimization and Demonstration of the Production System and Bioproduct Development.” Biomass Research and Development Initiative (NIFA-USDA). \$5.08 million (MSU subcontract from Kansas State University of \$778,047). 2013–2016. Co-PI, with Chengci Chen.
- “Targeted Grazing to Reduce Tillage in Organic Dryland Systems: Environmental, Ecological, and Economic Assessment of Reintegrating Animal and Crop Production.” Organic Research and Extension Initiative (NIFA-USDA). \$978,794. 2012–2016. Co-PI, with F. Menalled et al.
- “Integration of Sheep into Dryland Organic Farming. Systems Level Evaluation of Impact of Targeted Grazing on Pest Management, Environmental Stewardship, Food Safety, and Economic Returns.” Organic Transition Grant (NIFA-USDA). \$742,907. 2011–2015. Co-PI, with P. Hatfield et al.
- “Integrated Management of Cereal Viruses.” Pest Management Alternatives Program (NIFA-USDA). \$213,658. 2012–2015. Co-PI, with M. Burrows et al.
- “The Changing Economics of Public Libraries: Understanding the Effects of Increasing Internet Access and Improving Libraries’ Effectiveness as Information Providers.” Institute of Museum and Library Science (IMLS). \$87,331. 2012–2015. Principle investigator, with G. Gilpin.
- Faculty Development Award. Montana State University. \$4,000. 2012–2013.
- “Diversified Cropping Systems: High and Low Input Strategies.” \$15,000. 2012–2013. Co-PI, with P. Miller et al.

- Research Enhancement Award. Montana State University College of Letters and Sciences. \$1,705. 2012.
- “Understanding Cost-Effective Strategies for Increasing Internet Access in Montana Public Libraries.” Montana State Library. \$60,000. 2012. Principle investigator, with G. Gilpin.
- “Identifying the Factors and Interactions that Drive Agroecosystems Over Sustainability Thresholds.” EPSCoR. \$6,594. 2012. Co-PI, with B. Maxwell et al.
- Faculty Development Award. Montana State University. \$4,604. 2011–2012.
- “The Power of Knowledge: Reducing Informational Barriers for Montana, Idaho, and Washington Wheat Producers.” Federal-State Marketing Initiative Program (AMS-USDA). \$79,601. 2010–2012. Principle investigator, with G. Brester and M. Taylor.
- “Energetic, Economic, and Ecosystem Value of Annual Legumes in Semiarid Wheat-based Agroecosystems.” CSREES-USDA. \$59,823. 2010–2012. Co-PI, with P. Miller et al.
- Research Enhancement Award. Montana State University College of Letters and Sciences. \$2,156. 2011.
- “Agriculture in an Emerging Economy.” Montana Wheat and Barley Committee. \$10,000. 2010–2011. Project director.

*Total funds associated with all grant activities: \$3,202,073.*

*Total funds associated with grant activities as principle investigator: \$407,250*

## TEACHING EXPERIENCE

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- Economics of Agricultural Marketing (AGBE 321), 2009–2019
- Managerial Economics (ECNS 309), 2014–2017
- Research methods (ECNS 569), 2015–2016
- Agriculture in a Global Context (AGBE 315), 2010 (Ukraine); 2016 (France/Italy); 2018 (England/Scotland)
- Econometrics I (ECNS 561), 2010–2013
- Principles of Macroeconomics (ECNS 202), 2009

## TEACHING DEVELOPMENT

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- Rethinking Your Teaching to Promote Deeper Learning. MSU Center for Faculty Excellence Program. Bozeman, MT. August 2019.

- Higher Order Thinking and Critical Thinking: Research-Based Principles Online Teaching and Learning. MSU Center for Faculty Excellence Program. Bozeman, MT. April 2016.
- Session organizer and presenter: "Integrative learning in higher education." American Agricultural Economics Association (AAEA) Annual Meeting, San Francisco, CA, July 2015.
- North American Colleges and Teachers of Agriculture Annual Meetings. Bozeman, MT. June 2014.
- Integrative learning course redesign workshop (6 sessions). MSU Teaching and Learning. March–May 2014.
- North American Colleges and Teachers of Agriculture Annual Meetings. Blacksburg, VA. June 2013.
- Effective use of mobile devices in the classroom. MSU Teaching and Learning Faculty Workshop. March 2013.
- Faculty pedagogical development series. MSU Teaching and Learning. October–November 2012.
- Web 2.0 tools. MSU Teaching and Learning Faculty Workshop. February 2012.
- Using brain-based techniques to promote student engagement in the classroom. MSU Teaching and Learning Faculty Workshop. January 2012.
- Advanced Interactive Methods in Economics. American Economic Association Continuing Education in Economics. Chicago, IL. January 2012.
- Developing Public Outreach Strategies for Your Grant Proposal. MSU Teaching and Learning Faculty Workshop. December 2011.
- American Economic Association Conference on Teaching Economics and Research in Economic Education. Palo Alto, CA. June 2011.
- Small Group Instructional Diagnosis (SGID). Montana State University. November 2010.

## OUTREACH

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- Regular contributor to the AgEconMT blog and podcast series. (93 contributions since August 2016).
- "The Montana Agricultural Experiment Station: R&D for Montana's Largest Industry." 10x10 Innovation Roadshow, Bozeman, MT, September 2019.
- "U.S. Domestic and Trade Policies: Implications for Wheat Markets." Broadwater, Gallatin, and Madison/Jefferson County Extension Crop School, Three Forks, MT,

February 2019.

- "The Effects of Tariffs on Montana Grain Markets." 2019 Montana Grain Elevators Association Annual Conference, Great Falls, MT, January 2019.
- "Montana Grain Markets: Weighting the Good News and the Bad." MSU Agricultural Economics Outlook Conference, Bozeman, MT, November 2018.
- "Ongoing U.S. Trade Disputes: Updates and Montana Impacts." MSU Annual Extension Conference, Bozeman, MT, November 2018.
- Panelist, 2018 Annual Meeting of the Montana Department of Agriculture, Helena, MT, September 2018.
- "Insights from Futures Markets." Montana Farm Service Agency presentation series. Recorded webinar for multiple locations. September 2018.
- <http://www.montana.edu/basis> Historical Montana wheat basis data retrieval web-tool. Launched June 2018.
- "Why I love Economics." Montana State University's 125th Research Showcase, Bozeman, MT, February 2018.
- "Managing Barley Production in Uncertain Markets." Barley Outlook Conference, Conrad, MT, February 2018.
- "2018 Pulse Market Outlook." MonDak Pulse Conference, Wolf Point, MT, February 2018.
- "2018 Grains and Pulse Crop Outlook." Northeast Montana Winter Series, Plentywood, MT, January 2018.
- "Farm Finances in Distressed Wheat Markets." MSU Agricultural Economics Outlook Conference, Bozeman, MT, November 2017.
- "Mechanics and Uses of Basis." Montana Farm Service Agency presentation series. Recorded webinar for multiple locations. October 2017.
- "Rotation Strategies for Wheat Pulse Systems." 2017 Northeast Montana Pulse Plot Tour, Richland, MT, June 30, 2017.
- "Economic Potential of Integrated Organic Systems: Where Are We Today?." MSU Field Day, Ft. Ellis, MT, June 2017.
- "A Researcher and a Podcast Walk Into a Bar: What Could Possibly Go Wrong?." 2017 NC-213 Annual Meetings, Kansas City, KS, March 1, 2017.
- "Data-Driven Innovation: An Integrated Public-Private R&D Framework for the 21st Century." 2017 Grain Elevators and Processors Society Annual Conference, Kansas City, KS, February 28, 2017.
- "Management Strategies for the Good and Not-so-good Times." 2017 Malt Barley and Sugarbeet Symposium, Billings, MT, January 10, 2017.

- "All Roads Lead to Supply and Demand." Montana Seed Growers Association Annual Conference, Bozeman, MT, December 7, 2016.
- "Cost of Production: A Brief Overview." Montana Grain Growers Association Annual Conference, Great Falls, MT, December 1, 2016.
- "Montana's Emerging Pulse Industry: Economic Opportunities and Infrastructure Challenges." MSU Ag Appreciation Weekend Annual Conference, Bozeman, MT, November 11, 2016.
- "Ag R&D Investment: A Consistently Value-Adding Venture." MSU College of Agricultural Summit, Bozeman, MT, November 10, 2016.
- "Uses of ARMS and Agricultural Census Data." Montana Agricultural Statistics Service, Bozeman, MT, February 19, 2016.
- "The Future of Ag Research: Producers as Drivers of Knowledge." Yellowstone Watershed Sustainability Project, Billings, MT, February 17, 2016.
- "Costs of Production: A Quick Guide." MT Northwestern Agricultural Research Center 2016 Crop Production Update Conference, Kalispell, MT, February 4, 2016.
- "Montana's Role in Domestic and Global Agricultural Markets." REAL Montana, Great Falls, MT, January 14, 2016.
- Bozeman Public Library bookmobile planning committee. 2015–2016.
- "Marketing Outlook 2015." Montana Farm Bureau Association, Council of Presidents Meeting, Helena, MT, February 2015.
- "Connecting the Dots with Integrative Learning: Mapping the Terrain." Faculty Excellence Workshop (Center for Faculty Excellence), Montana State University, January 2015.
- "Pricing and Value: Decisions to Protect Profitability." Zoetis Animal Health, Chico, MT, January 2015.
- "Tools for Marketing Organic Products in Montana." Montana Organic Growers Association, Great Falls, MT, December 2014.
- "Can Pigs Fly? Myth Busting with Economists." Montana FFA John Deere Ag Expo, Bozeman, MT, November 2014.
- "You've Got Data, Now Use It: Innovative Methods for Better Understanding Public Library Use." Montana Library Association, Billings, MT, April 2014.
- "Economic Impacts of the Wheat Stem Sawfly and an Assessment of Risk Management Strategies." Montana Grain Growers Association, Great Falls, MT, December 2013.
- "The Economics of the Wheat Stem Sawfly." MSU Agricultural Economics Outlook Conference, Bozeman, MT, October 2013.
- "Risky Business: Managing Agricultural Market Risks." Young Agricultural

- Leadership Conference, Fairmont, MT, October 2013.
- “Economics of Camelina Markets.” Field Day at the Montana Central Ag Research Center, Moccasin, MT, July 2013.
  - [Wheatbasis.montana.edu](http://Wheatbasis.montana.edu) Wheat basis forecast and information web-tool. Launched February 2013.
  - “Uses of ARMS and Agricultural Census Data.” Montana Agricultural Statistics Service, Bozeman, MT, February 2013.
  - “Changing Landscape of Northern Great Plains Markets.” Montana Agribusiness Association, Great Falls, MT, January 2013.
  - “Improving Wheat Marketing.” Montana Grain Growers Association, Great Falls, MT, December 2012.
  - “Acres and Elevators: Changes in the Conservation Reserve Program and the Grain Marketing Landscape.” MSU Agricultural Economics Outlook Conference, MT, October 2012.
  - “Increasing High-speed Internet Access in Public Libraries.” Montana State Library Summer Institute, Helena, MT, June 2012.
  - “Price Volatility in Commodity Markets.” MSU Agricultural Economics Outlook Conference, Bozeman, MT, October 2011.
  - Invited discussant, Young Agricultural Leadership Conference, Lewistown, MT, October 2011.
  - “Risk Management Tools.” MSU extension presentations, Ronan, MT; Townsend, MT; Big Timber, MT, Spring 2011.
  - “Soybean Rust: A Real Threat.” Grain marketing workshop at the Vernon James Research and Extension Center, Plymouth, NC, January 2008.

## PROFESSIONAL ACTIVITY

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### Leadership Positions and Development

- Multistate Regional Committee administrative adviser:
  - NECC2103 High tunnel specialty crop production (2021– )
  - NE2140 Sustainable Management of Nematodes in Plant and Soil Health Systems (2020– )
  - W4001 Social, Economic and Environmental Causes and Consequences of Demographic Change in Rural America (2019–2020)
  - WERA1010 Improving Data Quality from Sample Surveys to foster Agricultural

and Community Development in Rural America (2019–2020)

- Editor, *Journal of Agricultural and Resource Economics*, 2018–2020.
- Executive committee, Western Agricultural Economics Association, 2018–2020.
- Lead developer and administrator, AgEconMT.com outreach project and website, 2016–2020.
- LEAD21, Class 13, 2017–2018.
- Co-chair, NCCC-134 Multistate Regional Committee on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, 2015–2020.
- Chair, NC-213 Multistate Regional Committee on Marketing and Delivery of Quality Grains and BioProcess Coproducts, 2018–2019.
- Chair-elect, NC-213 Multistate Regional Committee on Marketing and Delivery of Quality Grains and BioProcess Coproducts, 2017–2018.
- Secretary, NC-213 Multistate Regional Committee on Marketing and Delivery of Quality Grains and BioProcess Coproducts, 2016–2017.
- Guest editor, *Journal of Agribusiness* special issue, 2016–2017.
- Developing Excellence in Academic Leadership (DEAL): leadership training for individuals in academic positions. 2015–2016.
- President, North American Branch AARES, 2012–14.
- Secretary/Treasurer, Food and Agricultural Marketing and Policy Section (AAEA), 2011–13.
- Secretary, Western Agricultural Economics Association, 2011–12.
- Secretary/Treasurer, North American Branch AARES, 2010–12.
- Council member, Western Agricultural Economics Association, 2010–12

Committee Work

- New Hampshire State Conservation Committee, NH Department of Agricultural and Food Markets, 2020–
- New Hampshire Current Use Board, NH Department of Revenue Administration, 2020–
- Montana Agricultural Land Valuation Advisory Council, MT Department of Revenue, 2016–2020.
- External reviewer, Academic programs in the Applied Economics Department, Utah State University. 2017.
- WAEA Outstanding Publication selection committee member, 2016.
- WAEA Distinguished Scholars selection committee member, 2011, 2012, 2015, 2016.

- AARES award selection committee, 2012–14.

Reviewer and Moderator Activity

- Reviewer for selected papers (Demand and Price Analysis), AAEA Annual Meeting, August 2019.
- Reviewer for selected papers (Demand and Price Analysis, Risk and Uncertainty, Teaching and Learning), AAEA Annual Meeting, August 2018.
- Reviewer for selected papers (Demand and Price Analysis, Econometrics, Teaching and Learning), AAEA Annual Meeting, July 2017.
- Section leader for selected papers (Marketing and Price Analysis), WAEA Annual Meeting, June 2017.
- Reviewer for selected papers (Demand and Price Analysis, Econometrics), AAEA Annual Meeting, July 2016.
- Reviewer for selected papers, WAEA Annual Meeting, June 2016.
- Reviewer for selected papers (Demand and Price Analysis, Risk and Uncertainty), AAEA Annual Meeting, July 2015.
- Moderator at the NCCC-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, St. Louis, MO, April 2015.
- Moderator at the NCCC-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, St. Louis, MO, April 21-22, 2014.
- Grant reviewer for the USDA Federal-State Marketing Initiative Program, July 2013.
- Section leader for the Western Users of SAS Software Annual Meeting, November 2013.
- Moderator at the NCCC-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, St. Louis, MO, April 21-22, 2013.
- Reviewer for selected papers (Demand and Price Analysis), AAEA Annual Meeting, August 2013.
- Section leader and selected paper organizer for Risk and Uncertainty section, AAEA Annual Meeting, August 2013.
- Moderator for selected papers session (Risk & Uncertainty), AAEA Annual Meeting, August 2012.
- Section leader and selected paper organizer for Risk and Uncertainty section, AAEA Annual Meeting, August 2012.
- Reviewer for selected papers (Demand and Price Analysis; Risk and Uncertainty; Food and Agricultural Marketing; Research Methods and Econometrics), AAEA Annual Meeting, July 2011.

- Case Study Competition Judge, AAEA Annual Meeting, July 2010.
- Reviewer for selected papers (Demand and Price Analysis; Risk and Uncertainty), AAEA Annual Meetings, July 2010.
- Reviewer for selected papers, WAEA Summer Meeting, June 2010.
- Invited discussant, Program of Research on the Economics of Invasive Species Management (PREISM) Conference, Washington, DC, October 2009.
- Reviewer for selected papers (Demand and Price Analysis), AAEA Annual Meeting, July 2009.
- Moderator for selected papers session (Food & Agricultural Marketing), AAEA Annual Meeting, July 2009.
- Reviewer for: *Agricultural and Resource Economics Review*, *Agricultural Economics*, *Agricultural Finance Review*, *Agronomy Journal*, *Applied Economic Perspectives and Policy*, *American Journal of Agricultural Economics*, *Asia-Pacific Journal of Risk and Insurance*, *Australian Journal of Agricultural and Resource Economics*, *Canadian Journal of Agricultural Economics*, *Canadian Journal of Plant Science*, *China Agricultural Economics Review*, *Choices*, *Computers and Electronics in Agriculture*, *Food Policy*, *International Journal of Forecasting*, *Journal of Agricultural and Applied Economics*, *Journal of Commodity Markets*, *Journal of Agricultural and Resource Economics*, *Journal of Food Distribution Research*, *Journal of Natural Resources Policy Research*, *OALib Journal*.

## STUDENT RESEARCH ADVISING

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### *At University of New Hampshire*

#### Masters Thesis Committees:

- Reilly, E. "Price Dynamics of Cut Flower Markets." Expected completion, August 2024.

### *At Montana State University*

#### Masters Thesis Chair:

- Swanson, A. "The Costs of Cooperation: The Effects of Section 199 on Basis for Farm Cooperatives in the Midwest." Dept. of Agricultural Economics and Economics. May 2019. (AAEA Outstanding Master's Thesis Award winner, 2020).
- Gumbley, T. "Regional Price Relationships in U.S. Fertilizer Markets." Dept. of Agricultural Economics and Economics. April 2018. (WAEA Outstanding Master's Thesis Award winner, 2019).

- Mumford, S. "An Empirical Analysis of The Impact of State Excise Taxes on Craft Breweries in the United States." Dept. of Agricultural Economics and Economics. April 2014.
- Hasenoerhl, A. "Government Subsidies and their Impacts on Farmers' Financial Stability and Land Concentration." Co-chair. Dept. of Agricultural Economics and Economics. January 2014.
- Schweizer, H. "Economic Impacts of the Canadian Wheat Board Deregulation on Malt Barley Markets." Co-chair. Dept. of Agricultural Economics and Economics. April 2013.
- Morgan, J. "Tracking the Little Black 'Rain' Clouds: An enviro-economic analysis of ambient air pollution effects on pediatric asthma." Dept. of Agricultural Economics and Economics. January 2012.

Masters Thesis Committees:

- Anderson, L. "Chinese Retaliatory Tariff Impacts on U.S. Soybean Markets." Expected completion, May 2021.
- Worley, R. "Impact of Weight Classifications on Weight Loss Behavior: A Regression Discontinuity Design." April 2020.
- Del Curto, M. "Determinants of Participation and Coverage Level Choices in the Pasture, Rangeland, and Forage Insurance Program." April 2020.
- Boyd, M. "Factors Affecting Farm Businesses' Crop Insurance Uptake Decisions." Dept. of Agricultural Economics and Economics. April 2019.
- Hintzman, T. "Drivers of Economic Success for Young and Beginning Montana Farmers and Ranchers." Division of Agricultural Education. April 2019.
- Boldbaatar, M. "Valuation of Organic Land Assets." Dept. of Agricultural Economics and Economics. June 2017.
- Simonds, S. "Implications of Rate Determining Parametric Variation and Copula Modeling on the Precision of Multiple Peril Crop Insurance Rates." Dept. of Agricultural Economics and Economics. July 2015.
- John, A. "Management Approaches for Reducing Nitrate Leaching in the Judith River Basin." Dept. of Land Resources and Environmental Sciences. July 2015.
- Bunek, G. "Characterizing the Effect of USDA Report Announcements in the Winter Wheat Futures Market Using Realized Volatility." Dept. of Agricultural Economics and Economics. February 2015.
- Saunders, J. "Enrollment Responsiveness to Changes in Industry Employment Outlook at For-profit and Community Colleges." Dept. of Agricultural Economics and Economics. December 2012.

- Goulding, K. "Analysis of New York Electric Markets." Dept. of Agricultural Economics and Economics. January 2012.
- Brown, J. "Market Responses to the 2007 Renewable Fuel Standards Program: A three stage least squares approach." Dept. of Agricultural Economics and Economics. November 2011.
- McDonald, T. J. "Searching for the Ultimate Cow: The Influence of RFI in the Beef Cattle Industry." Dept. of Agricultural Economics and Economics. September 2010.

Ph.D. Thesis Committees:

- Loewen, S. "Precision Agricultural Methods for Organic Grain Production." Dept. of Land Resources and Environmental Sciences. Projected completion in May 2023.
- Lawrence, P. "Integrated Analysis and Optimization of a Dryland Wheat Agroecosystem." Dept. of Land Resources and Environmental Sciences. May 2016.
- Burgess, M. "Sustainable Cropping Systems for the Northern Great Plains—Energetic and Economic Considerations." Dept. of Land Resources and Environmental Sciences. April 2012.
- Mulder, D. Department of Chemistry and Biochemistry. Graduate school representative. October 2010.

Undergraduate Research Adviser:

- Douglas, J. "Modeling Portland Soft White Wheat Pseudo-Futures Prices." Spring 2020.
- Brence, M. "A Model of Optimal Beef Processing Facility Location in Montana." Spring 2018.
- Ippolito, L. "Optimal Wheat Blending Strategies to Maximize Returns from Quality." Spring 2018.
- Grubb, D. "Forecasting Wheat Protein Premiums in the northern Great Plains." Spring 2017.
- Holst, V. "Evaluating and Enhancing Modern Outreach Efforts for Agricultural Economics Faculty." Spring 2017.
- Field, C. "Supply Chain Responses to Pulse Crop Dynamics." Research project and poster at Montana State University's Student Research Celebration. April 2016.
- Smith, C. "Economic Potential in Emerging Northwest Wine Production Regions." Research project and poster at Montana State University's Student Research Celebration. April 2014.
- Wittmayer, A. "Identifying Relationships with Bull Health: A Data-driven Analysis."

Research project and poster at Montana State University's Student Research Celebration. April 2012.

## OTHER SERVICE

### *At Montana State University*

- DAEE faculty search committee member. 2019.
- DAEE resident instruction (undergraduate programs) committee, chair. 2016–2018.
- MSU University Research Council, member. 2014–2018.
- DAEE department head search committee, member. 2016–2017.
- DAEE advisory committee, member. 2015–2016.
- DAEE adjunct instructor search committee, member. 2017.
- DAEE agricultural economics scholarships, chair. 2009–2016.
- DAEE Promotion and Tenure committee, member. 2016.
- DAEE resident instruction (undergraduate teaching) committee, member. 2010–12, 2013–15.
- College of Agriculture scholarship selection committee, member. 2011–2017.
- Collegiate Young Farmers and Ranchers (undergraduate club), faculty adviser. 2011–2018.
- North American Colleges and Teachers of Agriculture (NACTA) Association Annual Meeting 2014 organization committee, member. 2012–14.

## ACADEMIC AND PROFESSIONAL HONORS

- Outstanding Article in the *Canadian Journal of Agricultural Economics* for “Quality Forecasting: Predicting When and How Much Markets Value Higher Protein Wheat.”
- AAEA Outstanding Masters Thesis Award, for A. Swanson's thesis “The Costs of Cooperation: The Effects of Section 199 on Basis for Farm Cooperatives in the Midwest” (Committee chair: A. Bekkerman).
- WAEA Outstanding Masters Thesis Award, for T. Gumbley's thesis “Regional Price Relationships in U.S. Fertilizer Markets” (Committee chair: A. Bekkerman).
- The Andersons Early-in-Career Award, NC-213 Multistate Regional Committee on Marketing and Delivery of Quality Grains and BioProcess Coproducts. 2018.
- Montana State University Award of Excellence for contributions to academic excellence of an undergraduate student. 2018.

- WAEA Outstanding Extension Program Award, for Project (AgEconMT.com). 2017.
- Selected to represent MSU College of Agricultural in 2017/18 LEAD-21 program. 2016–2017.
- Developing Excellence in Academic Leadership Program (Montana State University). 2015–2016.
- Montana State University Certificate of Teaching Enhancement. 2013.
- Western Users of SAS Software (WUSS) Faculty Scholarship Award. 2012.
- Australian Agricultural and Resource Economics Society Young Professional Heading South Award. 2010.
- Nominated by the Department of Agricultural Economics for the Kenneth Keller Award for the best dissertation at the College of Agricultural and Life Sciences (N.C. State University). 2010.
- Nominated by the Department of Economics (N.C. State University) for the National CGS Distinguished Dissertation Award. 2010.

#### **PROFESSIONAL AFFILIATIONS**

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- American Agricultural Economics Association (AAEA)
- Western Agricultural Economics Association (WAEA)
- North American Colleges and Teachers of Agriculture (NACTA)
- NCCC-134: Applied Commodity Price Analysis, Forecasting, and Market Risk Management

#### **COMPUTER AND PROGRAMMING SKILLS**

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- Advanced knowledge of SAS, R, LaTeX, JMP Script
- Working knowledge of JAVA, C++, Unix/Linux, HTML, Perl, JavaScript, MATLAB, SaTScan

#### **LANGUAGES**

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Fluent in English and Russian.

# DARREL COVELL

## OBJECTIVE

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To work with a great team to develop and achieve a vision that will sustain our state's natural resources, economy and the quality of people's lives.

## EDUCATION

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- |           |  |              |
|-----------|--|--------------|
| 2008-2012 | Plymouth State University                  | Plymouth, NH |
|           | • Master of Business Administration        |              |
|           | • GPA: 3.88                                |              |
| 2004-2006 | Granite State College                      | Concord, NH  |
|           | • Finance Certificate                      |              |
|           | • GPA: 3.80                                |              |
| 1989-1992 | University of Wisconsin                    | Madison, WI  |
|           | • Master of Science, Wildlife Ecology      |              |
|           | • GPA: 3.95                                |              |
| 1985-1989 | University of New Hampshire                | Durham, NH   |
|           | • Bachelor of Science, Wildlife Management |              |
|           | • GPA: 3.68                                |              |

## EXPERIENCE

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- |              |   |            |
|--------------|---|------------|
| 2021-Present | University of New Hampshire   | Durham, NH |
|              | <i>Natural Resources Program Team Leader, Cooperative Extension</i>   |            |
| 2015-2021    | University of New Hampshire   | Durham, NH |
|              | <i>Associate Director, Extension, Outreach and Engagement Operations</i><br><i>Director of Finances, Administration &amp; Facilities, Cooperative Extension</i> |            |
| 2011-2015    | University of New Hampshire   | Durham, NH |
|              | <i>Assistant Director, Finance &amp; Human Resources, Cooperative Extension</i>   |            |
| 2006-2011    | University of New Hampshire   | Durham, NH |
|              | <i>Forestry and Wildlife Program Leader, Cooperative Extension</i>  |            |

2001-2006      University of New Hampshire      Durham, NH  
*Extension Wildlife Professor and Specialist, Cooperative Extension*

1999-2000      New Hampshire Wildlife Federation      Concord, NH  
*Executive Director*

1992-1999      University of Wisconsin      Madison, WI  
*Wildlife Outreach Specialist, Cooperative Extension Service, Dept. of Wildlife Ecology*

#### INTERESTS

Outdoor activities, fly fishing, downhill skiing, biking, basketball, personal finance

Stephen M. Wood

Born Denver,  
Lebanon (N.H.) High School,  
Harvard College

Married to Louisa D. Spencer. Two children, Harrison (7/28/88) and Otis (4/16/90)

1984-present: Owner, Poverty Lane Orchard/Farnum Hill Ciders (mgr. since 1973)

1979-present: Participant in U.N.H. apple Integrated Pest Management (IPM) program. Frequent participant in IPM research projects for New Hampshire and other regional states.

1986-90: President, New Hampshire Fruit Growers' Association

1988-92: Director, New England Fruit Growers' Council on the Environment

1989-98: Environmental Affairs Committee, U.S. Apple Association

1991: American Fruit Grower Apple Grower of the Year

1994-5: Pesticide Task Force, International Apple Institute

1990-93: Keystone Center's National Policy Dialogue on Food Safety and Pesticides (report publ. 9/93)

1995-8: External Advisory Board, National Center for Environmental Decision Making Research

1995-8, 2001-2005, 2007-17: Lebanon (N.H.) City Council, and related boards/committees.

1998-present: Director, New England Tree Fruit Growers' Research Committee

2012-21: U. S. Association of Cider Makers legislative/regulatory committee

2013-18: U. S. Association of Cider Makers board of directors

2020-present: Chair, Lebanon NH Class VI Roads Committee