

DILLON M. FEUZ

Economics Department
Utah State University
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EDUCATION

- Ph.D. Agricultural Economics, Colorado State University, 1990.
Major Fields: Production & Finance; Marketing & Price Analysis.
- M.S. Agricultural Economics, University of Wyoming, 1986.
Primary Focus: Ranch and Range Livestock Economics.
- B.S. Agricultural Business, University of Wyoming, 1984.
Graduated with honor.

EXPERIENCE

Economics Department, Utah State University

Professor of Economics, June 2006 to Present

Position is an Extension (55%), Research (25%), Teaching (15%), and Service (5%) appointment. Extension responsibilities are to (1) work with fellow agricultural economists and scientists from other disciplines to determine optimal livestock production systems for ranches in Utah that enhance profitability with an acceptable amount of risk; and (2) analyze national and regional cattle markets and provide continuing education on these markets. Research focus is primarily involved with marketing and management issues effecting the beef cattle industry including optimal calf marketing, cull cow feeding and marketing, and optimal ranch enterprise combinations. Teaching is in the area of agricultural marketing.

Panhandle Research & Extension Center, University of Nebraska-Lincoln

Assistant/Associate/Full Professor of Agricultural Economics, July 1996 to June 2006.

Position is an Extension (50%) Research (50%) appointment. Extension responsibilities are to work with fellow agricultural economists and scientists from other disciplines to determine optimal crop and livestock production systems that enhance the profitability of ranches/farms in the Nebraska Panhandle. This involves strengthening the understanding of unit cost of production, various marketing alternatives, and financial analysis. Research focus is primarily involved with marketing and management issues effecting the beef industry and analyzing beef demand. Understanding the risks involved with alternative cropping systems is being investigated. There was also a teaching responsibility in the Agri-business program of Western Nebraska Community College through 2001.

Economics Department, South Dakota State University

Assistant/Associate Professor, Jan. 1990 to July 1996.

Position was a Research (85%) Teaching (15%) appointment. Research areas were (1) analyzing the efficiency of the slaughter cattle marketing system and evaluating alternative value based marketing methods; (2) analyzing risk management and marketing alternatives associated with retained ownership of calves; (3) analyzing past and present prices at the Sioux Falls and other terminal markets and developing ARIMA and Econometric forecasting models; and (4) evaluating

management issues involved with "sustainable" or "organic" beef production. Teaching responsibilities included Agricultural Marketing and Prices, Economics of Grain and Livestock Marketing, and Production Economics. Research and teaching responsibility also includes advising graduate and undergraduate students, and the supervision of a Research Associate.

ACADEMIC SERVICE

University of Nebraska, Department of Agricultural Economics, Promotion & Tenure Committee, July 2002 - June 2006, Chair July 2004 - June 2006.

University of Nebraska, Agricultural Research Division, Deans Advisory Council, 2004-2006.

Vice President and Selected Paper Chair, Western Agricultural Economics Association, July 2001- July 2002.

University of Nebraska, Panhandle Res. & Ext. Center, Research Committee Chair, July 2000-2002.

University of Nebraska, Department of Agricultural Economics, Graduate Committee, 1999-2000, 2003-04.

University of Nebraska, Panhandle Res. & Ext. Center, Director Advisory Committee, Chair, 1999.

University of Nebraska, Panhandle Res. & Ext. Center, Review Steering Committee, 1998.

Western Agricultural Economics Association Extension Awards Committee 1998.

Member of the W-177 Technical Committee, "Domestic and International Marketing Strategies for U.S. Beef", January 1994 to present. Elected Secretary for 1995, Vice Chair for 1996, and Chair for 1997.

Served on the planning committee for the 1995 Western Agricultural Economics Association annual meeting held in Rapid City, SD. April 1993 to July 1995.

M.S. Thesis Awards Committee, West. Ag. Econ. Assoc., 1995.

Served on the Great Plains Agricultural Council, Integrated Resource Management (IRM) Task Force. September 1992 to July 1995.

Member of the South Dakota IRM Steering Committee. January 1992 to July 1996. Created a record book for cow-calf producers.

Served on the Extension Beef Cattle Resource Development Committee. Worked on rewriting and developing fact sheets for the Beef Cattle Handbook.

Reviewer for the American Journal of Agricultural Economics, 1993-96, 2002, 2004; the Journal of Agricultural and Resource Economics, 1995-97, 1999-2004; the Review of Agricultural Economics, 1994, 2000; the International Food & Agribusiness Management Review, 2000; and Marketing Science, 2004.

Selected Paper Reviewer for the Western Agriculture Economics Association, 1991-93, 1995, 2000, 2003.

AWARDS

University of Nebraska, Institute of Agriculture & Natural Resources, Cooperative Extension, Excellence in Team Programing award, 2002
Western Agricultural Economics Association, Outstanding Extension Program Award 2000.
American Agricultural Economics Association, Distinguished Extension Program Award 1997.
Western Agricultural Economics Association, Outstanding Extension Project Group Award 1997.

GRANTS

- “Replacing Grazed Forages with Dried Distillers Grain” **\$10,000** from the Helen Porter Van Spronssen Trust. P.I. D.C. Adams, T. Klopfenstein, J.D. Volesky, D. Feuz and W. Schacht. June 2005- May 2006. Year two funding at \$10,000 based on satisfactory performance of year one.
- “Integrating Extended Grazing into Beef Calving and Finishing Systems.” **\$5,000** form Ralph H. Bainbridge Fund. P.I. D.C. Adams, D. Feuz, J.D. Volesky, T. Klopfenstein and R. Funston. June 2005- May 2006. Year two funding at \$5,000 based on satisfactory performance of year one.
- “World Beef Project - Discerning the Value of Sensory Traits and Marketing Strategies in Export Markets for U.S. Beef.” **\$150,000** from the U.S. Meat Export Federation. P.I Chris Calkins and Dillon M. Feuz. October 2004 - September 2005.
- “Evaluation of Production costs and Returns for Western Nebraska Specialty Crops with a Process for Producer Assessment of Potential New Crops.” **\$24,000** from the Nebraska Department of Agriculture. P.I. Dillon M Feuz and Paul Burgener. July 2002 - June 2004.
- “Biologically Intensive Areawide IPM of the Russian Wheat Aphid and Greenbug” Total value **\$2.5 million**, Nebraska PHREC share **\$400,000**. P.I. Norm Elliot, Paul Burgener et.al. October 2001 - September 2006.
- “Nebraska Dry Edible Bean Industry.” **\$2,100** from the State Line Dry Bean Grower Cooperative. P.I.’s Paul Burgener and Dillon Feuz. 2001.
- “The Value of Beef Flavor as Influenced by Aging Method and/or Country of Origin” **\$54,300** was obtained from the Nebraska Beef Council. Oct. 1, 2000 - Sept. 30, 2001. P.I. C Calkins and D.M. Feuz.
- “The Value of Beef Flavor” **\$30,000** from the National Cattlemen’s Beef Association. Principle Investigators: Chris Calkins and D.M. Feuz. 1999-2000.
- “Taking Advantage of Winter Wheat Protein Premium through Late-Season Nitrogen Fertilization.” **\$11,000** from the ARD Interdisciplinary Research Support Program. Principal Investigators: J.M. Blumenthal, D.M. Feuz and E.D. Kerr. July 1998 - June 1999.
- “Economic Analysis of the Nebraska Corn-Fed Beef Program.” **\$8,400** from the Nebraska Cattlemen. Principal Investigator: D.M. Feuz. Sept. 1997 - Dec. 1999.
- “A Cost Effectiveness Evaluation of Value-Based marketing and its Commercial Application to Nebraska Beef Producers.” **\$3,000** Nebraska Department of Agricultural, Sept. 1, 1997 - Nov. 21, 1997.
- "Zero Tolerance: The Total Costs to the Beef Industry." **\$4,100** from the South Dakota Beef Industry Council. Principal Investigators: D.M. Feuz and J.J. Wagner. March - September, 1995.
- "Impact of Value Based Marketing and Ultrasound Technology on Feeder Cattle Producers and Auction

Markets." **\$6,500** from the Governor's Office of Economic Development through the Center for Innovation, Technology and Entrepreneurship. Principal Investigators: J.J. Wagner and D.M. Feuz. November, 1993 through October 1994.

"Increasing the Value of South Dakota's Calf Crop Through Retained Ownership and Custom Feeding." **\$30,000** from the Governor's Office of Economic Development through the Center for Innovation, Technology and Entrepreneurship. Principal Investigators: J.J. Wagner, D.M. Feuz, and R.H. Pritchard. October 1990 through July 1992.

REFEREED JOURNAL ARTICLES

- Stalker, L.A., D.C. Adams, T.J. Klopfenstein, D.M. Feuz, and R.N. Funston. 2006 "Effects of pre- and postpartum nutrition on reproduction in spring calving cows and calf feedlot performance" *Journal of Animal Science*, In Press.
- Sitz, B.M., Calkins, C.R., Feuz, D.M., Umberger, W.J., and Eskridge, K.M. 2005. "Consumer sensory acceptance and value of domestic, Canadian, and Australian grass-fed beef steaks". *Journal of Animal Science*, 83, In Press.
- Sitz, B.M., Calkins, C.R., Feuz, D.M., Umberger, W.J., and Eskridge, K.M. 2006. "Consumer sensory acceptance and value of wet aged and dry aged beef." *Journal of Animal Science*, 84:1221-1226.
- Pavlista, A.D. and D.M. Feuz. 2005. "Potato Prices as Affected by Demand and Yearly Production" *American Journal of Potato Research* 82:339-343. University of Nebraska Cooperative Extension Division, Journal Series #1026.
- Feuz, D.M, W.J. Umberger, C.R. Calkins, and B. Stitz. 2004 "U.S. Consumers' Willingness to Pay for Flavor and Tenderness in Steaks as Determined with an Experimental Auction" *Journal of Agricultural and Resource Economics*, 29(3):501-516. ARD J Series #14387.
- Killinger, K.M., C.R. Calkins, W.J. Umberger, D.M. Feuz and K.M. Eskridge. 2004. "Consumer Visual Preference and Value for Beef Steaks Differing in Marbling Level and Color" *Journal of Animal Science*, 82:3288-3293. ARD J Series #14012 .
- Killinger, K.M., C.R. Calkins, W.J. Umberger, D.M. Feuz and K.M. Eskridge. 2004. "Consumer Sensory Acceptance and Value for Beef Steaks Differing in Marbling Level" *Journal of Animal Science*, 82:3294-3301. ARD J Series # 14011.
- Killinger, K.M., C.R. Calkins, W.J. Umberger, D.M. Feuz and K.M. Eskridge. 2004. "A Comparison of Consumer Sensory Acceptance and Value of Domestic Beef Steaks and Steaks from a Branded, Argentine Beef Program" *Journal of Animal Science*, 82:3302-3307. ARD J Series #14010 .
- Kniss, A., R. Wilson, P. Burgener, D. Feuz, A. Martin, C. Rice, A. Meshah, S. Miller. 2004. "Economic analysis of glyphosate-tolerant sugarbeet." *Zuckerindustrie*, 129(3):171-173.
- Kniss, A.R., R.G. Wilson, A.R. Martin, P.A. Burgener and D.M. Feuz. 2004. "Economic Evaluation of Glyphosate-Resistant and Conventional Sugar Beet." *Weed Technology* 18:388-396. ARD J Series # 14086.
- Umberger, W.J. and D.M. Feuz. 2004 "The Usefulness of Experimental Auctions in Determining Consumers Willingness-to-pay and Relative Willingness-to-pay Values for Closely Related Products" *Review of Agricultural Economics* 26(2):170-185. ARD J Series #14150.

- Mackay, W.S., J.C. Whittier, W.J. Umberger, T.G. Field, R.B. Teichert, and D.M. Feuz. 2004. "To Replace or Not to Replace: Determining Optimal Replacement Rates in Beef Cattle Operations." *Professional Animal Scientist* 20:87-93. ARD J Series #14388.
- Umberger, W.J., D.M. Feuz, C.R. Calkins and B.M. Sitz. 2003 "Country-of-Origin Labeling of Beef Products: U.S. Consumers' Perceptions" *Journal of Food Distribution Research* 34(3):103-116. ARD J Series #14386.
- Tronstad, R. and D. Feuz. 2002. "Impacts of the 2002 Drought on Western Ranches and Public Land Policies." *Western Economics Forum* 1(2):19-23.
- Umberger, W.J., D.M. Feuz, C.R. Calkins, and K. Killinger. 2002 "U.S. Consumer Preference and Willingness-to-Pay for Domestic Corn-fed Beef versus International Grass-fed Beef Measured through an Experimental Auction." *Agribusiness An International Journal* 18(4):491-504. ARD J. Series # 13604
- Dobbs, T.L., R.C. Shane and D.M. Feuz. 2000. "Lessons for Organic Agriculture from the Upper Midwest Organic Marketing Project." *American Journal of Alternative Agriculture*. 15(3):119-128.
- Burgener, P. and D. Feuz. 2000. "Equitable Cropshare Arrangements for Intensive Dryland Cropping Systems." *Journal of American Society of Farm Managers and Rural Appraisers*. 64(1):112-117.
- Feuz, D.M. 1999. "Market Signals in Value Based Pricing Premiums and Discounts." *Journal of Agricultural and Resource Economics*. 24(2):327-341.
- Liang, Chyi-lyi, D.M. Feuz, and R.G. Taylor. 1998. "Spatial and Varietal Price Analysis of Dry Edible Bean Markets." *International Food and Agribusiness Management Review*. 1(3):417-433.
- Fausti, S.W., D.M. Feuz, and J.J. Wagner. 1998. "Value Based Marketing for Fed Cattle: A Discussion of the Issues." *International Food and Agribusiness Management Review* 1(1):73-90.
- Feuz, D.M., and J.J. Wagner. 1996. "Retained Ownership: Understanding Performance Risk and Evaluating Marketing Alternatives." *Journal of American Society of Farm Managers and Rural Appraisers*, 60(1):65-71.
- Taylor, D.C., D.M. Feuz, and M. Guan. 1996. "Organic Versus Sustainable Fed Cattle Production: South Dakota Case Study." *American Journal of Alternative Agriculture*, (11:1):30-38.
- Wagner, J.J. and D.M. Feuz. 1995. "Predicting the Value of Feeder Cattle Placed into an Accelerated Finishing Program Under Dynamic Market Conditions." *Professional Animal Scientist*, (11):180-185.
- Fausti, S.W. and D.M. Feuz. 1995. "Production Uncertainty and Factor Price Disparity in the Slaughter Cattle Market: Theory and Evidence." *American Journal of Agricultural Economics* (77):533-540.
- Feuz, D.M., S.W. Fausti and J.J. Wagner. 1995. "Risk, and Market Participant Behavior in the U.S. Slaughter Cattle Market." *Journal of Agricultural and Resource Economics* 20(1):22-31.
- Feuz, D.M., S.W. Fausti and J.J. Wagner. 1993. "An Empirical Analysis of the Efficiency of Four Alternative Marketing Methods for Slaughter Cattle." *Agribusiness An International Journal*, vol 9(5):453-463.
- Wagner, J.J. and D.M. Feuz. 1993. "Effect of Slaughter Cattle Marketing Method on the Productions

Signals Sent to Beef Producers." *Professional Animal Scientist*. vol 9:53-59

Held, L.J., D.M. Feuz, and E.R. Edens. 1993. "A Risk Evaluation of Alternative Western Ranching Systems." *Journal of American Society of Farm Managers and Rural Appraisers*, 57(1):63-69.

Feuz, D.M. 1992. "Replacement Beef Heifer Economics: When Price and Reproductive Performance are Uncertain." *Journal of the American Society of Farm Managers and Rural Appraisers*, 56(1), pp 61-66.

Feuz, D.M. and M.D. Skold. 1991. "Typical Farm Theory in Agricultural Research." *Journal of Sustainable Agriculture*, II(2), pp 43-58.

Feuz, D.M., N.L. Dalsted, and P.H. Gutierrez. 1990. "Leasing Cows -- What is Equitable." *Journal of the American Society of Farm Managers and Rural Appraisers*, vol. 54(1), pp 21-28. April.

SUBMITTED FOR REVIEW

PUBLISHED ABSTRACTS

Feuz, D.M., W.J. Umberger, S. Perversi, C.R. Calkins and B. Sitz. 2004. "Consumer Preference and Willingness to Pay for U.S. versus Australian and Canadian Beef" Abstract *Journal of Agricultural and Resource Economics*, Vol. 29, p. 589.

Umberger, W.J., D.M. Feuz, C.R. Calkins and B.M. Sitz. 2003 "Consumers' Preferences and Willingness-to-Pay for Beef Originating from the U.S., Canada, and Australia" Abstract *Journal of Agricultural and Resource Economics*, Vol. 28, p. 657.

Feuz, D.M., W.J. Umberger, C.R. Calkins, S. Perversi and B. Sitz. 2003. "The Importance of Beef Tenderness, Marbling and Production Methods to U.S. Consumers" Abstract *Journal of Agricultural and Resource Economics*, Vol. 28, p. 657.

Burgener, P.A., D.M. Feuz, and D.J. Lyon. "How do We Get There From Here? Transition Crops for Continuous Dryland Systems on the High Plains." Abstract *Journal of Agricultural and Resource Economics*, Vol. 28, p. 654.

Perversi, S., D.M. Feuz. and W.J. Umberger. 2002. "Basis Variability on the Feeder Cattle Contract versus the Failed Stocker Contract." Abstract *Journal of Agricultural and Resource Economics*, Vol. 27, p. 586.

Burgener, P.A., D. Kaan, D. O'Brien and D.M. Feuz. 2002. "Risk and Returns for Alternative Dryland Crop Rotations in the Central Great Plains." Abstract *Journal of Agricultural and Resource Economics*, Vol. 27, p. 579.

Clark, R.T., D.M. Feuz, D.C. Adams, B. Plugge, P. Reece, B. Stolzenburg and J. Volesky. 2002. "Teaching Marketing and Management to an Extension Audience in an Inter-Disciplinary Setting." Abstract *Journal of Agricultural and Resource Economics*, Vol. 27, p. 576.

Umberger, W.J., and D.M. Feuz. 2001 "Experimental Auctions to Elicit Value for Product Attributes." Abstract *Journal of Agricultural and Resource Economics*, Vol. 26, p. 558.

Burgener, P.A., D.A. Kaan, D. O'Brien, and D.M. Feuz. 2001. "An Economic Analysis of Intensive Dryland

- Cropping Systems for the Central Great Plains." *Abstract Journal of Agricultural and Resource Economics*, Vol. 26, p. 568.
- Umberger, W.J., D.M. Feuz, C.R. Calkins, and K. Killinger. 2000 "The Value of Beef Flavor: Consumer Willingness-to-Pay for Marbling in Beef Steaks." *Abstract Journal of Agricultural and Resource Economics*, Vol. 25, p. 722.
- Feuz, D.M., W. Umberger, C. Calkins, K. Killinger. 2000. "Consumer Preference for Domestic versus International Beef." *Abstract Journal of Agricultural and Resource Economics*, Vol. 25, p. 723.
- Burgener, P.A., D. Feuz and R. Wilson. 2000. "Economics of Transgenic Sugarbeets." *Abstract Journal of Agricultural and Resource Economics*, Vol. 25, p. 716.
- Feuz, D.M. and W.J. Umberger. 2000 "Hedging Effectiveness and Basis Variability for different Weight Feeder Steers Using the CME Stocker and Feeder Futures." *Abstract Journal of Agricultural and Applied Economics*, Vol. 32, p. 412.
- Umberger, W.J. and D.M. Feuz. 2000. "Basis Predictability Using the New CME Stocker Cattle Futures Contract." *Abstract Journal of Agricultural and Applied Economics*, Vol. 32, p. 411.
- Umberger, W.J. and D.M. Feuz. 1999. "A Risk-Return Comparison of Retained Ownership Programs Using Alternative Hedging and Pricing Strategies." *Abstract Journal of Agricultural and Applied Economics*, Vol. 31, p. ??.
- Burgener, P. and D. Feuz. 1999. "Equitable Cropshare Arrangements for Intensive Dryland Cropping Systems." *Abstract. Journal of Agricultural and Resource Economics*, Vol. 24, p.591.
- Feuz, D.M. 1999. "Market Signals in Value Based Pricing Premiums and Discounts." *Abstract. Journal of Agricultural and Resource Economics*, Vol. 24, p.587.
- Feuz, D.M. 1997. "Live, In-the-Beef, or Formula: Is there a 'Best' Method for Selling Fed Cattle?" *Abstract. Journal of Agricultural and Resource Economics*, Vol. 22, p.394.
- Liang, C., D.M. Feuz and R.G. Taylor. 1997. "Cointegration Tests of Spatial and Variety Price Linkages in Regional Dry Bean Markets." *Abstract. Journal of Agricultural and Resource Economics*, Vol. 22, p.395.
- Fausti, S.W, Feuz, D.M., and Wagner, J.J., "Value Based Marketing for Fed Cattle: A Discussion of the Issues.", Southern Agricultural Economic Association 1997 Meetings, abstract published in the *Journal of Agricultural & Applied Economics*, Vol. 29, No. 1, July 1997, p. 207.
- Feuz, D.M. and J.A. Schulte. 1995. "The Effect of Calf Weight & Age on Returns to Retained Ownership: A Target-MOTAD Approach." *Abstract. Journal of Agricultural and Resource Economics*, vol. 20(2):400.
- Feuz, D.M. and C.E. Ward. 1995. "Industrialization of the Beef Subsector." *Abstract. Journal of Agricultural and Resource Economics*, vol. 20(2):394.
- Feuz, D.M., J.J. Wagner and S.W. Fausti. 1993. "Revenue and Risk Associated with Alternative Slaughter Cattle Marketing Methods." *Abstract. Journal of Agricultural and Resource Economics*, vol. 18(2):304.
- Feuz, D.M., J.J. Wagner and L.J. Held. 1992. "Retained Ownership Revisited: The Economic Significance

- of Genetic Variability." Abstract. *Journal of Agricultural and Resource Economics*, vol. 17(2):367.
- Edens, E.R., L.J. Held and D.M. Feuz. 1992. "A Stochastic Dominance Evaluation of Alternative Western Ranching Systems." Abstract. *Journal of Agricultural and Resource Economics*, vol. 17(2):367.
- Feuz, D.M. 1991. "The Optimal Prebreeding Target Weight for Replacement Beef Heifers." Abstract. *Western Journal of Agricultural Economics*, vol. 16(2) p. 461. December.
- Held, L.J, D.M. Feuz and E.R. Edens. 1991. "Risk-Return Relationships for Mountain Valley Ranching Systems: A Target- MOTAD Analysis." Abstract. *Western Journal of Agricultural Economics*, vol. 16(2) p. 457. December.
- Feuz, D.M. and W.G. Kearl. 1989. "The On-Ranch Retained Ownership Decision -- In Periods of Relatively Low Prices Versus Relatively High Prices." Abstract. *Western Journal of Agricultural Economics*, vol. 14(2) p. 321. December.

PUBLISHED BOOK CHAPTERS

- Feuz, D.M. and W.J. Umberger. 2003. "Beef Cow-Calf Production" The Veterinary Clinics of North America: Food Animal Practice, Vol. 19, No. 2. Economics of the Red Meat and Dairy Industries. S.R. Koontz, Guest Editor, W.B. Saunders Company. pp. 339-363.
- Fausti, S.W., and Feuz, D., 1994, "The Effect of Uncertainty on Market Structure: The South Dakota Slaughter Cattle Market", Current Regional Issues, Dryden Press, pp. 1-6.

SELECTED OTHER PUBLICATIONS

- Christian, D., P.A. Burgener, and D.M. Feuz .2005. "Historical Crop Prices, Seasonal Patterns, and Future Basis for the Nebraska Panhandle: 1983-2004." PHREC 05-20, Panhandle Research and Extension Center, University of Nebraska, March.
- Feuz, D.M. and P.A. Burgener. 2005. "Historical Cattle and Beef Prices, Seasonal Patterns, and Futures Basis for Nebraska, 1960-2004." University of Nebraska Cooperative Extension Service, Panhandle Research and Extension Center, PHREC 05-21. April.
- Burgener, P.A., D.D. Baltensperger and D.M. Feuz. 2005. "Alternative Crop Budgets and Decision Making." University of Nebraska-Lincoln, Nebraska Cooperative Extension EC05-838.
- Christian, D., P.A. Burgener, and D.M. Feuz. "Historical Crop Prices, Seasonal Patterns, and Future Basis for the Nebraska Panhandle: 1983-2003." PHREC 04-20, Panhandle Research and Extension Center, University of Nebraska, March, 2004.
- Feuz, D.M. and P.A. Burgener. 2004. "Historical Cattle and Beef Prices, Seasonal Patterns, and Futures Basis for Nebraska, 1960-2003." University of Nebraska Cooperative Extension Service, Panhandle Research and Extension Center, PHREC 04-21. April.
- Feuz, D.M., S.L. Perversi and W.J. Umberger. 2004. "Basis Variability on the Feeder Cattle Contract Versus the Failed Stocker Contract." 2004 Nebraska Beef Report, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. MP 80-A.
- Sitz, B.M., C.R. Calkins, W.J. Umberger and D.M. Feuz. 2004. "Consumer Preference and Value of Beef with Country-of-Origin Labeling." 2004 Nebraska Beef Report, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. MP 80-A.

- Sitz, B.M., C.R. Calkins, W.J. Umberger and D.M. Feuz. 2004. "Consumer Acceptance and Value of Beef from Various Countries of Origin." 2004 Nebraska Beef Report, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. MP 80-A.
- Sitz, B.M., C.R. Calkins, W.J. Umberger and D.M. Feuz. 2004. "Consumer Acceptance and Value of Wet Aged and Dry Aged Beef Steaks." 2004 Nebraska Beef Report, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. MP 80-A.
- Loy, T., D. Adams, T. Klopfenstein, D. Feuz, J. Musgrave and B. Teichert. 2004. "A System for Wintering Spring-Calving Bred Heifers Without Feeding Hay." 2004 Nebraska Beef Report, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. MP 80-A.
- Ward, C.E., T.C. Schroeder, J.D. Lawrence and D.M. Feuz. 2003. "Cattle Feeders' Marketing and Pricing Practices." Oklahoma State University, Oklahoma Cooperative Extension Fact Sheet. F-585.
- Feuz, D.M. 2003. "Cattle Prices Are Record High, Aren't They?" *Cornhusker Economics*, Cooperative Extension, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. September.
- Umberger, W.J., D.M. Feuz and C.R. Calkins. 2003. "Fact Sheet on Country of Origin Labeling Research." CSU Department of Agricultural and Resource Economics and UNL Departments of Agricultural Economics and Animal Science. May. <http://dare.agsci.colostate.edu/extension/coolfacts.pdf>
- Umberger, W., D. Mark and D. Feuz. 2003. "Mandatory Country of Origin Labeling: The Ongoing COOL Debate Continues in Kearney." *Cornhusker Economics*, Cooperative Extension, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. May.
- Feuz, D.M. and P.A. Burgener. 2003. "Historical Cattle and Beef Prices, Seasonal Patterns, and Futures Basis for Nebraska, 1960-2002." University of Nebraska Cooperative Extension Service, Panhandle Research and Extension Center, PHREC 03-21. April.
- Christian, D., P.A. Burgener, and D.M. Feuz. 2003. "Historical Crop Prices, Seasonal Patterns, and Futures Basis for the Nebraska Panhandle 1983-2002" University of Nebraska Cooperative Extension Service, Panhandle Research and Extension Center, PHREC 03-20. March.
- Schroeder, T.C., C.E. Ward, J. Lawrence and D. Feuz. 2003. "Changes in Fed Cattle Marketing Methods: Survey Results." In *Cattlemen's Day 2003*, Kansas State University Agricultural Experiment Station and Cooperative Extension Service, Report of Progress 908, March, pp. 88-91.
- Mark, D., D. Feuz, R. Selley and T. Barrett. 2003. "Crop and Livestock Prices for Nebraska Producers." University of Nebraska Cooperative Extension Service, EC03-883-C.
- Feuz, D.M. 2003. "Drought Decisions for Range Livestock Producers." *Cornhusker Economics*, Cooperative Extension, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. March.
- Loy, T., D. Adams, T. Klopfenstein, D. Feuz, J. Musgrave and B. Teichert. 2003. "Comparison of Two Heifers Development Systems on a Commercial Nebraska Ranch." 2003 Nebraska Beef Report, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. MP 80-A.
- Mark, D.R. and D.M. Feuz. 2002. "Country of Origin Labeling: What Does it Mean for the Nebraska Meat Industries." *NebFact*. Cooperative Extension Service, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. NF 02-552. August.

- Feuz, D.M. 2002. "Beef Industry Structure, Marketing and Policy Issues." *FOCUS - Economic Issues for Nebraskans*. Department of Agricultural Economics, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. Spring/Summer 2002.
- Schroeder, T.C., J. Lawrence, C.E. Ward and D.M. Feuz. 2002. "Fed Cattle Marketing Trends and Concerns: Cattle Feeder Survey Results." Kansas State University Agricultural Experiment Station and Cooperative Extension Service. MF-2561. June.
- Feuz, D.M. 2002. "The Economics of Carcass Weight: A Classic Micro-Macro Paradox in agriculture." *Cornhusker Economics*, Cooperative Extension, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. March.
- Feuz, D.M. 2002. "A Simulated Economic Analysis of Altering Days on feed and Marketing Cattle on Specific Value-Based Pricing Grids." 2002 Nebraska Beef Report, Institute of Agriculture and Natural Resources, University of Nebraska-Lincoln. MP 79-A.
- Feuz, D.M., P.A. Burgener, and T. Holman. 2002. "Historical Cattle and Beef Prices, Seasonal Patterns, and Futures Basis for Nebraska, 1960-2001." University of Nebraska Cooperative Extension Service, Panhandle Research and Extension Center, PHREC 02-21. April.
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- Feuz, D.M., J.J. Wagner and S.W. Fausti. 1993. "Revenue and Risk Associated with Alternative Slaughter Cattle Marketing Methods." Presented at, and in the proceedings of the Western Ag. Econ. Association Meetings, Edmonton, Alberta. July.
- Feuz, D.M., J.J. Wagner and L.J. Held. 1992. "Retained Ownership Revisited: The Economic Significance of Genetic Variability." Presented at, and in the proceedings of the Western Ag. Econ. Association Meetings, Colorado Springs, Colorado. July.
- Edens, E.R., L.J. Held and D.M. Feuz. 1992. "A Stochastic Dominance Evaluation of Alternative Western Ranching Systems." Presented at, and in the proceedings of the Western Ag. Econ. Association Meetings, Colorado Springs, Colorado. July.
- Feuz, D.M. and J.J. Wagner. 1992. "Four Alternative Marketing Methods for Slaughter Cattle: The Effect on Profits and the Production Signals Sent to Producers." Paper presented at the Western Regional Coordinating Committee - 72, *Agribusiness Research Emphasizing Competitiveness*. Las Vegas, Nevada. June.
- Wagner, J.J. and D.M. Feuz. 1991. "Retained Ownership Revisited: Balancing Market Prices and Genetic Potential." Paper presented at, and in the proceedings of the 1991 Range Beef Cow Symposium, Fort Collins, Colorado. December.
- Feuz, D.M. 1991. "1991-1992 Fed and Feeder Cattle Outlook." Paper presented at *AG OUTLOOK '92*, St. Paul, Minn. September.
- Feuz, D.M. 1991. "The Optimal Prebreeding Target Weight for Replacement Beef Heifers." Presented at, and in the proceedings of the Western Ag. Econ. Association Meetings, Portland, OR. July.
- Held, L.J., D.M. Feuz and E.R. Edens. 1991. "Risk-Return Relationships for Mountain Valley Ranching Systems: A Target- MOTAD Analysis." Presented at, and in the proceedings of the Western Ag. Econ. Association Meetings, Portland, OR. July.
- Feuz, D.M. and W.G. Kearl. 1989. "The On-Ranch Retained Ownership Decision -- In Periods of Relatively Low Prices Versus Relatively High Prices." Presented at, and in the proceedings of the Western Agricultural Economics Association Meetings, Coeur d'elaine, Idaho. July.

EXTENSION TEAM PROGRAMMING

Nebraska Ranchers Practicum. 1999-2005. The Nebraska Ranch Practicum is a three-season, hands-on educational program designed to give participants the skills and education needed in today's complex ranching industry. Participants develop the ability to efficiently use decision support tools to critically evaluate numerous management and marketing alternatives dealing with: grazing strategies and systems, methods of managing market risk, calving and weaning dates, winter livestock nutrition, cull cow management, feed rations and seasonal mineral supplements. I provide 8 hours of market/management education over four different days. Visit the web site at:
<http://www.panhandle.unl.edu/ranchpracticum/index.html>

IRM Cattle Retained Ownership Project. 1996-2005. This program is designed for cow-calf producers to be able to feed five or more head of steers or heifers in a commercial feedlot and receive all feedlot performance and carcass merit data on their cattle. Monthly marketing conference calls, a mid-winter

meeting, and a final program highlight the educational opportunities for producers. The use of futures and options markets to manage risk is a part of this program. I participate in the monthly marketing calls and provide education at the mid-winter and final program.

SELECTED EXTENSION PRESENTATIONS

“Cattle Market Forecast and Trade Issues” Husker Beef Nutrition Conference, ARDC Mead, NE October 2005.

“Cattle Market Outlook” Gudmundsen Sandhills Lab Open house. Whitman, NE. August 2005.

“Marketing Issues and Considerations” Cattle Retained Ownership Conference, Lyman, WY. March 2005.

“Risk Management Seminar” Nebraska Cattlemen. Alliance, NE. February 2005.

“Cattle Market Outlook and Trade” Nebraska Beef Feedlot Roundtable, Grand Island, NE. February 2005.

“Beef Marketing Issues” Beef Satellite Short-Course. Several locations in NE. February, 2005.

“Adding Value to Cull Cows” Ranching for Profitability Conference, Torrington, WY. December 2004.

“Cattle Outlook and Risk Management” Columbus Cattlemen, Columbus, NE. September 2004.

“Beef Industry: Economics of Labeling” American Wagyu Association. Omaha, NE. September 2004.

“Fed Cattle Market Fundamentals” Nebraska Beef Feedlot Roundtable, Grand Island, NE. February 2004.

“Replacement Heifer Economics” Ranching for Profitability meetings, Ainsworth, Vallentine, Broken Bow, NE, October 2003

“Cull Cow Marketing” & “Young Female Management” Nebraska Rancher’s Practicum, Whitman, NE, September, 2003.

“Cattle Market Outlook” Scottsbluff, Chappel, Grant, Culbertson, NE, September, 2003

“IRM Closing Program” Chadron, NE, July 2003.

“Cattle Marketing: Issues and Considerations” Nebraska Rancher’s Practicum, North Platte, Ne June, 2003.

“Value Based Marketing” Colorado State University, IRM Program, Fort Collins, CO, April 2003

“ ” Feedlot Roundtable, Grande Island, NE, February, 2003

“Cattle Cycle and Drought” Tri-state Cattle Conference, Wray, CO, February, 2003

“Cattle Hedging” IRM Midyear Workshop, Banner County, NE, January 23, 2003.

“Replacement Heifer Economics” Partners in Progress Beef Seminar”, Clay Center, NE, January 22, 2003.

“Cattle Marketing Review and Summary” Nebraska Rancher’s Practicum, Whitman, NE, January 2003

“Wheat Marketing” Chappel and Sidney, NE, December 2002.

“Economic Trends and Market Structure of the Beef Industry” Nebraska Limosine Association, Kearney, NE, December 2002.

“Economics of Extended Grazing” Integrated Resource Management Conference, Chadron, NE, Nov. 2002.

“Commodity Market Outlook” USBank Regional Ag Lenders and Farm Managers, Lincoln, NE, Nov. 2002

“Cattle Marketing and Risk Management” Nebraska Rancher’s Practicum, Whitman, NE, November, 2002.

“Beef Industry: Commodity versus Product and the Policy Implications” Women in Agriculture Conference, Kearney, NE. September, 2002.

“Cull Cow Marketing” & “Young Female Management” Nebraska Rancher’s Practicum, Whitman, NE, September, 2002.

“Cattle Market Outlook” Gudmundsen Sandhills Laboratory Open House. Whitman, NE, August, 2002

“Cattle Marketing and Risk Management” Farmer-feeders workshop. Scottsbluff, NE. August, 2002

“Cattle Drought Workshops” Bridgeort and Chadron, NE. July, 2002.

“Cattle Marketing: Past, Present and Future” Presented at the Beef Improvement Federation annual meeting. Omaha, NE. July, 2002

“Cattle Marketing: Issues and Considerations” Nebraska Rancher’s Practicum, North Platte, Ne June, 2002.

“Economics of Grazing” Financial Workshop for the Grazing Coalition, Halsey, NE, May 22. 2002

“Retained Ownership Considerations” Oskosh, NE, May 14, 2002.

“Beef Industry Issues” IRM Workshop, Sterling, CO, April 26,2002.

“Marketing and Risk Management” Sheridan County Workshop, February 28, 2002

“The Economics of Carcass Weight: A Firm Levle and an Industry Level Analysis” 2002 Nebraska Beef Feedlot Roundtable, Grand Island, NE, February 21. 2002

“Beef Industry Issues” IRM Midyear Workshop, Banner County, NE, January 25, 2002.

“Beef Industry Issues” Nick Petry Workshop at the Denver Stock Show, Denver, CO, January 23, 2002.

“The Economic Cost of Raising Replacement Heifers” Presented at the Rancher’s Practicum, North Platte, NE, January, 9, 2002.

“Cattle Marketing and Risk Management” Nebraska Rancher’s Practicum, Whitman, NE, November, 2001.

“Cull Cow Marketing” Nebraska Rancher’s Practicum, Whitman, NE, September, 2001.

“Cattle Marketing: Issues and Considerations” Nebraska Rancher’s Practicum, North Platte, Ne June, 2001.

“Economics of Grazing” Financial Workshop for the Grazing Coalition, Halsey, NE, May 14. 2001

“Beef Supply and Demand Fundamentals” Presented at the IRM Midyear Meeting, Banner County, NE

March 2001.

“The Economic Cost of Raising Replacement Heifers” Presented at the Rancher’s Practicum, North Platte, NE, January, 11, 2001.

“Cattle Marketing in the 21st Century” Presented via Distance to the Partners in Progress Beef Seminar”, Clay Center, NE, January 10, 2001.

“Basis Commodity Marketing” Presented at the Women in Ag meeting, Chadron, NE, January 6, 2001.

“Marketing Alliances in the Beef Industry” Presented at the Carbon county Stock Growers Annual Meeting, Rawlins, WY, December 2000.

“Marketing Wheat and Alternative Dryland Crops” USDA Conservation Tillage Seminar, Cheyenne, WY, November, 2000.

“Grain and Livestock Market Outlook” Outlook 2001, Ord, NE, September, 2000.

“Cull Cow Marketing” Nebraska Rancher’s Practicum, September, 2000.

“Understanding Grid Marketing” Nebraska IRM Tour, Banner County, NE, August, 2000.

“Economic Analysis of the Nebraska Corn-Fed Beef Program” Nebraska Cattlemen, Broken Bow, NE, June, 2000.

Grain & Livestock Marketing Workshops. Scottsbluff, Sidney, Lisco, and Winside, NE January-March, 2000.

“Beef Demand: What the New Millennium Holds for Beef.” Beef Feedlot Roundtable. Grand Island, NE. February 24, 2000.

“Beef Marketing Issues” Consolidate Livestock Nutrition and University of Nebraska Cooperative Extension Meetings, North Platte and Norfolk, NE. January 13-14, 2000.

“Marketing Alliances in the Beef Industry” Presented at the Tennessee Cattlemen’s Annual Convention, Cookeville, TN. October 28-30, 1999.

“Beef Marketing Issues” Presented at the Women in Agricultural: The Critical Difference, Annual Conference, Kearney, NE September 16-17, 1999.

“Value Based Marketing of Cattle” Presented at the Red Angus Association of America annual meeting, Gering, NE September 15-17, 1999.

“Marketing into the 21st Century” Presented at the Purina Brood Cow Symposium, Blair, NE and Highmore, SD. September, 1999.

“Cattle Marketing: Issues and Considerations.” The Nebraska Ranch Practicum. North Platte, Nebraska. June, 1999.

“Fed Cattle Marketing: Current Issues and Future Direction.” Nebraska Beef Feedlot Roundtable. Grand Island, Nebraska. March, 1999.

“Formula Pricing and Grid Pricing Fed Cattle: Implications for Price Discovery and Variability.” Presented

at the Cattlemen's College of the National Cattlemen's and Beef Association, Annual Meeting, Charlotte, NC Feb. 10-13, 1999. With Clem Ward and Ted Schroeder.

Grain Marketing Workshops. Scottsbluff, Sidney, Big Springs, NE January-March, 1999.

"What is Value Based Pricing? Is it for You?" American Simmental Association, Annual Meeting, Lincoln, NE. December 3-5, 1998.

"Fed Cattle Price Discovery." Nebraska Cattlemen Annual Convention, Kearney, NE. December 2-4, 1998.

"Beef Industry Productivity, Price and Profits" in Strengthening Beef's Demand. Columbus, Broken Bow, and Gering, Nebraska. June, 1998.

"Grid Marketing of Beef Cattle — What are the important Considerations?" University of Nebraska Cooperative Extension April Update. Lincoln, Nebraska. April, 1998.

"Grid Pricing and Marketing Cattle on a Carcass or Live Basis" Nebraska Beef Feedlot Roundtable. Grand Island, Nebraska. March, 1998.

Grain Marketing Workshop. Scottsbluff, Nebraska. January-February, 1998.

"Pricing Cattle on a Grid or Formula: What are the important considerations." Presented at the Nebraska Veterinary Medical Association Annual Meeting, Kearney, Nebraska. January, 1998.

"Pricing Cattle on a Grid or Formula: What are the important considerations." and "Cull Cow Marketing" North Platte, Broken Bow and Ainsworth, Nebraska. January, 1998.

"Corn and Wheat Market Outlook." Hemmingford, Nebraska. November, 1997.

"Alfalfa: One of the best value added opportunities for western Nebraska producers." Oskosh, Nebraska. November, 1997.

"Marketing Quality Beef." Quality Beef Workshop. Bridgeport, Chadron and Gordon Nebraska. September-October, 1997.

"The Economics of Additional Days on Feed." Wyo-Braska Cattle Feeders, Gering, Nebraska. September, 1997.

"Break-Even Projections for Cattle Feeding." Wyo-Braska Cattle Feeders, Gering, Nebraska. September, 1997. With Burt Weichenthal.

"Market Outlook for Fed Cattle and Market Alternatives." Retained Ownership Participants, Darnall Feedlot. Harrisburg, NE. April, 1997.

"Economics of Turfgrass Seed Production." Turfgrass Seed Production: Can it Fit Your Farming System? Conference, Scottsbluff, NE. February, 1997.

"Value Based Marketing: Grids, Formulas, and Alliances." Annual Retained Ownership Meeting at the Darnall Feedlot. Harrisburg, Nebraska. February, 1997.

"Prospects for the Beef Market." 5th Annual Western Conference of the Nebraska Sustainable Agriculture Society. Sidney, Nebraska. February, 1997.

- “Pricing Strategies for Beef - Grid Pricing Structures,” 1997 Market Outlook Conference, Gering, Nebraska. January, 1997.
- “Live Weight vs Grid Marketing,” Marketing Opportunities for Beef Producers. WJAG Farm Show, Madison, Nebraska. January, 1997.
- “Cattle Performance and Hedging Possibilities,” Marketing Opportunities for Beef Producers. WJAG Farm Show, Madison, Nebraska. January, 1997.
- Grain Marketing Seminar. Scottsbluff, Nebraska. December-January, 1996-7.
- “Use of Futures and Options to Price Fed Cattle.” IRM Marketing Workshop, Scottsbluff, Nebraska. December, 1996.
- “Corn Market Outlook.” Corn Grower Meetings, Scottsbluff and Hemmingford, Nebraska. December, 1996.
- “Wheat Market Outlook.” CRP Agency and Extension In-service Meeting. Scottsbluff, Nebraska. November, 1996.
- “Marketing Opportunities for Panhandle Producers.” Kiwanis, Scottsbluff, Nebraska., 1996.
- “Marketing Opportunities for Retained Ownership Participants.” Darnall Feedlot, Harrisburg, Nebraska, 1996.
- “Economics of Crop and Livestock Diversity” Nebraska Sustainable Agricultural PROFESSIONAL Development Program 1996, Scottsbluff, Nebraska, 1996.
- “Cattle Feeding Opportunities and Cattle Market Outlook.” Kimball-Banner County Cattlemen, Kimball, Nebraska, 1996.
- “Technology in Agricultural Marketing.” Technology Fair, Sidney Nebraska, 1996.
- “Break-Evens in Cattle Feeding and Hedging Possibilities.” Wyo-Braska Cattle Feeders, Gering, Nebraska, 1996. With Burt Weichenthal.
- “Break-Evens in Cattle Feeding and Hedging Possibilities.” Panhandle Agricultural Bankers, Scottsbluff, Nebraska, 1996. With Burt Weichenthal.
- “Improving Profit Margins on Traditional Enterprises.” Alternative Enterprises Conference, Crawford, Nebraska, 1996.
- “Retained Ownership.” Presentation at the Pipestone County Cow/Calf Program. Pipestone, Minnesota. February, 1996.
- “Determinants of Cattle Feeding Returns.” Presentation at the *SDSU Beef 2000 Conference*. Brookings, South Dakota. January, 1996.
- “Marketing Cull Cows...How and Why.” Presentation at the Kansas Livestock Association Cattleman’s College. Wichita, Kansas, 1995.
- “Retained Ownership & Hedging Possibilities.” Presentation at the Kansas Livestock Association Cattleman’s College. Wichita, Kansas. November, 1995.

- “Marketing Cull Cows.” Presentation at the Nebraska Cattlemen’s Association Cattleman’s College. Omaha, Nebraska. November, 1995.
- “Marketing Calves & Hedging Possibilities.” Presentation at Kimball, South Dakota. September, 1995.
- "Raising versus Purchasing Replacement Heifers." Presented on the *Cattlemen's Satellite Shortcourse*. A Cooperative Extension Service production by South Dakota State University, University of Nebraska-Lincoln, Washington State University, and University of Georgia. February, 1995.
- "Cull Cow Marketing." Presented on the *Cattlemen's Satellite Shortcourse*. A Cooperative Extension Service production by South Dakota State University, University of Nebraska-Lincoln, Washington State University, and University of Georgia. November, 1994.
- “Beef Cattle Cycle, Retained Ownership, Price Protection.” Presentation at Brookings and Howard, South Dakota. September, 1994.
- “Retained Ownership Programs.” Presented at the *Beef Profit Opportunities Conference*. Sioux City, Iowa. September, 1994.
- "Maximizing Profits Throughout the Complete Cattle Cycle." Presented at the Purina Mills Centennial Brood Cow Symposium, Eagle Pass Ranch, Highmore, South Dakota. May, 1994.
- “Value Based Marketing.” Presentation at Kimball, South Dakota. August, 1993.
- “Futures Market Workshop.” Desmet, South Dakota. January, 1993.
- "The Economics of Cow Herd Replacement Strategies: Raising Versus Purchasing Replacements." Proceedings for the 1991 Nebraska Cattlemen Replacement Heifer Clinics, University of Nebraska, Lincoln Nebraska. November, 1991.
- "Cow Herd Replacement Strategies -- Raising Versus Purchasing Replacements." Proceedings for the 1990 South Dakota Cow and Replacement Heifer Clinics. Cooperative Extension Service, South Dakota State University. ARSB 90-1. October, 1990.