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WENDONG ZHANG
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Cornell Dyson Faculty Profile: <https://dyson.cornell.edu/faculty-research/faculty/wz384/>
ISU CARD Faculty Profile: <https://www.card.iastate.edu/people/profile/?n=wendong-zhang>
Google Scholars Profile: <https://scholar.google.com/citations?user=KT67I80AAAAJ>
ORCID Profile: <http://orcid.org/0000-0002-1244-3357>

EDUCATION

<u>The Ohio State University</u>	Columbus, OH
Ph.D. in Agricultural, Environmental and Development Economics	July 2015
<ul style="list-style-type: none">- Dissertation: “Three Essays on the Land Use, Land Management and Land Values in Agro-ecosystems”- Advisor: Dr. Elena G. Irwin- Best Doctoral Dissertation Award, Department of Agricultural, Environmental and Development Economics, the Ohio State University- Presidential Fellowship, the Ohio State University	
M.A. in Economics	June 2012
<u>Fudan University</u>	Shanghai, China
B.S. in Environmental Science (<i>magna cum laude</i>)	July 2009
Minor: International Economics and Trade	
<u>The University of Hong Kong</u>	Hong Kong SAR, China
Exchange Student in Environmental Studies	September 2007 to January 2008

FIELDS OF INTEREST

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

PROFESSIONAL EXPERIENCE

Assistant Professor , Dyson School of Applied Economics and Management, SC Johnson College of Business, Cornell University - Appointment: 50% Research and 50% Extension	July 2022 - Present
Faculty Affiliate, Cornell Center for China Economic Research (CICER)	July 2022 – Present
Faculty Fellow, Cornell Atkinson Center for Sustainability	July 2022 – Present
Global Public Voices Fellow, Cornell Einaudi Center for International Studies	2022-2023
Associate Professor , Department of Economics; Iowa State University Extension and Outreach; Center for Agricultural and Rural Development, Center for China-US Agricultural Economics and Policy, Iowa State University - Appointment: 60% Extension, 25% Research, and 15% Teaching	August 2021 – Present (On Leave July 2022-June 2023)
Assistant Professor , Department of Economics; Iowa State University Extension and Outreach; Center for Agricultural and Rural Development, Center for China-US Agricultural Economics and Policy, Iowa State University	August 2015 – July 2021
Academic Vice President , the Iowa Chapter of American Society of Farm Managers and Rural Appraisers	February 2016 – Present
Affiliate Faculty , Sustainable Agriculture Graduate Program, Iowa State University	October 2018 – Present
Graduate Research Assistant , Department of Agricultural, Environmental and Development Economics, the Ohio State University	July 2010 – July 2015
Visiting Researcher , USDA National Agricultural Statistical Service Data Lab	July – August 2013
Summer Research Intern , USDA Economic Research Service	July – August 2012

BIOGRAPHY

Dr. Wendong Zhang is an Assistant Professor and Extension Economist in the Dyson School of Applied Economics and Management, SC Johnson College of Business at Cornell University. His research seeks to better understand U.S. farmland market, agricultural water conservation and Chinese agriculture.

Dr. Zhang is currently Faculty Affiliate at Cornell Center for China Economic Research (CICER), Faculty Fellow at Cornell Atkinson Center for Sustainability, and am selected as 2022-2023 Global Public Voices Fellow at Cornell Einaudi Center for International Studies.

He is also an Associate Professor (on leave 2022-2023) in the Department of Economics at Iowa State University, where he is a Faculty Affiliate at the Center for Agricultural and Rural Development (CARD). Dr. Zhang led the Iowa Land Value Survey at Iowa State, co-founded the ISU China Ag Center, and served as the Academic Vice President of ASFMRA Iowa Chapter.

Dr. Zhang currently an Associate Editor of American Journal of Agricultural Economics as well as the Journal of Soil and Water Conservation. Dr. Zhang received his Ph.D. in Agricultural, Environmental and Development Economics from the Ohio State University in July 2015, and he also holds a BSc in Environmental Science from Fudan University in China.

AWARDS AND HONORS

- 2022: 2022-2023 Global Public Voices Fellow, Cornell Einaudi Center for International Studies
 Young Professional Achievement Award, the College of Food, Agricultural and Environmental Sciences (CFAES) Alumni Society, the Ohio State University
- 2021: Advisor of Winner of the 2021 AAEA Undergraduate Student Section Best Undergraduate Student Paper Competition (Beatrice Maule, “Of Women and Land: How Gender Affects Transfers and Successions of Iowa Farms”)
 Agricultural & Applied Economics Association (AAEA) 2021 Distinguished Extension/Outreach Program Award, Individual: Less than Ten Years’ Experience
 Top Paper Award from the Intergroup Communication Interest Group (ICIG) at International Communications Association (ICA) 2020: Gold Coast Conference (“Farmers under Threat: Implications for Attitudes toward China and Perceived Risks from the Trade Dispute”, joint with Lulu Rodriguez, Shuyang Qu, Suman Lee, and Minghao Li)
 Northeastern Agricultural and Resource Economics Association (NAREEA) Career Advancement and Mentorship (CAM) Program
 Iowa State University College of Agriculture and Life Sciences Early Achievement Award in Extension and Outreach
- 2020: Iowa State University College of Agriculture and Life Sciences Dean’s Citation for Extraordinary Contributions (joint with Chad Hart and Dermot Hayes)
 Associate Editor, American Journal of Agricultural Economics, 2020-2023
- 2019: AAEA Bruce Garner Memorial Prize for Applied Policy Analysis Award (“the Impact of the 2018 Trade Disruptions on the Iowa Economy”, CARD Policy Brief coauthored with Edward J. Balistreri, Chad E. Hart, Dermot J. Hayes, Minghao Li, Lee Schulz, David A. Swenson, and John M. Crespi)
 AAEA Awards Committee Master’s Thesis Sub-Committee 2019 and 2020
 President, NC-1177 Multistate Research Project “Agricultural and Rural Finance Markets in Transition (NC1014, NC221, NCT-194)”
 Chair, Agricultural & Applied Economics Association (AAEA) Agricultural Finance and Management (AFM) Section
- 2018: President-Elect, NC-1177 Multistate Research Project “Agricultural and Rural Finance Markets in Transition (NC1014, NC221, NCT-194)”
 Chair-Elect, Agricultural & Applied Economics Association (AAEA) Agricultural Finance and Management (AFM) Section
- 2016: Vice President, the Alumni Association, Fudan University, Department of Environmental Science and Engineering
 Epsilon Sigma Phi, the Iowa Alpha Mu Chapter
 Best Doctoral Dissertation Award, Department of Agricultural, Environmental and Development Economics, the Ohio State University
- 2015: Finalist, Graduate Associate Teaching Award, the Ohio State University
- 2014: Presidential Fellowship, the Ohio State University, 2014-2015
 Bernie Erven Outstanding Graduate Teacher Award, Department of Agricultural, Environmental and Development Economics, the Ohio State University
 Selected Participant of the Prepare Future Faculty Program, the Ohio State University, 2014-2015
 Center on Urban and Regional Analysis Travel Award, the Ohio State University
- 2013: Winner, North America Regional Science Council Graduate-Student-Led Paper Competition, the 60th Annual North American Meetings of the Regional Science Association International
 Winner, Best Paper Competition, Midwest Graduate Student Conference on Regional and Applied Economics

- 2012: Winner, North America Regional Science Council Graduate-Student-Led Paper Competition, the 59th Annual North American Meetings of the Regional Science Association International
 Winner, Best Doctoral Research Manuscript Award, Department of Agricultural, Environmental and Development Economics, the Ohio State University
 Winner, Graduate Student Paper Competition, 5th Annual Midwest Graduate Student Summit on Regional, Population, Health & Environmental Economics
 The Honor Society of Agriculture, Gamma Sigma Delta
- 2009: Doctoral Fellowship, Ohio Agricultural Research and Development Center (OARDC)
- 2007: Fung Scholar, Victor and William Fung Foundation
 National Scholarship, 1st Prize, Ministry of Education of China, 2007
- 2006: Tung's Oriental Scholarship, Fudan University

EDITORIAL SERVICES

- 2021-: Associate Editor, Journal of Soil and Water Conservation
 2020-23: Associate Editor, American Journal of Agricultural Economics
 2021- : Editorial Advisory Board, Agricultural Finance Review
 2018- : Editorial Committee, Journal of the American Society of Farm Managers and Rural Appraisers (Journal of the ASFMRA)

PUBLICATIONS

Refereed Journal Articles

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

32. Schultz, M., J. Benning, C. DeLong, C. Hyde, M. O'Rourke, L. Scarbrough, K. Tidgren, J. Tong, **W. Zhang**. 2022. "[Survey Increases Understanding of Iowa Women Farmland Owners](https://www.nacaa.com/file.ashx?id=493c150e-fc3d-4454-98f3-80f94e1b5b7d)." *Journal of NACAA (National Association of County Agricultural Agents)* 15 (2): 1-22, <https://www.nacaa.com/file.ashx?id=493c150e-fc3d-4454-98f3-80f94e1b5b7d>
31. He⁺, X., A. Elobeid, M. Carriquiry, M. Li, D. Hayes, M. Li, and **W. Zhang**. 2022. "[China's Growing Feed Imports: Projections from the CARD Agricultural Modeling](https://doi.org/10.1002/agr.21764)", *Agribusiness* 38(4): 970-989, <https://doi.org/10.1002/agr.21764>
30. Liu, Y., and **W. Zhang**. 2022. "[Nurturing International Graduate Students for a More Diversified and Inclusive Extension Workforce](https://www.aaea.org/UserFiles/file/AETR_2022_003RV4I2_v5.pdf)". *Applied Economics Teaching Resources*, 4(2): 45-58. https://www.aaea.org/UserFiles/file/AETR_2022_003RV4I2_v5.pdf
29. He⁺, X., E.J. Balistreri, G.H. Kim, and W. Zhang. 2022. "[A General Equilibrium Assessment of the Labor Productivity Impacts of COVID-19 on China's Regional Economies](https://doi.org/10.1007/s11123-022-00642-3)." Accepted at *Journal of Productivity Analysis*, Corresponding Author, 58: 129-150, <https://doi.org/10.1007/s11123-022-00642-3>
28. Mei, Y., L. Gao, **W. Zhang**, F. Yang. 2021. "[Do Homeowners Benefit When Coal-Fired Power Plants Switch to Natural Gas? Evidence from Beijing, China](https://doi.org/10.1016/j.jeem.2021.102566)", *Journal of Environmental Economics and Management*, <https://doi.org/10.1016/j.jeem.2021.102566>

27. Xiong, T., **W. Zhang**, and C. Chen[^]. 2021, “[A Fortune From Misfortune: Evidence from Hog Firms’ Stock Price Responses to China’s African Swine Fever Outbreaks](https://doi.org/10.1016/j.foodpol.2021.102150)”, *Food Policy*, **Corresponding Author**, <https://doi.org/10.1016/j.foodpol.2021.102150>
26. Basha[^], A., **W. Zhang**, and C. Hart. 2021. “[The Impacts of Interest Rate Changes on US Midwest Farmland Values](https://doi.org/10.1108/AFR-11-2020-0163)”, *Agricultural Finance Review*, **Corresponding Author**, <https://doi.org/10.1108/AFR-11-2020-0163>
25. **Zhang, W.**, S. Lence, and T. Kueth, 2021. “[Are Expert Opinions Accurate? Panel Data Evidence from Iowa Land Value Survey](https://doi.org/10.3368/le.97.4.080820-0124R)”, *Land Economics*, **Corresponding Author**, <https://doi.org/10.3368/le.97.4.080820-0124R>
24. **Zhang, W.**, 2021. [The Case for Healthy U.S.-China Agricultural Trade Relations Despite Deglobalization Pressures](https://doi.org/10.1002/aepp.13115). *Applied Economic Policy & Perspectives*, 43(1): 225-247. <https://doi.org/10.1002/aepp.13115>
19. Sawadgo[^], W., **W. Zhang**, and A. Plastina. 2021. “[What Drives Landowners’ Conservation Decisions? Evidence from Iowa](https://doi.org/10.2489/jswc.2021.00115)”, *Journal of Soil and Water Conservation*, 76(3): 211-221. <https://doi.org/10.2489/jswc.2021.00115>
18. Hasan, S.M., A. Rehman, and **W. Zhang**, February 2021. “[Who Can Work and Study from Home in Pakistan: Evidence from a Nationwide Household Survey](https://doi.org/10.1016/j.worlddev.2020.105197)”, *World Development*, **Corresponding Author**, <https://doi.org/10.1016/j.worlddev.2020.105197>
17. Shao, Y., T. Xiong, M. Li⁺, D.J. Hayes, **W. Zhang**, and W. Xie. 2021. “[China’s Missing Pigs: Correcting China’s Hog Inventory Data Using a Machine Learning Approach](https://doi.org/10.1111/ajae.12137)”, *American Journal of Agricultural Economics*, 103(3): 1082-1098. **Corresponding Author**, <https://doi.org/10.1111/ajae.12137>
16. Li⁺, M., E. Balistreri, and **W. Zhang**. June 2020. “[The U.S.-China Trade War: Data and General Equilibrium Analysis](https://doi.org/10.1016/j.asieco.2020.101216).” *Journal of Asian Economics*, Vol. 69, **Lead Article**, <https://doi.org/10.1016/j.asieco.2020.101216>
15. Liu, H., **W. Zhang**, E. Irwin, J. Kast, N. Aloysius, J.F. Martin, and M. Kelcic. April 2020, “[Best Management Practices and Nutrient Reduction: An Integrated Economic-Hydrological Model of the Western Lake Erie Basin](https://muse.jhu.edu/article/775584)”, *Land Economics*, 96(4): 510-530, <https://muse.jhu.edu/article/775584>
14. Taylor, M., and **W. Zhang**. 2019. “[Training the Next Generation of Extension Economists](#)”, *Choices Magazine*, Quarter 2, 34(2)
13. Grant*, M., and **W. Zhang**. 2019. “[Entrepreneurship and Start-ups in the Agricultural Industry](#)”, *Journal of American Society of Farm Managers and Rural Appraisers (JASFMRA)*, 35-43.
12. Wang, P., **W. Zhang**, M. Li⁺, and Y. Han, 2019, “Does Fertilizer Education Program Increase the Technical Efficiency of Chemical Fertilizer Use? Evidence from Wheat Production in China”, *Sustainability*, 11(2), 543, <https://doi.org/10.3390/su11020543>
11. Gao, L., **W. Zhang**, Y. Mei, A. Sam, Y. Song, and S. Jin. 2018. “Do Farmers Adopt Fewer Conservation Practices On Rented Land? Evidence from Straw Retention in China”, *Land Use Policy*, 79: 609-621, <https://doi.org/10.1016/j.landusepol.2018.08.026>
10. Aller, D.[^], S. Archontoulis, **W. Zhang**, W. Sawadgo[^], D. Laird, and K. Moore. 2018. “Using APSIM to Optimize Biochar Applications for Midwest Corn-Bioenergy Cropping Systems”, *Field Crops Research*, 227: 30-40, <https://doi.org/10.1016/j.fcr.2018.07.012>
9. Li, M⁺, **W. Zhang**, and C. Hart, 2018. “[What Have We Learned from China’s Past Trade Retaliation Strategies](#)”,

Choices Magazine, Quarter 2, 33(2): 1-8, **Lead Article**, <https://www.jstor.org/stable/26487436>

8. **Zhang, W.**, and B. Sohngen, 2018. “Do US Anglers Care About Harmful Algal Blooms? A Discrete Choice Experiment of Lake Erie Recreational Anglers”, *American Journal of Agricultural Economics*, 100(3): 868-888, <https://doi.org/10.1093/ajae/aay006>

- Featured in [Oxford University Press \(OUP\) Blog: Angling for Less HABs](#)

7. **Zhang, W.**, and K. Tidgren. 2018. “Current Farm Downturn vs. 1920s and 1980s Farm Crisis: An Economic and Legal Comparison”, *Agricultural Finance Review*, 78(4): 396-411, **Lead Article**, <https://doi.org/10.1108/AFR-08-2017-0075>
6. **Zhang, W.**, W. Zhang, and C. Hart, 2018. “[Are Agricultural Professionals’ Farmland Value and Crop Price Forecasts Consistent?](#)” *Journal of American Society of Farm Managers and Rural Appraisers (JASFMRA)*, **Lead Article**, 1-16
5. Rosli, H.[^], D. A. Mayfield, J. C. Batzer, P. M. Dixon, **W. Zhang**, and M. L. Gleason, 2017, “Field Validation of a Modified Relative Humidity-Based Warning System for Sooty Blotch and Flyspeck in Iowa”, *Plant Disease*, 101(10): 1721-1728. <https://doi.org/10.1094/PDIS-02-17-0294-RE>
4. **Zhang, W.**, and M. Duffy. 2017. “Land Quality Perceptions in Expert Opinion Surveys: Evidence from Iowa”, *Journal of the American Society of Farm Managers and Rural Appraisers (Journal of the ASFMRA)*, 89: 128-151, <https://www.jstor.org/stable/90016149>
3. **Zhang, W.**, R. Wilson, E. Burnett, E. G. Irwin, and J. F. Martin. 2016. “What Motivates Farmers to Apply Phosphorus at the ‘Right’ Time? Survey Evidence from the Western Lake Erie Basin”, *Journal of Great Lakes Research*, 42(6): 1343-1356. <https://doi.org/10.1016/j.jglr.2016.08.007>
2. **Zhang, W.**, D. H. Wrenn, and E. G. Irwin, 2016. “Spatial Heterogeneity, Accessibility and Zoning: An Empirical Investigation of Leapfrog Development”, *Journal of Economic Geography*, 17(3): 547-570. <https://doi.org/10.1093/jeg/lbw007>
 - Winner, North America Regional Science Council Graduate-Student-Led Paper Competition, the 59th Annual North American Meetings of the Regional Science Association International, Ottawa, ON, Canada, 2012
1. **Zhang, W.** and C. J. Nickerson. 2015. “The Housing Market Bust and Farmland Values: Identifying the Changing Influence of Proximity to Urban Centers.” *Land Economics*, 91(4): 605-626. **Lead Article**. <https://doi.org/10.3368/le.91.4.605>
 - Winner, North America Regional Science Council Graduate-Student-Led Paper Competition, the 60th Annual North American Meetings of the Regional Science Association International, Atlanta, GA, 2013

Invited or Editor-Reviewed Articles in Journals

(* denote undergraduate students advised)

2. Li[^], M., and **W. Zhang**. June 2021. “[Trade Policies Have Environmental Implications](#)”, *Nature Food (Invited News and Views Article)*, **Corresponding Author**, 2: 559-560, <https://doi.org/10.1038/s43016-021-00342-5>
1. **Zhang, W.**, and Z. Beek*. 2016. “[Trends and Determinants of U.S. Farmland Values: Evidence from Iowa Land Value Survey since 1950](#)”, *Farm Policy Journal*, Australian Farm Institute, 13(2) (*Invited*)

Book Chapters

2. Irwin, E.G., G.L. Buckley, M. Gnagey, N. Irwin, D. Newburn, E. Pierce, D. Wrenn and **W. Zhang**. "[The Role of Regulations and Norms in Land Use Change](#)." In *Science for the Sustainable City: Empirical Insights from the Baltimore School of Urban Ecology*, edited by Steward T. A. Pickett, Mary L. Cadenasso, J. Morgan Grove, Elena G. Irwin, Emma J. Rosi, Christopher M. Swan, 112-31. NEW HAVEN; LONDON: *Yale University Press*.
1. Nickerson, C. J. and **W. Zhang**. 2014. "[Modeling the Determinants of Farmland Values in the U.S.](#)" in *The Oxford Handbook of Land Economics*, ed. Josh M. Duke and Junjie Wu. *Oxford University Press*, pp. 111-138.

Non-Peer Reviewed Research Reports

11. Tong, J. and **W. Zhang**. 2022. "[Educational Preferences on Farmland Leasing, Conservation Practices, and Transition Plans: Voices of Iowa Women Farmland Owners](#)." Working paper 22-WP 633. Center for Agricultural and Rural Development, Iowa State University.
10. Crespi, J.M., C.E. Hart, C.C. Pudenz, L.L. Schulz, O. Wongpiyabovorn, and **W. Zhang**. 2022. "[An Examination of Recent Fertilizer Price Changes](#)." Staff report 22-SR 117. Center for Agricultural and Rural Development, Iowa State University.
9. Li, M., and **W. Zhang**. 2021. "[Finding Firmer Ground: the Role of Agricultural Cooperation in U.S.-China Relations](#)." A report by [U.S. Heartland China Association](#) and [the Carter Center](#).
8. Wan, X., Y. Ji, and **W. Zhang**. 2021. "[the Iowa Lakes Valuation Project 2019: Summary and Findings](#)." A Report to the Iowa Department of Natural Resources (DNR), CARD Staff Report 21-SR-115, November 2021
7. Cheng, N. and **W. Zhang**. 2021. "[The OREI Cucurbit Crops Project Year 1 Whole Team and Advisory Panel/Cooperative Grower Surveys](#)". February 2021
6. **Zhang, W.**, and D.M. Wishart. 2019. "[A Report on Results of Surveys to Measure the Demand for Designating the Mad River in Clark County Ohio a Recreational River](#)". April 2019
5. **Zhang, W.**, A. Plastina, and W. Sawadgo. 2018. "[Iowa Farmland Ownership and Tenure Survey 1982–2017: A Thirty-five Year Perspective](#)." Iowa State University Extension and Outreach, CARD working paper #18-WP 580, <https://store.extension.iastate.edu/product/6492>
4. Kling, C. L., R. W. Arritt, G. Calhoun, D. A. Keiser, J. M. Antle, J. Arnold, M. Carriquiry, I. Chaubey, P. Christensen, B. Ganapathysubramanian, P. Gassman, W. Gutowski, T. W. Hertel, G. Hoogenboom, E. G. Irwin, M. Khanna, P. Mérel, D. Phaneuf, A. Plantinga, P. Preckel, S. Polasky, S. Rabotyagov, I. Rudik, S. Secchi, A. Smith, A. Vanloocke, C. Wolter, **W. Zhang**, and J. Zhao. 2016. [Research needs and challenges in the FEW system: Coupling economic models with agronomic, hydrologic, and bioenergy models for sustainable food, energy, and water systems](#). Ames, IA: Iowa State University Center for Agricultural and Rural Development (CARD) Working Paper 16-WP 563. A white paper prepared for the National Science Foundation's Food, Energy, and Water Workshop held at Iowa State University, October 11–12, 2015.
3. Burnett, E.A., R. S. Wilson, B. E. Roe, G. Howard, E. G. Irwin, **W. Zhang**, and J. Martin. 2015. [Farmers, phosphorus and water quality: Part II. A descriptive report of beliefs, attitudes and best management practices in the Maumee Watershed of the western Lake Erie Basin](#). Columbus, OH: The Ohio State University, School of Environment & Natural Resources.
2. Sohngen, B., **W. Zhang**, J. Bruskotter, and B. Sheldon. 2015. [Results from a 2014 Survey of Lake Erie Anglers](#). Columbus, OH: The Ohio State University, Department of Agricultural, Environmental and Development Economics and School of Environment & Natural Resources.
1. **Zhang, W.**, B. Ward, and E. G. Irwin, 2014, "[The Trends and Determinants of Farmland Sale Prices in Western Ohio 2001-2010](#)", *the Ohio State University Extension Bulletin*

Research Manuscripts Under Review

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

Howard, G., **W. Zhang**, A. Valcu-Lisman, and P. Gassman. November 2022. “[Evaluating the Efficiency-Participation Tradeoff in Agricultural Conservation Programs](#)”, **conditionally accepted** at *American Journal of Agricultural Economics*

Liu[^], Q., B. Maule*, **W. Zhang**, and Q. Liu, October 2022. “[Of Women and Land: How Gender Affects Successions and Transfers of Iowa Farms](#)”, **2nd revisions requested** at *Applied Economics Papers and Perspectives*

- Winner of the 2021 AAEA Undergraduate Paper Competition
- Blog post by [International Farm Transition Network](#)

Cheng[^], N., T. Xiong, and **W. Zhang**. December 2022. “[The Impact of China's Place-Based Environmental Regulations on Its Hog Industry: A Synthetic Difference-in-differences Approach](#)”, **under review**

Cheng[^], N., C. Tang, P. Liu, M. Li, and **W. Zhang**. December 2022 “[Pipeline Incidents and Property Values: A Nationwide Hedonic Analysis](#)”, **under review**

Li, M., X. He, **W. Zhang**, J.M. Gbeda, S. Qu, and L. Rodriguez. December 2021. “[Partisan Bias in Statements Versus Behavior: Evidence from Farmers' Reactions to the U.S.-China Trade War](#)”, **under review**

Li[^], H., X. Wan[^], and **W. Zhang**. June 2021. “[How Do Firms Respond to Long-term Political Tensions? Evidence from Chinese Food Importers](#)”, **under review**

Shr⁺, J., and **W. Zhang**. December 2022. “[Omitted Downstream Attributes and the Economic Benefits of Nutrient Reductions](#)”, **under review**

Lee, J.Y., G. Durbahn, P. F. Orazem, and **W. Zhang**. “[The Roles of Risk Preferences, Selection, and Uncertain Returns on Land Contracts](#)”, **revise and resubmit** at *Agricultural Economics*

Lu, Q., N. Cheng, **W. Zhang**, and P. Liu. October 2022. “[Disamenity or Premium: Do Electricity Transmission Lines Affect Farmland Values and Housing Prices Differently?](#)” **under review**

Graziano, M., K. Meyer, P. Liu, and **W. Zhang**. “Impact of Waterborne E. Coli Outbreaks on Local Communities: Evidence from Housing Transactions in Michigan”, **revisions requested** at *Journal of Great Lakes*

Rodriguez, L., S. Qu, G. Han, **W. Zhang**, M. Li, and E. Cork. 2022. “[What Midwest Farmers Think about the Trade Dispute with China: Concerns, Claims, Solutions, and Information Needs](#)”, **under review**

Xiong, T. F. Zhao, and **W. Zhang**. “When China Strikes: Quantifying Australian Companies' Stock Price Responses to China's Trade Restrictions”, **revise and resubmit** at *Australian Journal of Agricultural and Resource Economics*

Working Papers

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

Wan[^], X., Y. Ji, **W. Zhang**, and P. Liu. “Integrating Recreational Demand and Hedonic Price Models: Evidence from Iowa Lakes Surveys and Zillow Housing Transactions”

Hasan, S.M., and **W. Zhang**. “Will Urbanization in Developing Countries Reduce Carbon Emissions? Panel Data Evidence from Pakistani Household Surveys”,

Zhang, W., and E. G. Irwin, June 2017. “The Expanding Ethanol Market and Farmland Values: Identifying the Changing Influence of proximity to Agricultural Market Channels”, inactive mimeo

Work in Progress

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

Xi, H., E.J. Balistreri, A. Yang, and **W. Zhang**. “Agricultural Trade Impacts of RCEP: an Integrated Partial Equilibrium and General Equilibrium Assessment with Disaggregated Commodities”

Sesterhenn, E., G. Hu, W. Zhang, and **W. Zhang**. “Forecasting China's Superstar Firms: A Machine Learning Approach”

Li^, H., G. Lyn, and **W. Zhang**. “Granular Comparative Advantage: Evidence from Chinese Firms”

Xi, H., G. DePaula, and **W. Zhang**. “Roads, Trade, and Development: Evidence from the Agricultural Boom in Brazil”

Zhang, W. H. Jeon, Y. Xu, X. Wan, S. Sohngen, and S. Ludsin. “Harmful Algal Blooms and Angler Welfare: A Spatially Integrated Economic-Ecological Model of Lake Erie Recreational Anglers”

GRANTS AND CONTRACTS

Funded

Cornell University (Total: \$ 649,662)

21. **Zhang, W.**, D. Hayes, G. Hu, T. Xiong and X. He, (**PI**), **\$649,662**, “Measuring and Forecasting China’s Agricultural Production, Stocks, and Imports with High Quality Data and Machine Learning Methods”, *USDA Agriculture and Food Research Initiative (AFRI) Markets, Trade and Economics*, 2022/01-2024/12.

Iowa State University (Total: \$ 6,591,214; \$5,775,214 to ISU and \$1,442,414 to Zhang)

20. (**co-PI**) Horizon II: A Climate Smart Future for Corn, Soybean, Livestock, and Renewable Natural Gas Production. Lead Partner: Roeslein Alternative Energy, LLC (RAE). Major Partners: Biostar Renewables, Conservation Districts of Iowa, Iowa Agriculture Water Alliance, Iowa Soybean Association, Iowa State University (ISU), Missouri Prairie Foundation, Sievers Family Farms, Soil and Water Outcomes Fund, Smithfield Foods, The Nature Conservancy, University of Missouri, Verdesian, Veterans in Agriculture. Funder USDA. Lead PIs Lisa Schulte Moore (ISU) and Rudolph Roeslein (RAE) (**\$80 million total; \$11.5 million, ISU**).

19. Feng, H., S. Carlson, S. Hickey, E. Reaves, L. Schulte-Moore, and **W. Zhang**, (**co-PI**), **\$148,284**, “The Effectiveness of Carbon Credit Programs at Reducing Nutrient Losses: An Assessment of Public and Private Conservation Programs and their Interactions”, *Iowa Nutrient Research Center* 2021/08-2023/07.

18. Comito, J., and **W. Zhang**, (**co-PI**), **\$79, 565**, “Identifying the Barriers and Strategies to Accelerate the Adoption of Critical Edge-of-Field Conservation Practices: A Farmer-Centric Integrated Research & Extension Approach”, *Iowa Nutrient Research Center* 2021/08-2022/12.

17. **Zhang, W.**, Y. Ji, D. Swenson, and X. Wan. **(PI), \$39,700**. “Environmental Justice for All: Nutrient Impacts on Lake-Based Recreation and Tourism by Rural and Socially Disadvantaged Iowans”, *Iowa Water Center and Iowa Nutrient Research Center*, 2021/01-2021/12.
16. Schultz, M., M. O’Rourke, **W. Zhang**, K. Tidgren, and K. Tidgren, **(co-PI), \$300,000**, “Enhancing Conservation, Access and Generational Transition of Iowa Farmland through Senior Women Landowners”, *USDA Agriculture and Food Research Initiative (AFRI) Critical Agricultural Research and Extension (CARE)*, 2021/10-2023/09.
15. Schultz, M., M. O’Rourke, and **W. Zhang**. **(co-PI), \$40,000**. “Women Managing Farmland”, *Farm Credit Services of America*, 2020-2020.
14. **Zhang, W.**, and Y. Ji. **(PI), \$179,534**. “The 2019 Iowa Lakes Survey”, *Iowa Department of Natural Resources*, Contract # 20CRDLWMBALM-0005, 2019 – 2021.
13. McDaniel, M., M. Davis, **W. Zhang**, and J. Sawyer, **(co-PI), \$170,327**, “Investigating the Double-Impact of Soil Health Promoting Practices on Water Quality”, *Iowa Nutrient Research Center* 2019-2021.
12. Gleason, M., X. Zhang, G. Beattie, A. Nair, **W. Zhang**, L. Iles, R. Bessin, L.W. Morton, S. Pethybridge, M. Williams, D.A. Gonthier, and H.C. Dantzker, **(co-PI), \$2,000,000**, “Resilient Systems for Sustainable Management of Cucurbit Crops”, *USDA National Institute of Food and Agriculture (NIFA) Organic Agriculture Research and Extension Initiative (OREI)*, 2019/10-2022/9.
11. Balistreri, E., D. Hayes, M. Li, and **W. Zhang**, **(PI), \$500,000**, “Quantifying the Transmission of U.S.-China and Global Policy Impacts through a New Commodity-Specific International General-Equilibrium System”, *USDA Agriculture and Food Research Initiative (AFRI) Markets, Trade and Economics*, 2019/6-2022/5. (E. Balistreri was PI from 2019/06-2020/07 before he moved to University of Nebraska)
10. Plastina, A., **W. Zhang**, and M. McDaniel **(co-PI), \$103,334**, “Monetizing Soil Health: An Innovative Strategy to Drive Greater Adoption of Cover Crops and No-till”, *Iowa Nutrient Research Center* 2018-2020.
9. Schultz, M., **W. Zhang**, and C. Brown **(co-PI), \$199,000**, “Improving Risk Management on Family Farms Through Women in Iowa”, *U.S. Department of Agriculture Risk Management Agency (USDA-RMA)*, 2018-2020.
8. Gleason, M., L. Iles, A. Nair, **W. Zhang**, B. Sanders, and T. Eaton **(co-PI), \$30,000**, “Optimizing Mesotunnel Systems for Sustainable Production of Cucurbit Crops”, *North Central Region – Sustainable Agriculture Research and Education (NCR-SARE)*, 2018-2020.
7. Shr, J., C. Tang, C.L. Kling, and **W. Zhang (co-PI), \$60,000**, “The Economic Benefits of Mitigating Harmful Algal Blooms in Iowa”, *Iowa Water Center*, 2018-2020.
6. **Zhang, W.** and A. Plastina, **(PI), \$29,638**, “Land Tenure, Conservation, and Owner Absenteeism: Insights from Joint Analysis of Federal and State Survey Data”, *U.S. Department of Agriculture Economic Research Service (USDA-ERS) Cooperative Agreement 58-6000-8-0021*, 2018-2020.
5. Plastina, A., **W. Zhang**, and M. McDaniel, **(co-PI), \$103,334**, “Monetizing Soil Health: An Innovative Strategy to Drive Greater Adoption of Cover Crops and No-Till”, *Iowa Nutrient Research Center*, 2019-2020.
4. **Zhang, W.** and G. Howard, **(PI), \$62,780**, “Improving the Effectiveness of Conservation Programs through Innovative Reverse Auctions and Sensible Enrollment Restrictions”, *Iowa Nutrient Research Center*, 2017-2019.
3. Laird, D., S. Archontoulis, R. Brown, D. Hayes, F. Miguez, A. Plastina, M. Mba-Waright, **W. Zhang**, and D. Zilberman (University of California-Berkeley) **(co-PI), \$1.9 million**, “the Pyrolysis-Bioenergy-Biochar Pathway to Carbon-Negative Energy”, *Stanford University Global Climate & Energy Project*, 2015-2018. (B. Babcock

transferred this project to me and A. Plastina in fall 2016).

2. **Zhang, W.** and A. Plastina, **(PI)**, **\$19,974**, “Who Will Own Iowa’s Farmland? A Comparative Study of Farmland Ownership, Tenure and Succession in Iowa”, *the Leopold Center for Sustainable Agriculture*, 2017-2019.
1. **Zhang, W.** and A. Plastina, **(PI)**, **\$79,416**, “Land Tenure and Nutrient Management Practices: Identifying Economic Barriers and Incentives for Landowners and Tenants to Meet Growing Soil and Water Conservation Needs”, *Iowa Nutrient Research Center*, 2017-2019.

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

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

Unfunded

21. Ando, A., J. Cidell, D. Hence, S. Low, A. Stillwell, and **W. Zhang**, **(co-PI)**, **\$225,000**, “Sustainable Mid-sized-cities’ Water, Energy, and Sustenance in Transition - Research Network (MidWEST-RN)”, *National Science Foundation (NSF) Sustainable Regional Systems Research Networks (SRS RNs) Track 2 Planning Grant*, 2021-2022.
20. Ji, Y., H. Sun, **W. Zhang**, **(co-PI)**, **\$55,978**, “Quantifying Recreational and Housing Benefits from Water Quality Improvement in Iowa”, *Iowa Nutrient Research Center*, 2021-2023.
19. **Zhang, W.**, Y. Ji, and X. Wan. **(PI)**, **\$20,000**. “Impacts of the COVID-19 Pandemic on Iowans’ Recreational use of Iowa’s Lakes and Parks”, *Iowa Water Center and Iowa Nutrient Research Center*, 2021/01-2021/12.
18. Valcu-Lisman, A., J. Tyndall, **W. Zhang**, E. Zimmerman, and S. Rabotyagov **(co-PI)**, **\$96,534**, “Modeling Economic Drivers of Adopting Best Management Practices in the Cedar River Watershed”, *Iowa Nutrient Research Center*, 2020-2022.
17. **Zhang, W.**, A. Valcu-Lisman, and G. Howard **(PI)**, **\$75,226**, “More Monarch Butterflies, Less Nitrogen Runoff: Quantifying and Leveraging the Co-Benefits of Pollinators Protection to Accelerate Nutrient Reduction Efforts”, *Iowa Nutrient Research Center*, 2020-2022.
16. **Zhang, W.**, and P. Liu **(PI)**, **\$77,482**, “Valuing the Benefits and Cost-Effectiveness of Conservation Practice Funding at HUC-12 Level: Socio-Economic Analyses of USDA EQIP Program”, *Iowa Nutrient Research Center* 2020-2022.
15. Qu, S., E.A. Shirtcliff, **W. Zhang**, and W. Wang, **(co-PI)**, **\$149,999**, “Managing farm stress during the US-China trade disruption: A physiological approach”, *2020 North Central Research and Education Grant – Pre-proposal*, 2020-2022.
14. Valcu-Lisman, A., S. Rabotyagov, J. Tyndall, and **W. Zhang**, **(co-PI)**, **\$149,999**, “Predicting the adoption of best management practices: Targeted conservation, farmer incentives, and policy”, *2020 North Central Research and Education Grant – Pre-proposal*, 2021-2023.
13. **Zhang, W.**, A. Plastina, K. Tidgren, and M. Schultz, **(PI)**, **\$300,000**, “Enhancing Conservation, Access and

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

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

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

Inventions and Patents

- Gebremariam, S. Y., E. G. Irwin, **W. Zhang**, S. A. Ludsin, N. Chen, and J. F. Martin. 2014. *SWAT Watershed Model Codes*. The Ohio State University, Tech ID #T2014-056.

RESEARCH CONFERENCE PRESENTATIONS and INVITED SEMINARS

Invited Research Seminars

- 2022: Online Agricultural and Resource Economics (OARES) Seminar
Iowa Learning Farms
College of Wooster, Department of Economics
the Ohio State University, Department of Agricultural, Environmental and Development Economics
New Mexico State University, Economics, Applied Statistics, and International Business Department
University of Nebraska – Lincoln, CME / Yeutter Institute Conference
Auburn University, Department of Agricultural Economics and Rural Sociology
- 2021: Huazhong Agricultural University, College of Economics and Management
Renmin University of China, School of Applied Economics
Jinan University, the Institute of Economic and Social Research (IESR), China
Iowa Learning Farms
- 2020: Pennsylvania State University, Department of Agricultural Economics, Sociology and Education
WiNDIC (Wisconsin National Data Consortium) Online Webinar (joint with Ed Balistreri and Xi He)
US EPA Hypoxia Task Force Ecosystem/Social Metrics Workgroup
University of Northern Iowa, Department of Biology
- 2019: Mississippi State University, Department of Agricultural Economics
Lafayette College, Department of Economics
Iowa State University, Department of Agronomy, Soils Seminar
North Carolina State University, Department of Agricultural and Resource Economics
East Carolina University, Department of Economics
- 2018: USDA 94th Annual Agricultural Outlook Forum, Washington, DC (Invited panelist)
University of Kentucky, Department of Economics (*presented by E.G. Irwin*)
- 2016: Nanjing Agricultural University, College of Finance
China Agricultural University, Department of Land Management
Iowa State University Sustainable Agriculture Graduate Program Colloquium, Ames, IA
- 2014: Iowa State University, Department of Economics

Conference Presentations

- 2022: Agricultural and Applied Economic Association (AAEA), Anaheim, CA
Northeast Agricultural and Resource Economics Association (NAREA), Mystic, CT
- 2021: Southern Economics Association Annual Conference (*presented by X. Wan and G. Lyn*)
Western Economic Association International (WEAI) Annual Conference (*presented by N. Cheng, and Y.-H. Shr*)

Agricultural and Applied Economic Association (AAEA), Austin, TX, August 2021
 Northeastern Agricultural and Resource Economics Association (NAREEA) (*presented by N. Cheng, X. Wan*)
 Iowa Ideas Conference (*panelist on eco-tourism*)
 Iowa Water Center 2021 Virtual Annual Harmful Algal Blooms (HABs) Symposium

- 2020: 12th Annual CAER-IFPRI Conference (*Nanjing, China, online, presented by N. Cheng*)
 Sustainable Agriculture Summit (*Panelist*)
 North Central Farm Management Executive Committee / Midwest & Great Plains Outlook Conference (*panelist*)
 Chinese Economist Society 2020 North American Conference, Boston, MA (*selected presentation, online*)
 Annual Meeting of the Applied and Agricultural Economic Association, Kansas City, MO (*selected Presentation & poster*)
- 2019: Heartland Environmental and Resources Economics Workshop 2019, Urbana, IL (*selected presentation and selected poster*)
 National Agricultural Credit Committee / NC-1177 Annual Meeting: Agricultural and Rural Finance Markets in Transition, Dallas, TX (*selected presentation*)
 Integrated Assessment Models of Water Quality workshop, Cornell University and Iowa State University, Ithaca, NY (*selected presentation*)
 USDA Economic Research Service sponsored workshop “Applications and Potential of Ecosystem Services Valuation within USDA – Advancing the Science”, April 2019 (*selected presentation*)
 Annual Meeting of the Applied and Agricultural Economic Association, Atlanta, GA (*selected presentation for AFM track session*)
 2019 AAEA Post-Conference Workshop “Challenges, Implications, and the Future of Agricultural Trade between the US and China” organized by AAEA China Section, Zhejiang University and Purdue University, Atlanta, GA (*selected presentation*)
- 2018: American Society of Farm Managers and Rural Appraisers (ASFMRA) 2018 Annual Conference, Phoenix, AZ (*invited*)
 Heartland Environmental and Resources Economics Workshop 2018, Urbana, IL (*selected poster*)
 North Central Farm Management Executive Committee Annual Meeting, Ames, IA (*invited*)
 National Agricultural Credit Committee / NC-1177 Annual Meeting: Agricultural and Rural Finance Markets in Transition, St Louis, MO (*selected presentation*)
 Annual Meeting of the Applied and Agricultural Economic Association, Washington, DC (*selected Presentation, presented by H. Liu*)
 10th Annual Land Investment Expo, Des Moines, IA (*invited*)
 2018 Farm Futures Business Summit, Coralville, IA (*invited*)
 USDA 94th Annual Agricultural Outlook Forum, Washington, DC (*invited*)
 Chinese Economist Society 2018 North American Conference, Athens, GA (*selected presentation*)
 12th World Congress of Regional Science Association International, Goa, India (*selected presentation, presented by S. Hasan*)
 6th World Congress of Environmental and Resource Economists, Gothenburg, Sweden (*selected presentation, presented by E. G. Irwin*)
- 2017: PAgES: An Interdisciplinary Science Workshop on Payments for Agro-Ecosystem Services, workshop funded by USDA-NIFA/AFRI Agroecosystem Management Program (*invited*)
 National Agricultural Credit Committee / NC-1177 Annual Meeting: Agricultural and Rural Finance Markets in Transition, Minneapolis, MN (*selected presentation*)
 Annual Meeting of the Applied and Agricultural Economic Association, Chicago, IL (*selected presentation*)
 Annual Meeting of Association of Environmental Resource Economists, Pittsburgh, PA (*selected presentation*)
 USDA Economic Research Service and C-FARE Webinar on Farm Income and Land Value Outlook (*invited*)
- 2016: Agri Investor Forum 2016, Chicago, IL (*invited*)

National Agricultural Credit Committee / NC-1177 Annual Meeting: Agricultural and Rural Finance Markets in Transition, Denver, CO (*selected presentation*)
 North Central Farm Management Conference / National Farm Management Conference, Sioux Falls, SD the Midwest, Great Plains and Western Outlook Conference, Des Moines, IA (*selected presentation*)
 the Prairie Lakes Conference, Okoboji, IA (*invited*)
 Annual Meeting of the Applied and Agricultural Economic Association, Boston, MA (*selected presentation*)
 Association of Environmental and Resource Economists 5th Annual Conference, Breckenridge, CO (*selected presentation*)
 the National Farm Business Management Conference, Sioux Falls, SD (*selected presentation*)
 Strategies for Building Health Soils, Iowa State University Extension and Outreach (*selected poster*)

2015: USDA NRCS Soil Renaissance - Economics of Soil Health Workshop, Farm Foundation and U.S. Department of Agriculture – Economics Research Service, Washington, DC (*selected poster*)
 Joint Annual Meeting of the Applied and Agricultural Economic Association & Western Agricultural Economic Association, San Francisco, CA (*selected presentation*)
 The 2015 Workshop on Water Quality Economics, the Joint Annual Meeting & Workshop of the Northeast Agricultural and Resource Economics Association and the Canadian Agricultural Economics Society, Newport, RI (*selected presentation*)
 Association of Environmental and Resource Economists 4th Annual Conference, San Diego, CA (*selected presentation*)
 59th National Australian Agricultural & Resource Economics Society Annual Conference, Rotorua, New Zealand (*selected presentation, presented by B. Sohngen*)

2014: A Community on Ecosystem Services: Linking Science, Practice and Decision Making (*presented on behalf of E.G. Irwin*)
 Heartland Environmental and Resource Economics Workshop, Champaign, IL (*poster*)
 Pathways 2014 Conference: Integrating Human Dimensions into Fish and Wildlife, Estes Park, CO
 Association of Environmental and Resource Economics sessions at the 2014 Annual Meeting of the Southern Economic Association, Atlanta, GA
 Annual Meeting of the Applied and Agricultural Economic Association, Minneapolis, MN

2013: Urban Economic Association sessions at the 60th Annual North American Meetings of the Regional Science Association International, Atlanta, GA
 Heartland Environmental and Resource Economics Workshop at Champaign, IL
 Annual Meeting of the Applied and Agricultural Economic Association, Washington, D.C.
 6th Midwest Graduate Student Conference on Regional and Applied Economics, Columbus, OH
 Midwest Economic Association Annual Meeting, Columbus, OH
 13th Annual American Ecological Engineering Society Meeting, East Lansing, MI (*presented by S. Gebremariam*)
 56th Annual Conference on Great Lakes Research, West Lafayette, IN (*presented by S. Gebremariam*)

2012: 4th International EcoSummit, Columbus, OH (*Poster*)
 5th Annual Midwest Graduate Student Summit on Regional, Population, Health & Environmental Economics, West Lafayette, IN
 Annual Meeting of the Applied and Agricultural Economic Association, Seattle, WA
 Urban Economic Association sessions at the 59th Annual North American Meetings of the Regional Science Association International, Ottawa, Canada (*selected presentation*)

Conference Organized

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

EXTENSION ACTIVITIES

Extension Program Overview

I have developed a strong and nationally recognized program that addresses critical farm management issues relevant to Iowa, New York, and the U.S., including the economics of farmland and cropping systems, analysis of technology adoption, international agriculture and agricultural trade, land management practices and nutrient reduction issues.

My extension program has four interrelated focus areas: (1) the analysis of U.S. farmland market; (2) the growing significance of China and Chinese agriculture to U.S. agricultural economy, especially through the ISU China Ag Center I co-founded; (3) conservation practice and technology adoption by row crop and specialty crop growers; (4) the interplay between agricultural production, land management decisions, and soil and water quality.

My extension program has received national and university awards, including the 2019 AAEA Bruce Garner Memorial Prize for Applied Policy Analysis Award, the 2021 AAEA Distinguished Extension/Outreach Program Award, Individual: Less than Ten Years' Experience, the 2021 Young Professional Achievement Award from the Ohio State University CFAES Alumni Society, the 2021 Iowa State University College of Agriculture and Life Sciences Early Achievement Award in Extension and Outreach and Iowa State University College of Agriculture and Life Sciences Dean's Citation for Extraordinary Contributions in 2020.

Extension Web-Portals

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

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

- Annual ISU Land Value Survey: <https://www.card.iastate.edu/farmland/isu-survey>
- 2017 Iowa Farmland Ownership and Tenure Survey: <https://www.card.iastate.edu/farmland/ownership/>

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

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

Extension Conference Organized

94th Annual Soil Management and Land Valuation Conference, May 18, 2022

Attendance: ~230 farm managers, appraisers, agricultural lenders

Topics: Agricultural Economy Outlook, Farmland and Equipment Values, Weather Outlook, Fertilizer Prices, Conservation Easements, Crop and Livestock Market Outlook

93rd Annual Soil Management and Land Valuation Conference, May 19, 2021

Attendance: ~180 farm managers, appraisers, agricultural lenders

Topics: Agricultural Policy Priorities, Agricultural Carbon Credits Program, Livestock Industry Regulations, Agricultural Market Outlook, Weather Outlook, COVID-19 Impacts on Land Values, Agricultural Law Update

92nd Annual Soil Management and Land Valuation Conference, May 15^h, 2019

Attendance: ~280 farm managers, appraisers, agricultural lenders

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

91st Annual Soil Management and Land Valuation Conference, May 16th, 2018

Attendance: ~280 farm managers, appraisers, agricultural lenders

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

90th Annual Soil Management and Land Valuation Conference, May 17th, 2017

Attendance: ~260 farm managers, appraisers, agricultural lenders

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

89th Annual Soil Management and Land Valuation Conference, May 18th, 2016

Attendance: 282 farm managers, appraisers, agricultural lenders

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

Extension/Outreach Policy Briefs ([^] denote graduate students; * undergraduate students, ⁺ postdocs advised, ^{\$} visiting scholars)

13. Tong, J. and **W. Zhang**. 2022. "[Educational Preferences on Farmland Leasing, Conservation Practices, and Transition Plans: Voices of Iowa Women Farmland Owners](#)." Working paper 22-WP 633. Center for Agricultural and Rural Development, Iowa State University.
12. Crespi, J.M., C.E. Hart, C.C. Pudenz, L.L. Schulz, O. Wongpiyabovorn, and **W. Zhang**. 2022. "[An Examination of Recent Fertilizer Price Changes](#)." Staff report 22-SR 117. Center for Agricultural and Rural Development, Iowa State University.
11. Tidgren, K., and **W. Zhang**. 2021. "[The Tax Implications of the American Families Plan on Iowa Farmland Owners](#)" CARD Policy Brief 21-PB 35, August 2021, Center for Agricultural and Rural Development, Iowa State University.
10. Shr⁺, Y., and **W. Zhang**. 2021. "[Do Iowa Residents and Farmers Care about Improving Water Quality and Reducing Harmful Algal Blooms? Results from Two Household Surveys](#)" CARD Policy Brief 21-PB 32, April 2021, Center for Agricultural and Rural Development, Iowa State University.
9. Morton[^], A., Y. Wang, and **W. Zhang**. 2021. "[Willingness to Participate in Demand Response in the US Midwest: A Market with Great Potential?](#)" CARD Policy Brief 21-PB 31, February 2021, Center for Agricultural and Rural Development, Iowa State University.
8. Maule^{*}, M., **W. Zhang**, and D. Baker. 2020. "[Iowa Farmers' Business and Farm Transfer Plans: A Comparison between 2019 and 2006](#)" CARD Policy Brief 20-PB 30, December 2020, Center for Agricultural and Rural Development, Iowa State University.
7. **Zhang, W.** 2020. "[2020 Iowa State University Land Value Survey: Overview](#)", CARD working paper 20-WP 613, December 2020, Center for Agricultural and Rural Development, Iowa State University.
6. He⁺, X., D. Hayes, and **W. Zhang**. 2020. "[China's Agricultural Imports under the Phase One Trade Deal: Is Success Possible in the COVID-19 Era?](#)", *CARD Policy Brief* 20-PB 29, November 2020, Center for Agricultural and Rural Development, Iowa State University. [Originally Published in May 2020]

5. Qu, S., **W. Zhang**, M. Li⁺, L. Rodriguez, G. Han, E. Cork, and J.M. Gbeda. 2019. "[Midwest Crop Farmers' Perceptions of the U.S.-China Trade War](#)", CARD working paper 19-PB 26, October 2019, Center for Agricultural and Rural Development, Iowa State University.
- popular press article: **Zhang, W.**, L. Rodriguez, and S. Qu. 2019. "[3 Reasons Midwest Farmers Hurt by the US-China Trade War Still Support Trump](#)", the Conversation, November 2019
4. **Zhang, W.** 2018. "[2018 Iowa State University Land Value Survey: Overview](#)", CARD working paper 18-WP 586, December 2018, Center for Agricultural and Rural Development, Iowa State University.
3. Balistreri, E.J., C. E. Hart, D.J. Hayes, M. Li⁺, L. Schulz, D.A. Swenson, **W. Zhang**, and J.M. Crespi. 2018. "[The Impact of the 2018 Trade Disruptions on the Iowa Economy](#)." CARD Policy Brief 18-PB 25, September 2018, Center for Agricultural and Rural Development, Iowa State University.
- Winner of the 2019 AAEA Bruce Garner Memorial Prize for Applied Policy Analysis Award
2. Li⁺, M., **W. Zhang**, and D.J. Hayes. 2018. "[China's Agricultural Import Potential](#)." CARD Policy Brief 18-PB 23, July 2018, Center for Agricultural and Rural Development, Iowa State University.
1. Li⁺, M., **W. Zhang**, and C.E. Hart. 2018. "[What Can We Learn about U.S.-China Trade Disputes from China's Past Trade Retaliations?](#)" CARD Policy Brief 18-PB-22. Center for Agricultural and Rural Development, Iowa State University.

Extension/Outreach Articles (^ denote graduate students; + postdocs advised, \$ visiting scholars)

78. **Zhang, W.** 2022, "[Record Iowa Farmland Values despite Concerns about Higher Inflation, Interest Rates](#)." Ag Decision Maker Newsletter, Iowa State University Extension and Outreach, December 2022
77. Tong, J., and **W. Zhang**. 2022. "[Voices of Iowa Women Landowners on Conservation](#)" Blog at Iowa Learning Farms and Conservation Learning Group
76. **Zhang, W.** 2022. "[Will the Soaring Farmland Market Continue to Rise?](#)" Ag Decision Maker Special Report, Iowa State University Extension and Outreach, July 2022
75. **Zhang, W.** and M. Duffy, 2022, "[Comparing the Stock Market and Iowa Land Values: A Question of Timing](#)" Ag Decision Maker Newsletter, Iowa State University Extension and Outreach, July 2022
74. Du, Z., Feng, H., and **W. Zhang**. 2022. "[Carbon and Nutrient Co-benefits of Large Conservation Programs: An Illustration with EQIP in Iowa](#)." Agricultural Policy Review, Spring 2022. Center for Agricultural and Rural Development, Iowa State University
73. He, X., D. Hayes, and **W. Zhang**. 2022. "[US Agricultural Exports to China during the Phase One Trade Deal: Larger Pie, Smaller Slice?](#)" Agricultural Policy Review, Spring 2022. Center for Agricultural and Rural Development, Iowa State University.
72. Wan, X., Y. Ji, and **W. Zhang**. 2022. "[Iowa Lakes Drive over \\$1 Billion in Recreational Spending each Year](#)." Agricultural Policy Review, Spring 2022. Center for Agricultural and Rural Development, Iowa State University
71. He, X, M. Carriquiry, **W. Zhang**, and D. Hayes. 2021. "[Predicting China's Corn Acreage and Production in 2021/22 and 2022/23](#)". Agricultural Policy Review, Fall 2021, Iowa State University Center for Agricultural and Rural Development (CARD)
70. He, X., Gil DePaula, and **W. Zhang**. 2021. "[Brazil's Transportation Infrastructure and Competitiveness in the Soybean Market](#)" Agricultural Policy Review, Fall 2021, Iowa State University Center for Agricultural and Rural Development (CARD)
69. Li, M., and **W. Zhang**. 2021. "[Finding Firmer Ground: the Role of Agricultural Cooperation in U.S.-China](#)

[Relations.](#)" A report by U.S.-Heartland China Association and the Carter Center.

68. He⁺, X., and **W. Zhang**. 2021. "[China's Changing Population Structure and its Implications for US Agricultural Exports](#)", *Agricultural Policy Review*, Iowa State University Center for Agricultural and Rural Development (CARD), Spring 2021
67. **Zhang, W.** 2021. "[Will Iowa Farmland Values Continue to Rise?](#)", *Agricultural Policy Review*, Iowa State University Center for Agricultural and Rural Development (CARD), Spring 2021
66. Cheng, N., and **W. Zhang**. 2021. "[How do We Assess the Economic Efficiency of Mesotunnels? An Economist's Take](#)" ISU "Current Cucurbit" Blog, January 2021
65. Cheng, N., and **W. Zhang**. 2021. "[Does Investing in the Intelligent Sprayer Make Economic Sense?](#)" ISU "Smart Spraying for Apples" Blog, January 2021
64. He⁺, X., D. Hayes, and **W. Zhang**. 2021. "[Is China's Hog Rebuilding Complete? Reconciling Inventory and Price Data](#)", *Agricultural Policy Review*, Iowa State University Center for Agricultural and Rural Development (CARD), Winter 2021
63. **Zhang, W.** 2021. "[Outlook for Land Values in 2021 and Beyond: Results from the 2020 Iowa Land Value Survey](#)" *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. January 2021
62. **Zhang, W.** 2020. "[A Brief Argument for Healthy US-China Agricultural Trade Relations Despite Deglobalization Pressures](#)" *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. November 2020
61. **Zhang, W.**, and M. Li, 2020. "[Most US Farmers Remain Loyal to Trump Despite Pain from Trade Wars and COVID-19](#)" *the Conversation*. October 2020 ([French Version](#))
60. He⁺, X., D. Hayes, and **W. Zhang**. 2020. "[Upheaval in China's Corn Market: Will China Expand Its Corn Tariff Rate Quota?](#)", *Agricultural Policy Review*, Iowa State University Center for Agricultural and Rural Development (CARD), Fall 2020
59. He⁺, X., D. Hayes, and **W. Zhang**. 2020. "[The Impact of Flooding on China's Agricultural Production and Food Security in 2020](#)", *Agricultural Policy Review*, Iowa State University Center for Agricultural and Rural Development (CARD), Fall 2020
58. Chen[^], C., T. Xiong^{\$}, and **W. Zhang**. 2020. "[Large Hog Companies Gain from China's Ongoing African Swine Fever](#)", *Agricultural Policy Review*, Iowa State University Center for Agricultural and Rural Development (CARD), Spring 2020
57. He⁺, X., and **W. Zhang**. 2020. "[Implications of Hong Kong's Potential Special Status Revocation for Agricultural Trade between the United States, Hong Kong, and Mainland China](#)", *Agricultural Policy Review*, Iowa State University Center for Agricultural and Rural Development (CARD), Spring 2020
56. **Zhang, W.**, and M. Duffy. 2020. "[Agricultural Professionals Expect Lower Farmland Values Over the Next 18 Months](#)" *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. July 2020
55. **Zhang, W.**, and T. Xiong^{\$}. 2020. "[The Coronavirus Will Delay Agricultural Export Surges Promised in Trade Deal with China](#)", *the Conversation*, March 2020
54. Balistreri, E., **W. Zhang**, and J. Beghin. 2020. "[The State-level Burden of the Trade War: Interactions between the Market Facilitation Program and Tariffs](#)", *Agricultural Policy Review*, Iowa State University Center for Agricultural and Rural Development (CARD), Winter 2020

53. **Zhang, W.** 2020. "[US-China Phase 1 Trade Deal and US Agriculture: A Big Win for Farmers or Too Good to Be True?](#)" *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. February 2020
52. Carriquiry, M., A. Elobeid, D. Hayes, and **W. Zhang**. 2019. "[Impacts of African Swine Fever on US and World Commodity Markets](#)", *Agricultural Policy Review*, Fall 2019, Iowa State University
51. **Zhang, W.**, L. Rodriguez, and S. Qu. 2019. "[3 Reasons Midwest Farmers Hurt by the US-China Trade War Still Support Trump](#)", *the Conversation*, November 2019
50. Li, M., T. Xiong, Y. Ji., **W. Zhang**, and D. Hayes, 2019. "[African Swine Fever in China: An Update.](#)" *Agricultural Policy Review*, Winter 2019, Iowa State University
49. Xiong, T., and **W. Zhang**, 2019. "[Who Benefits Most from China's Growing Import Demand due to African Swine Fever](#)", *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. August 2019
48. **Zhang, W.**, 2019. "[The Impacts of Trade Wars on US Agricultural Economy via Historical and Contemporary Lenses](#)", *Farmland Insights*, Summer 2019
47. **Zhang, W.** and M. Duffy, 2019, "[Comparing the Stock Market and Iowa Land Values: A Question of Timing](#)" *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, July 2019
46. **Zhang, W.**, and S.D. Johnson. 2019. "[Agricultural Professionals Expect Lower Land Values and Stable Crop Prices](#)", *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. June 2019
46. **Zhang, W.**, 2019. "[Seven Things to Know About China to Understand the Trade War](#)", *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. February 2019
45. **Zhang, W.**, 2018, "[Iowa Land Value Survey Overview 2018](#)" Iowa State University, December 2018
44. **Zhang, W.**, 2018, "[Iowa Land Value Survey News Release 2018](#)" Iowa State University, December 2018
43. **Zhang, W.**, 2018, "[Iowa Land Value Survey Brochure 2018](#)" Iowa State University, December 2018
42. **Zhang, W.**, 2018, "[Commodity prices and higher interest rates drive modest farmland value loss](#)", *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. December 2018
41. Shao, Y, M. Li, **W. Zhang**, and D. Hayes, 2018. "[World's Largest Pork Producer in Crisis: African Swine Fever Outbreak in China.](#)" *Agricultural Policy Review*, Winter 2018, Iowa State University
40. **Zhang, W.**, and A. Plastina, 2018. "[ISU Survey: Iowa's Farmland Owners Continue to Age](#)", Iowa State University Extension and Outreach. June 2018
39. **Zhang, W.**, A. Plastina, and W. Sawadgo, 2018. "[Iowa Farmland Ownership and Tenure Survey 1982-2017: A Thirty-five Year Perspective](#)", *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. July 2018
38. Li, M., **W. Zhang**, and D.J. Hayes. 2018. "[Can China's Rural Land Policy Reforms Solve Its Farmland Dilemma?](#)" *Agricultural Policy Review*, Spring 2018, Iowa State University
37. Li, M, **W. Zhang**, and C.E. Hart. 2018, "[Key agricultural products in U.S.-China trade disputes: the proportional, the significant, and the substitutable](#)", *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. April 2018

36. **Zhang, W.**, and M. Li, 2018, "[Navigating the Chinese agricultural economy through the lens of Iowa](#)", *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. February 2018
35. **Zhang, W.**, 2017, "[Iowa Land Value Survey Overview 2017](#)" Iowa State University, December 2017
34. **Zhang, W.**, 2017, "[Iowa Land Value Survey News Release 2017](#)" Iowa State University, December 2017
33. **Zhang, W.**, 2017, "[Iowa Land Value Survey Brochure 2017](#)" Iowa State University, December 2017
32. **Zhang, W.**, 2017, "[Where Are Iowa and U.S. Land Values Headed?](#)", *Proceedings of 2017 Crop Advantage Series*, Iowa State University Extension and Outreach, January 2018
31. **Zhang, W.**, 2017, "[Recent Developments in China and Its Impacts on U.S. Agricultural Trade](#)", *Proceedings of 2017 Crop Advantage Series*, Iowa State University Extension and Outreach, January 2018
30. **Zhang, W.**, 2017. "[Iowa Farmland Values Increase After Three Years of Decline](#)" *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. December 2017
29. **Zhang, W.**, 2017, "[Where Are Iowa and U.S. Land Values Headed?](#)", *Proceedings of 2017 29th Annual Integrated Crop Management Conference*, Iowa State University Extension and Outreach, November 2017
28. **Zhang, W.**, 2017, "[Recent Developments in China and Its Impacts on U.S. Agricultural Trade](#)", *Proceedings of 2017 29th Annual Integrated Crop Management Conference*, Iowa State University Extension and Outreach, November 2017
27. Li, M., **W. Zhang**, and D. Hayes. 2017. "[China's New Nationwide E10 Ethanol Mandate and Its Global Implication](#)." *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. November 2017
26. **Zhang, W.**, 2017. "[Are Agricultural Professionals' Farmland Value and Crop Price Forecasts Consistent?](#)" *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. October 2017
25. **Zhang, W.**, 2017. "[Land Quality Perceptions in Expert Opinion Surveys: Evidence from Iowa](#)." *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. August 2017
24. **Zhang, W.**, 2017. "[Where Are Iowa and U.S. Land Values Headed?](#)" *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. July 2017
23. **Zhang, W.**, 2017. "[What's Happening with U.S. Land Values?](#)" *Farmland in Perspectives*, Summer 2017
22. **Zhang, W.**, 2017. "[Four Reasons Why We Aren't Likely to See a Replay of the 1980's Farm Crisis](#)." *Agricultural Policy Review*, Center for Agricultural and Rural Development, Spring 2017
21. **Zhang, W.** and A. Janke. 2017. "[USDA announces CRP changes to help improve water quality, wildlife habitat, and land transfers to beginning farmers](#)." *Ag Decision Maker Newsletter*. Iowa State University Extension and Outreach. March 2017
20. **Zhang, W.**, 2017. "[Outlook for the U.S. Agricultural Economy](#)." Op-ed Article for Des Moines Business Record. January 2017
19. **Zhang, W.**, 2017, "[Interpretation of 2016 Iowa Land Value Survey Results](#)", *Ag Decision Maker Newsletter*, Iowa State University Extension and Outreach, January 2017
18. Wu, Q. and **W. Zhang**, 2016, "[Of Maize and Markets: China's New Corn Policy](#)", *Ag Decision Maker*

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

Reoccurring Extension Information Files (^ denote graduate students; + postdocs advised, \$ visiting scholars)

Annually Updated every December 2015-2022

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

Non-Reoccurring

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

Decision Tools & Databases (^ denote graduate students; + postdocs advised, \$ visiting scholars)

3. He⁺, X., T. Xiong^{\$}, and **W. Zhang**, 2020, “[COVID-19 Economic Database: China](#)”, Center for Agricultural and Rural Development (Updated in October 2020)
2. Li⁺, M., T. Xiong, Y. Ji., **W. Zhang**, and D. Hayes, 2018, “[African Swine Flu Cases in China \(Mainland\)](#)” Center for Agricultural and Rural Development
1. **Zhang, W.**, 2019, “[Historical Land Value Survey Results 1950-2019](#)” Ag Decision Maker Information File C2-70, Iowa State University Extension and Outreach, December 2019

Webcasts (vimeo or YouTube) (# Attendees)

28. **Zhang, W.**, 2022, [Panel: Understanding the Asia-Pacific: Geopolitics, Trade, and Investment](#), University of Nebraska-Lincoln Yeutter Institute 2022 Symposium: New Patterns of Trade Integration
27. **Zhang, W.**, 2022, [Evaluating the Efficiency-Participation Tradeoff in Agricultural Conservation Programs](#), Online Agricultural and Resource Economics Seminar (OARES)
26. **Zhang, W.**, 2022, [Does IPM pay? With Dr. Wendong Zhang](#), Smart(er) Apple Spraying podcast
25. **Zhang, W.**, 2021, [Profitability and perspectives for adoption of mesotunnel technology; with Dr. Wendong Zhang](#), the Current Cucurbit podcast
24. **Zhang, W.**, 2021, [U.S.-China Agricultural Trade - the Way Forward](#), Michigan Corn Growers Association - Coffee with Corn, (*invited*) (~40)
23. **Zhang, W.**, 2021, [Economic Benefits of Mitigating and Preventing Harmful Algal Blooms \(HABs\)](#), Iowa Water Center HABs Symposium, (*invited*) (~150)

22. **Zhang, W.**, 2020, [Water Quality and Iowans' Lake-Based Recreation: New Results from the 2019 Iowa Lakes Survey](#), Iowa Learning Farms Webinar, (*invited*) (~45)
21. **Zhang, W.**, 2020, [the Economics of Agricultural Water Conservation](#), Iowa Learning Farms Webinar, (*invited*) (~45)
20. **Zhang, W.**, 2020, [3-Minute Highlights of the 2020 ISU Land Value Survey Results](#)
19. **Zhang, W.**, 2020, [the 2020 ISU Land Value Survey News Release Conference](#)
18. **Zhang, W.**, 2020, [China Remains an Indispensable Trading Partner of US Agriculture](#), Ohio State University 2020 Agricultural Policy and Outlook Conference, (*invited*) (~125)
17. **Zhang, W.**, 2020, Agricultural Transformations in China and its Global Trade Implications, the IALF Alumni Series, Illinois Agricultural Leadership Foundation, (*invited*) (~45)
16. **Zhang, W.**, 2020, [Agricultural Transformations in China and its Global Trade Implications](#), the Way Forward Series, U.S. Heartland China Association, (*invited*) (~125)
15. **Zhang, W.**, 2020, [US-China Ag Trade and Shifting Consumption Patterns in China](#), FarmDoc Daily Webinar on Coronavirus and Ag, (*invited*) (350, Joint with Nick Paulson)
14. **Zhang, W.**, 2020, [US-China Agricultural Trade under Phase-One Trade Deal and Coronavirus](#), Women in Agriculture Farm Management Webinar, (*invited*) (75)
13. **Zhang, W.**, 2019, Land Tenure and Conservation: the 2017 Iowa Farmland Ownership and Tenure Survey, State of Iowa Soil and Conservation Committee, (*invited*)
10. **Zhang, W.**, 2019, [3-Minute Highlights of the 2019 ISU Land Value Survey Results](#)
13. **Zhang, W.**, 2019, [the 2019 ISU Land Value Survey News Release Conference](#)
12. **Zhang, W.**, 2019, the Economics of Owning and Renting American Farmland, American Farmland Trust, (*invited*)
11. **Zhang, W.** and L. Moss, 2018. [Who Owns, Rents and Buys Farmland Today?](#) Webinar, AcreValue, Granular, (*invited*)
10. **Zhang, W.**, 2018, [3-Minute Highlights of the 2018 ISU Land Value Survey Results](#)
9. **Zhang, W.**, 2018, [the 2018 ISU Land Value Survey News Release Conference](#)
8. **Zhang, W.**, and A. Plastina 2018. [the 2017 Iowa Farmland Ownership and Tenure Survey Press Conference](#)
7. **Zhang, W.**, 2017, [3-Minute Highlights of the 2017 ISU Land Value Survey Results](#)
6. **Zhang, W.**, 2017, [the 2017 ISU Land Value Survey News Release Conference](#)
5. Zhang, W., 2017, [Webinar on Outlook for U.S. Farm Income and Land Values \(YouTube Link\)](#), USDA Economists' and C-FARE Webinar (*invited*)
4. **Zhang, W.**, 2016, [3-Minute Highlights of the 2016 Iowa Land Value Survey Results](#)
3. **Zhang, W.**, 2016, [the 2016 Iowa Land Value Survey News Release Conference](#)

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

1. Zhang, W., 2015, [the 2015 Iowa Land Value Survey News Release Conference](#)

Collaborative Quarterly Publications with Farmland Finder on Farmland Market

1. Zhang, W., and H. Spies. 2021, “[Iowa Land Supply and Price Update Q1 2021](#)” Center for Agricultural and Rural Development (CARD) Staff Report 21-SR-113. April 2021.

Monthly Contributions to Wallaces Farmer Timely Tips

33. Zhang, W., 2021, “[How can I use hedge-to-arrive to my advantage?](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, February 2021
32. Zhang, W., 2020, “[Will 2021 Land Rents Decline?](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, December 2020
31. Zhang, W., 2020, “[Put Together a Succession Plan](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, October 2020
30. Zhang, W., 2020, “[Know Cost of Production before Renting Land](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, September 2020
29. Zhang, W., 2020, “[Estate Taxes and the Ideal Time to Transfer your Estate](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, August 2020
28. Zhang, W., 2020, “[Land Auction Navigate Challenges during COVID-19](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, July 2020
27. Zhang, W., 2020, “[Determine Bid Cap before Land Auction](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, June 2020
26. Zhang, W., 2020, “[Buy Farmland amid Uncertainty](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, May 2020
25. Zhang, W., 2020, “[Crop Marketing amid Uncertainty](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, March 2020
24. Zhang, W., 2020, “[Best Choice for Tile Installation](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, January 2020
23. Zhang, W., 2019, “[Recognizing Son’s Contributions](#)” Farm Management Timely Tips Panel, *Wallaces Farmers*, December 2019
22. Zhang, W., 2019, “[When Should You Negotiate 2020 Cash Rent](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, October 2019
21. Zhang, W., 2019, “[Expanding Your Farm](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, August 2019
20. Zhang, W., 2019, “[Finding Fair Ways to Share Tiling Costs](#)” Farm Management Timely Tips Panel, *Wallaces Farmers*, July 2019
19. Zhang, W., 2019, “[Transitioning Into Farming](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, June 2019
18. Zhang, W., 2019, “[How to Manage Risks using Grain Marketing Contracts](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, May 2019
17. Zhang, W., 2019, “[College or Farming?](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, February 2019
16. Zhang, W., 2019, “[Buy a New Planter or Lease One](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, January 2019
15. Zhang, W., 2018, “[Lender Relationships Matter](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, November 2018
14. Zhang, W., 2018, “[Tight Finance Make Farm Transfer Tougher](#)” Farm Management Timely Tips Panel, *Wallaces Farmer*, September 2018

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

Extension and Outreach Presentations (# Participants in Parenthesis)

Available at <https://wendongzhang.weebly.com/extension-presentations.html>

International

- 2022: “Five Things to Know About China”. Guest Lecture for Dr. Xiaohua Yu's "Chinese Economic Development" Class at Georg-August-Universität Göttingen, December 1, 2022 (~30)
- “US-China Agricultural Trade and U.S. Farmland Values: A New Paradigm”, AgExcellence/CoExcellence Group, Farrell Growth Group, Denver, CO, September 9, 2022 (~60)
- 2021: “2021 ISU Land Value Survey Results & How Will China Impact US Agriculture”, Commstock Investments, December 15, 2021 (~75)
- “Agricultural Trade and Climate Change: A Chinese Agriculture Perspective”, Dialogues on Trade and Climate Change Conference, Farm Foundation + Canadian Agri-Food Policy Institute, April 6, 2021 (~80)
- 2020: “China’s Shifting Food Consumption: Lessons from African Swine Fever and Chilean Cherries”, Contrarian Agriculture Series, ISU Agricultural Entrepreneurship Initiative & Brazilian AgBravo Company, August 6, 2020 (Online, invited, ~425 online + 400 recorded)
- “China as an Indispensable Trading Partner of US Agriculture”, FCS Stone Vision 20/20 Global Agricultural Markets Annual Conference, Orlando, FL, February 28, 2020 (*invited*, ~250)
- 2019: “China as an Indispensable Trading Partner of US Agriculture”, AgExcellence/CoExllence Meeting, Farrell Growth Group, LLC, Bloomington, MN, September 12, 2019 (*invited*, ~75)
- 2018: “Extension as U.S. Land Grant University Ideal and U.S.-China Trade War”, Presentation to the Delegation led by China Ministry of Finance and the Chinese Banking and Insurance Commission, December 18, 2018

“Update on US Agricultural Economy and U.S.-China Trade War”, Presentation to the Delegation from Chinese Academy of Agricultural Sciences, December 12, 2018
 “Update on US Agricultural Economy and U.S.-China Trade War”, Presentation to the Delegation from Chinese Consulate in Chicago, Ames, Iowa, August 23, 2018
 “China as the Leading Partner of U.S. Agriculture and U.S. Farmland Ownership”, Presentation to the Nuffield Scholars, July 12, 2018

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

National

- 2022: “Disamenity or Premium: Do Electricity Transmission Lines Affect Farmland Values and Housing Prices Differently?” Selected Presentation at the NC-1177 Multi-State Meeting / National Agricultural Credit Meeting, October 17, 2022 (~60)
- 2021: “Midwest Land Values and U.S.-China Agricultural Trade”, Farmer Mac Webinar, November 29, 2021 (~130)
 “The Impacts of Ad Hoc Federal Government Payments on Commodity and Land Markets, American Farm Bureau Federation, February 18, 2021 (~40)
 “Economic Benefits of Mitigating and Preventing Harmful Algal Blooms (HABs)”, Iowa Water Center 2021 Virtual HABs Symposium, January 7, 2021
- 2020: “Chinese Agricultural Production & U.S.-China Agricultural Trade”, The North American Meat Institute, Agricultural Trade Policy Moving Forward--Making Trade Work for America, October 15, 2020 (~100)
- 2019: “Midwest Crop Farmers’ Perception of US-China Trade War”, 2019 National Agricultural Credit Conference / NC-1177 Multi-State Hatch Project Meeting, Dallas, TX, October 8, 2019 (~40)
 “Actual and Perceived Impacts of US-China Trade War”, Rulon Enterprises Peer Meeting, Arcadia, Indiana, August 20, 2019 (~90)
 “Actual and Perceived Impacts of US-China Trade War on US Agriculture”, 2019 AAEA Post Conference on US-China Trade War, Atlanta, Georgia, July 24, 2019 (~50)
 “The Effects of Interest Rate Changes on Midwestern U.S. Farmland Values”, 2019 AAEA Ag Finance & Management (AFM) Section, Atlanta, Georgia, July 23, 2019 (~29)
 “Seven Things You Should Know About China to Understand the Trade War”, Farmer Mac Webinar, Ames, IA, May 8, 2019 (~225)
- 2018: “China as the Leading Partner of US Agriculture”, American Society of Farm Managers and Rural Appraisers (ASFMRA) 2018 Annual Conference, Phoenix, AZ, November 1, 2018 (~90)
 “U.S. Farmland Market Outlook”, USDA 94th Annual Agricultural Outlook Forum, Washington, DC, February 22-23, 2018 (*invited*, ~75)
 2018 Land Investment Expo, Peoples Company, Des Moines, IA, January 26, 2018 (*invited*, ~60)
 “Seeing Red: How China Influences Your Grain, Livestock Prices”, Farm Futures Business Summit 2018, FarmProgress, Coralville, IA, January 18-19, 2018 (*invited*, ~50)
- 2017: “Do Agricultural Professionals Self-Correct in Expert Opinion Surveys? Panel Data Evidence from Iowa”, National Agricultural Credit Committee / NC-1177 Annual Meeting, Denver, CO, October 2-3, 2017 (*Selected Presentation*, ~80)
 Panelist, “How to Navigate the Waters of New Price Plateaus: Overview of Iowa State University’s Targeted

Extension Efforts”, Extension Section Track Session at 2017 Annual Meeting of the Applied and Agricultural Economic Association, Chicago, IL, August 2017 (***Selected Presentation***, ~40)
 Panelist, “Webinar on Outlook for U.S. Farm Income and Land Values”, USDA Economists' and C-FARE Webinar, April 2017 (***Invited***)

- 2016: Panelist, “Farm to Table: How Your Farmland Investments Deliver Results for Investors”, Agri-Investor Forum, Chicago, IL, October 26, 2016 (***Invited***)
 “Golden Era and Farm Crisis: Are We Seeing a Replay of the 1920s and 1980s Farm Crisis”, National Agricultural Credit Committee / NC-1177 Annual Meeting, Denver, CO, October 3-4, 2016 (***Selected Presentation***, ~60)
 “Farmland Market Update”, 2016 Midwest, Great Plains, and Western Outlook Conference, Des Moines, IA, August 16, 2016 (***Invited***, ~40 extension economists)
 “Iowa Farmland Market: Current Situation and Future Outlook”, North Central Farm Management Conference National Farm Management Conference, Sioux Falls, SD, June 14, 2016 (~40)

Regional

- 2022: “What Women Landowners Want to Know about Conservation?”. Invited Seminar at the 2022 Conservation Webinar Series, Iowa Learning Farms, December 7, 2022 (~40)
 “New York State Farmland: Who Owns It and Where It's Headed?”, Invited Presentation at the 2022 Cornell Cooperative Extension Agriculture, Food & Environmental Systems In-service, November 18, 2022 (~30)
 “Ag & Solar”, Presentation to the Cornell Cooperative Extension Ag Solar Working Group, Cornell University, October 12, 2022 (~30, zoom)
 “Midwest Farmland Values and U.S.-China Agricultural Trade: the Way Forward”, Great Lakes Crop Summit, Mt. Pleasant, MI, January 26, 2022 (~75)
 “What is Driving the Rising Land Values”, Iowa Farm Bureau Webinar, January 6, 2022 (~125)
- 2021: “How Do Iowa Farmers and the General Public Value Water Quality and Visit Iowa Lakes?”, 2021 Integrated Crop Management Conference, December 2, 2021 (~100)
 “Iowa Farmland Values and U.S.-China Agricultural Trade”, 2021 Farmland Owners Workshop, Altoona, Iowa, October 15, 2021 (~60)
 “Iowa and US Farmland Market: An Introduction”, 2021 Ag Credit School, ISU Extension and Outreach, Ames, Iowa, June 9, 2021 (~65)
 “The Economic Value of Less Harmful Algal Blooms: New Survey Results of Iowa Farmers and General Public”, 2021 Virtual Iowa Water Conference, April 7, 2021 (~50)
 “Midwest Farmland Values and U.S.-China Agricultural Trade: the Way Forward”, 2021 Virtual Northern Country Cooperative Answer Acre Summit, March 10, 2021 (~40)
 “U.S.-China Agricultural Trade: the Way Forward”, Michigan Corn Growers Association "Coffee with Corn" Weekly Seminar Series, February 23, 2021 (~50)
 “U.S.-China Agricultural Trade after the Election: the Way Forward”, 2021 Osher Lifelong Learning Institute Winter Programs, ISU Alumni Association, February 3, 2021 (~60)
 “Iowa Farmland Values and U.S.-China Agricultural Trade: the Way Forward”, 2021 Virtual Managers' Meeting, Mutual Insurance Association of Iowa, January 14, 2021 (invited, ~100)
 “Midwest Farmland Values and U.S.-China Agricultural Trade: the Way Forward”, 2021 Virtual Top Farmer Conference, Purdue University Center for Commercial Agriculture, January 8, 2021 (***invited***, ~450)
- 2020: “U.S.-China Agricultural Trade: the Way Forward”, 2020 CropsTV, December 30, 2020 (~125)
 “Iowa Land Value & Transfer Trends Update: Results from Two New Surveys”, ISU Ag Decision Maker December Webinar, December 17, 2020 (~125)
 “2020 Iowa Land Value Survey Press Conference”, December 15, 2020 (~100)
 “The Economics of Agricultural Water Conservation: Four+ New Surveys of Iowa Farmers & General Public”, Conservation Learning Group, December 12, 2020 (***invited***, ~20)
 “The Costs and Benefits of Agricultural Water Conservation: An Economist's Perspective”, Iowa Learning

- Farms / Iowa Nutrient Research Center Conservation Webinar December 9, 2020 (*invited*, ~40)
- “Farmland Values and the Impact of Changing Trade Relations with China”, 2020 Virtual Pro-Ag Outlook Webinar, December 7, 2020 (~175)
- “Update on US-China Agricultural Trade & Midwest Land Values”, Iowa AgSTATE Meeting, November 20, 2020 (*invited*, ~45)
- “Agricultural Transformations in China and Its Global Trade Implications”, Illinois Agricultural Leadership Foundation Alumni Seminar, September 17, 2020 (*invited*, ~125)
- “Issues Impacting Iowa Farmland Owners and Tenants for 2021”, ISU Center for Agricultural Law and Taxation & Farm Management Extension Team, September 25, 2020 (joint with C. Hart, K. Tidgren A. Plastina)
- “Less Algae in the Water: How do Iowans Value Water Quality?”, 2020 Iowa Water Center Annual Conference, April 8, 2020 (selected presentation, *cancelled*)
- “U.S. –China Trade War and Phase-One Trade Deal”, South Central College (Minnesota State University) Ag Symposium, February 19, 2020 (*invited*, ~200)
- “Trade’s Impacts on Iowa Families and Economy”, AgriBusiness Career Day, Agribusiness Association of Iowa, February 12, 2020 (*invited*, ~250 *Community college students*)
- “U.S. –China Agricultural Trade After (?) the Trade War”, 2020 Annual Meeting of Minnesota Chapter of American Society of Farm Managers and Rural Appraisers, January 31, 2020 (*invited*, ~80)
- “China as an Indispensable Trading Partner of US Agriculture”, Iowa Corn Growers Association Crop Fairs, Tama, Iowa, January 20, 2020 (*invited*, ~150)
- “Update on US-China Trade War”, 2020 Managers Meeting of the Mutual Insurance Agents of Iowa (MIAI), Ames, IA, January 16, 2020 (~80)
- 2019: “Update on Trade Negotiations and Relationship with China”, Iowa ASABE (American Society of Agricultural and Biological Engineers) Fall Section Meeting, Ames, IA, September 26, 2019 (~70)
- “Update on Trade Negotiations and Relationship with China”, Iowa Co-op Managers Association Meeting, Ames, IA, September 18, 2019 (~30)
- “Land Tenure and Conservation: What drives Landowner’s Conservation Decisions?”, Iowa Agriculture & Water Alliance (IAWA) Advisory Council Meeting, Ankeny, IA, September 3, 2019 (~30)
- “Actual and Perceived Impacts of US-China Trade War”, Iowa Corn Growers Association Board of Directors Meeting, Johnston, IA, August 13, 2019 (~30)
- “Land Tenure and Conservation: What drives Landowner’s Conservation Decisions? Iowa Soil and Water Conservation District Commissioners 73rd Annual Conference, Ames, IA, August 2, 2019 (~25)
- “Iowa and US Farmland Market: An Introduction”, 2019 Ag Credit School, ISU Extension and Outreach, Ames, Iowa, June 4, 2019 (~60)
- “U.S. –China Agricultural Trade After (?) the Trade War”, Osher Life Long Institute (OLLI), ISU Alumni Association, Ames, IA, May 7, 2019 (~120 retired faculty and alumni)
- “Iowa Farmland Ownership and Tenure Survey: Conservation”, Invited Presentation to State of Iowa Soil Conservation Committee, Des Moines, Iowa, March 6, 2019 (~25)
- “Economics of Soil Health and Land Tenure”, 2019 Soil Health Conference, February 4, 2019 (panelist, ~80)
- “Seven Things about China to Better Understand U.S-China Trade War”, 2019 77th Annual Meeting of Iowa Chapter of American Society of Farm Managers and Rural Appraisers, February 5, 2019 (*invited*, ~150)
- “Update on U.S.-China Trade War and the Iowa Agricultural Economy”, Iowa Corn Growers Association Crop Fairs, Tama, Iowa, January 21, 2019 (~80)
- “the Impacts of U.S.-China Trade War on the Iowa Economy and Agriculture”, Iowa Soybean Association Board of Directors Meeting, Altoona, Iowa, January 21, 2019 (~25)
- “Update on US-China Trade War”, 2019 Managers Meeting of the Mutual Insurance Agents of Iowa (MIAI), Ames, IA, January 10, 2019 (~80)
- 2018: “Update on US-China Trade War and Iowa Farmland Market”, ISU Extension and Outreach Crops Team Fall In-Service, FEEL building, Boone, IA, September 20, 2018 (~20)
- “Tariffs, Land Ownership and Conservation Practice Update”, 2018 September Ag Law Seminar, ISU Center for Agricultural Law and Taxation, September 20, 2018 (~70)
- “Minnesota and Dakota Land Values, and Tariff Impacts on U.S. Agriculture”, DowDupont Pioneer Corteva

- Regional SAM Meeting, Minneapolis, MN, September 12, 2018 (~35)
- “China as the Leading Trade Partner of US Agriculture”, Presentation for the Nuffield Scholars, Ames, IA, July 12, 2018 (~15)
- “2017 Iowa Farmland Ownership and Tenure Survey Results”, Press Conference, ISU Alumni Center, Ames, IA, June 28, 2018 (~10 reporters)
- “What Does a Trade War with China Look Like”, Iowa Institute of Cooperatives Summer Workshop, Huxley, IA, June 21, 2018 (~75)
- “Iowa Farmland Market Update”, ISU Ag Credit School, Ames, IA, June 7, 2018 (~60)
- “Iowa Farmland Ownership and Tenure Trends”, 2018 ISU Extension and Outreach Agriculture and Natural Resources Annual Conference, Ames, IA, April 4-5, 2018 (~90)
- “Recent Developments in China and Its Implications for U.S. Ag Trade”, Iowa Agribusiness Showcase & Conference, Agribusiness Association of Iowa, February 13, 2018 (*invited*)
- “The Growing Significance of China to U.S. Ag Trade”, 2018 76th Annual Meeting of Iowa Chapter of American Society of Farm Managers and Rural Appraisers, January 31 – February 1, 2018 (*invited*)
- 2017: “2017 ISU Land Value Survey”, Press Conference. ISU Alumni Center, December 12, 2017
- “Iowa Farmland Market Update: Where Are We Headed?” 2017 Ag Law Seminar, Center for Agricultural Law and Taxation, Ames, Iowa, September 21st, 2017 (~90 lawyers)
- Panelist, “The Next Generation of Iowa Farmers”, Iowa Ideas Conference 2017, Cedar Rapids, Iowa, September 22nd, 2017 (~40 ag professionals, producers)
- “Chinese Agricultural Economy Update”, Iowa Institute of Cooperatives Summer Workshop, Huxley, Iowa
- “Iowa Farmland Market Update”, 2017 Ag Credit School, Scheman Building, Ames, Iowa, June 14th, 2016 (~70 ag lenders)
- “What’s the Story on Iowa’s Falling Prices”, Mutual Insurance Agents of Iowa (MIAI) Global Agriculture Conference, Ames, IA, January 13, 2017 (~80)
- “Iowa Land Values”. U.S. Bank 2017 Ag Summit, Ames, IA, January 10, 2017 (~120)
- 2016: “2016 Iowa Land Value Survey”, Press Conference. ISU Alumni Center, December 13, 2016
- “Iowa Farmland Market Update: Are We Seeing a Replay of 1980s?” 28th Annual Integrated Crop Management Conference, Ames, IA, November 30, 2016 (~200)
- “Agricultural Land Management and Downstream Water Quality: Insights from Lake Erie?” 28th Annual Integrated Crop Management Conference, Ames, IA, December 1, 2016 (~200)
- “Linking Agricultural Land Management Decisions with Lake Erie Ecosystem Services: An Integrated Ecological-Economic Approach”, Prairie Lakes Conference, Okoboji, IA, August 11, 2016 (~35)
- “Iowa Farm Real Estate Market Update”, Iowa State Agricultural Credit School, Ames, IA, June 15, 2016 (~60)
- “2016 SMLV Land and Commodity Price Predictions”, 2016 ISU 89th Annual Soil Management and Land Valuation Conference, Ames, IA, May 18, 2016 (~280)
- “Iowa Farmland Market Outlook: A New Normal?”, Iowa State University ANR Extension and Outreach Spring Training, Lightning Talk, Ames, IA, April 7, 2016 (~160)
- “From Northeast China to the Midwest”, Iowa State University Agricultural Business Club, Ames, IA, March 31, 2016 (~120)
- “What is Happening with Iowa’s Land Values: Results from ISU’s Latest Survey”, Iowa Agricultural Bankers Association Annual Conference, Ames, IA, March 22, 2016 (~270)
- “What is Happening with Iowa’s Land Values: Results from ISU’s Latest Survey”, 2016 Iowa Bankers Association Annual Conference, Ames, IA, March 22, 2016 (~270)
- 2015: “The 2015 Iowa Land Value News Release Conference”, ISU Alumni Center, Ames, IA, December 14, 2015 (6 reporters)
- “Who Owns and Buys Iowa’s Farmland”, Integrated Crop Management Conference, Scheman Building, Iowa State University, Ames, IA, December 3, 2015 (2 sessions, ~220 total)
- 2014: “The Trends and Determinants of Western Ohio Farmland Values 2001 – 2010”, American Society of Farm Managers and Rural Appraisers, Ohio Chapter Annual Meeting, June 2014 (~75)

Local

- 2022: “Midwest Farmland Values and U.S.-China Agricultural Trade”, Kirkwood Community College, December 3, 2021 (~50)
“U.S.-China Agricultural Trade Update”, Cooperative Farmers Elevator (CFE) Core Conference, February 20, 2021 (~60)
“Iowa Farmland Values and U.S.-China Agricultural Trade: the Way Forward”, Elite Crop Meeting, Farmers Coop Society, Sheldon, IA, January 24, 2022 (~50)
- 2021: “Midwest Farmland Values and U.S.-China Agricultural Trade”, Kirkwood Community College, December 3, 2021 (~50)
“U.S.-China Agricultural Trade Update”, Cooperative Farmers Elevator (CFE) Core Conference, February 20, 2021 (~60)
“Midwest Farmland Values and U.S.-China Agricultural Trade: the Way Forward”, Key Cooperative, January 6, 2021 (invited, ~50)
- 2020: “U.S.-China Agricultural Trade in the Age of COVID-19”, Ames Noon Kiwanis Club, July 31, 2020 (~50)
“U.S.-China Agricultural Trade in the Age of COVID-19”, Ames Rotary Club, June 22, 2020 (~45)
“U.S.-China Trade War and Phase One Trade Deal”, First Central State Bank, DeWitt, IA, March 6, 2020 (~80)
“U.S.-China Trade War and Phase One Trade Deal”, Luana Savings Bank, Luana, IA, February 21, 2020 (~80)
“China as an Indispensable Trading Partner of US Agriculture”, Farmland Owners Workshop, Altoona, IA, February 14, 2020 (~70)
“China as an Indispensable Trading Partner of US Agriculture”, First Security Bank Winter Meeting, Greene, IA, February 11, 2020 (~125)
“China as an Indispensable Trading Partner of US Agriculture”, 2020 Crop Advantage Series, Le Mars, IA, January 29, 2020 (~100)
“China as an Indispensable Trading Partner of US Agriculture”, 2020 Crop Advantage Series, Davenport, IA, January 17, 2020 (~50)
“China as an Indispensable Trading Partner of US Agriculture”, 2020 Crop Advantage Series, Fort Dodge, IA, January 15, 2020 (~60)
“China as an Indispensable Trading Partner of US Agriculture”, 2020 Crop Advantage Series, Mason City, IA, January 10, 2020 (~100)
“China as an Indispensable Trading Partner of US Agriculture”, 2020 Crop Advantage Series, Ames, IA, January 8, 2020 (~100)
“China as an Indispensable Trading Partner of US Agriculture”, 2020 Crop Advantage Series, Storm Lake, IA, January 7, 2020 (~100)
- 2019: “China as an Indispensable Trading Partner of US Agriculture”, Pro-Ag Outlook and Management Meeting, Atlantic, IA, December 2, 2019 (~75)
“China as an Indispensable Trading Partner of US Agriculture”, Pro-Ag Outlook and Management Meeting, Greenfield, IA, November 25, 2019 (~45)
“China as an Indispensable Trading Partner of US Agriculture”, Pro-Ag Outlook and Management Meeting, Mason City, IA, November 20, 2019 (~75)
“China as an Indispensable Trading Partner of US Agriculture”, Farmland Owners Workshop, Altoona, IA, November 15, 2019 (~75)
“China as an Indispensable Trading Partner of US Agriculture”, Pro-Ag Outlook and Management Meeting, Carroll, IA, November 14, 2019 (~25)
“China as an Indispensable Trading Partner of US Agriculture”, Pro-Ag Outlook and Management Meeting, Fort Dodge, IA, November 13, 2019 (~45)
“China as an Indispensable Trading Partner of US Agriculture”, Pro-Ag Outlook and Management Meeting, Sioux City, IA, November 11, 2019 (~40)
“Update on US-China Trade War & Iowa Farmland Market”, Henry County Farmland Owner Workshop, Mt.

Pleasant, Iowa, August 1, 2019 (~25)

“Political Context for U.S.-China Trade War”, Drinking Liberals, Ames, Iowa, June 7, 2019 (~25)

“Trends in Land Values and Impact of Chinese Tariffs on US Agriculture”, Woodbury County Farmland Owner Workshop, Sioux City, IA, April 15, 2019 (~60)

“Seven Things You Should Know About China to Understand the Trade War”, AM&MO Conference, Ames, IA, April 6, 2019 (~40)

“Seven Things You Should Know About China to Understand the Trade War”, Beginning Farmers Network Student Club, Ames, Iowa, April 1, 2019 (~45 undergraduates)

“Seven Things You Should Know About China to Understand the Trade War”, Security Savings Bank 2019 Spring Ag Update Meeting, Eagle Grove, Iowa, March 27, 2019 (~45)

“Seven Things You Should Know About China to Understand the Trade War”, Cotton-Grave Annual Producers Meeting, Spencer, Iowa, March 22, 2019 (~80)

“Seven Things You Should Know About China to Understand the Trade War”, Mason City Chamber of Commerce Ag Breakfast, Mason City, Iowa, March 20, 2019 (~110)

“Update on U.S.-China Trade War and Iowa Agricultural Economy”, Northeast Iowa Research Farm – Borlaug Learning Center, Nashua, IA, March 5, 2019

“Iowa Farmland Values and Ownership Update”, Farmland Owners Workshop, Altoona, IA, February 15, 2019

“Update on U.S.-China Trade War”, Mid-Co Commodities Meeting, Ames, IA, January 30, 2019

“US-China Agricultural Trade and the Trade War”, 2019 Crop Advantage Series, Iowa City, IA, January 8, 2019 (~80)

“Update on US-China Trade War and the Iowa Farmland Market”, Key Cooperative Meeting, Roland, IA, January 9, 2019 (~45)

“US-China Agricultural Trade and the Trade War”, 2019 Crop Advantage Series, Storm Lake, IA, January 8, 2019 (~150)

“US-China Agricultural Trade and the Trade War”, 2019 Crop Advantage Series, Sheldon, IA, January 3, 2019 (~100)

2018: “What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Mt. Pleasant, IA, December 6, 2018 (~35)

“What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Iowa City, IA, December 5, 2018 (~60)

“What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Cresco, IA, November 12, 2018 (~45)

“What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Mason City, IA, November 16, 2018 (~40)

“What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Waterloo, IA, November 15, 2018 (~50)

“What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Fort Dodge, IA, November 14, 2018 (~25)

“What the Trade Disruptions with China Mean for Iowa and US Agriculture”, Pro-Ag Outlook and Management Meeting, Carroll, IA, November 12, 2018 (~15)

“Farmland Market Analysis: An Introduction”, Guest Lecture for FIN 450X, September 24, 2018 (~45)

“China Enter ‘New Era’: What It Means for US and Global Agriculture”, Security Savings Bank 2018 Spring Ag Update Meeting, Eagle Grove, Iowa, March 8, 2018 (~40)

“Update on Iowa Farmland Market and China Ag Economy”, Farmland Owners Workshop, Altoona, IA, February 16, 2018 (~40)

“China Enters ‘New Era’: What It Means for US and Global Agriculture”, Growmark Invasion Grower Meeting, Tama, IA, February 8, 2018 (~120)

“Iowa Agricultural Economy Update”, 2018 Crop Advantage Series, Okoboji, IA, January 4, 2018 (~30)

“Recent Developments in China and its Global Implications”, 2018 Crop Advantage Series, Okoboji, IA, January 4, 2018 (~40)

“Agricultural Land Management and Insights from Lake Erie”, 2018 Crop Advantage Series, Sheldon, IA,

January 3, 2018 (~35)

“Recent Developments in Chinese Agriculture and Its Global Implications”, North Central Iowa Crop & Land Stewardship Clinic, Iowa Falls, IA, January 2, 2018 (*invited, keynote speaker*, ~75)

- 2017: “2017 ISU Land Value Survey and the Impacts of China on U.S. Agriculture”, Pro-Ag Outlook and Management Meeting, Chariton, IA, December 12, 2017 (~12)
“Recent Developments in China and Its Implications for U.S. Agriculture”, Pro-Ag Outlook and Management Meeting, Ottumwa, IA, December 7, 2017 (~25)
“Recent Developments in China and Its Implications for U.S. Agriculture”, Pro-Ag Outlook and Management Meeting, Mt. Pleasant, IA, December 7, 2017 (~30)
“Introduction to Farmland Market: Iowa and Beyond”, Guest Lecture for Econ 235: Agricultural Firms, Markets and Prices, November 28, 2017 (~100 students)
“Recent Developments in China and Its Implications for U.S. Agriculture”, Pro-Ag Outlook and Management Meeting, Carroll, IA, November 21, 2017 (~20)
“Recent Developments in China and Its Implications for U.S. Agriculture”, Pro-Ag Outlook and Management Meeting, Mason City, IA, November 16, 2017 (~20)
“Recent Developments in China and Its Implications for U.S. Agriculture”, Pro-Ag Outlook and Management Meeting, Fort Dodge, IA, November 16, 2017 (~35)
“Global Impacts on Iowa Agriculture & Iowa Land Value Outlook”, Pro-Ag Outlook and Management Meeting, Altoona, IA, November 13, 2017 (~45)
“Introduction to Farmland Market: Iowa and Beyond”, Guest Lecture for Econ 230: Farm Business Management, November 10, 2017 (~100 students)
“From Northeast China to the Midwest”, Iowa State University Agricultural Marketing and Management Organization (AMMO), Ames, IA, November 6, 2017 (~100)
“Economic Analysis of Farmland Market: An Introduction”, Guest Lecture for Econ FIN 450X: Analytical Methods in Finance, October 4, 2017 (~35 students)
“Economic Analysis of Farmland Market: An Introduction”, Guest Lecture for Econ FIN 450X: Analytical Methods in Finance, February 17, 2017 (~25 students)
“Iowa Farmland Owner Update”, Farmland Owners Workshop, Altoona, IA, February 17, 2017 (~55)
“Introduction to Farmland Market”, Guest Lecture for Econ 235: Agricultural Firms, Markets and Prices, February 7, 2017
“Agricultural Land Management and Downstream Water Quality: Insights from Lake Erie”, Crop Advantage Series, Davenport, IA, January 27, 2017 (~40)
“Agricultural Land Management and Downstream Water Quality: Insights from Lake Erie”, Crop Advantage Series, Okoboji, IA, January 5, 2017 (~40)
“What’s Going On in China? Corn, GMO, and High-Speed Rails”, Crop Advantage Series, Okoboji, IA, January 5, 2017 (~40)
“What’s Going On in China? Corn, GMO, and High-Speed Rails”, Crop Advantage Series, Sheldon, IA, January 4, 2017 (~50)
- 2016: “Land Values and Chinese Agriculture”, Pro-Ag Series, Clarinda, IA, December 14, 2016 (~35)
“Land Values: Where Are We Headed?”, Pro-Ag Series, Decorah, IA, December 9, 2016 (~35)
“Land Values: Where Are We Headed?”, Beginning Farmer Group, Washington, IA, December 8, 2016 (~30)
“Land Values: Where Are We Headed?”, Pro-Ag Series, Mt. Pleasant, IA, December 8, 2016 (~50)
“Land Values: Where Are We Headed?”, Pro-Ag Series, Iowa City, IA, December 7, 2016 (~45)
“Land Values: Where Are We Headed?”, Kirkwood Community College, Cedar Rapids, IA, December 7, 2016 (~70)
“Land Values: Where Are We Headed?”, Pro-Ag Series, Carroll, IA, November 18, 2016 (~15)
“Land Values: Where Are We Headed?”, Pro-Ag Series, Mason City, IA, November 18, 2016 (~50)
“Land Values: Where Are We Headed?”, Pro-Ag Series, Fort Dodge, IA, November 17, 2016 (~30)
“Land Values: Where Are We Headed?”, Pro-Ag Series, Waterloo, IA, November 17, 2016 (~30)
“From Northeast China to the Midwest”, Iowa State University Agricultural Business Club, Ames, IA, March 31, 2016 (~120)
“What is Happening with Iowa’s Land Values: Results from ISU’s Latest Survey”, Iowa Agricultural Bankers

Association Annual Conference, Ames, IA, March 22, 2016 (~270)
 “Overview of Farmland Market Analysis”, Guest Lecture for FIN 467X: Applied Real Estate Analysis, March 2, 2016 (~16)
 “Farmland Market: An Introduction”, Guest Lecture for Econ 235: Agricultural Firms, Markets and Prices, February 18, 2016 (~105)
 “Farmland Owner Update: Land Values and Ownership Trends”, Farmland Owners Workshop, Altoona, IA, February 12, 2016 (~75)

2013: “Chinese Investment in Africa”, *Great Decisions Lectures* at Griswold Senior Recreational Center, Worthington, OH, September 18, 2013 (~50)

SELECTED MEDIA CONTACTS and INTERVIEWS

2023: Iowa Public TV, KXEL Radio

2022: AAEA Member in the News (8), Iowa Public Radio (4), Iowa Public TV, the New York Times, Things that Go Boom, the Gazette, Iowa Farmer Today, KMCH, the Perry News, Farm Forum, Farm4Profit podcast, Brownfield Ag News, Wallaces Farmer, Sioux City Journal, NPR/Harvest Public Radio, Radio Iowa, the Iowa Farm Bureau Spokesman, Morning Ag Clips, Stormlake Radio, Successful Farming, Genetic Literacy Project, World-Grain.com, the Cornell Daily Sun, Iowa Farmer Today, Des Moines Register, AgWeb, Quad0City Times, Farm Policy News, Ames Tribune, KASI iHeart Radio, WNAX, KOEL, KWGC, Sioux City Journal, KTIV, WCF Courier, Iowa Agribusiness Radio Network, Discover Muscatine

2021: AAEA Member in the News (12), Iowa Public Radio, Iowa Public TV, Asia First News (Singapore), the Gazette, Iowa Farmer Today, Flip Board, KMCH, the Perry News, Farm Forum, Farm4Profit podcast, Brownfield Ag News, Wallaces Farmer, Sioux City Journal, NPR/Harvest Public Radio, Radio Iowa, the Iowa Farm Bureau Spokesman, Corn and Soybean Digest, Atlantic News Telegraph, Omaha World-Herald, KTIV Sioux City, Globe Gazette, USAgNet, Farm Journal, San Francisco Gate, AgWeb, Iowa State University Extension and Outreach, WHO iHeart Radio, Radio 570 WNAX, the Ames Tribune, the Quad City Times, Star Tribune, Dairy Star, Herald-Review, World-Grain,

2020: AAEA Member in the News (25), Wall Street Journal, NBC News, China Daily, High Plains Public Radio, National Public Radio, Bloomberg News, Telemundo, ABC News Australia, Yahoo Finance, Catalunya Radio, Iowa Public Radio, BankBeat, South China Morning Post, the Daily Iowan, CBS2 KGAN, Wallaces Farmer, Caixin, KMA Land, Farm Progress, Brownfield Ag News, Star Tribune, KIWA Radio, Iowa Banking Magazine (cover article), Farm TV, Successful Farming/Agriculture.com, Iowa Farmer Today, Iowa State Daily, Des Moines Register (3), Farm Policy News, Iowa Farm Bureau Spokesman, CropLife, Radio Iowa, AgriMarketing, ASFMRA Owners, Corn and Soybean Digest, Atlantic News Telegraph, Omaha World-Herald, KTIV Sioux City, Globe Gazette, USAgNet, Farm Journal, San Francisco Gate, AgWeb, Iowa State University Extension and Outreach, WHO iHeart Radio, Radio 570 WNAX, the Ames Tribune, the Quad City Times, Star Tribune, Dairy Star, Herald-Review, World-Grain, S&P Global, the Oskaloosa Herald, the Perry News, Journal Star, AgFax, KIMT Channel 3, Mitchell County Press-News, Toledo Chronicle, Morning Ag Clips, the Allamakee County Standard, KCUR 89.3, Agri-Pulse, WeAreIowa, San Francisco Chronicle, KEYC News Now

2019: AAEA Member in the News (20), Xinhua News, Wall Street Journal, NBC News, China Daily, Washington Post, National Public Radio, Bloomberg News, Iowa Public Radio, Wallace Farmers, Iowa Banking Magazine (cover article), Farm TV, Successful Farming/Agriculture.com, Iowa Farmer Today, Iowa State Daily, Des Moines Register (3), Farm Policy News, Iowa Farm Bureau Spokesman, CropLife, Radio Iowa, AgriMarketing, ASFMRA Owners, Corn and Soybean Digest, Atlantic News Telegraph, Omaha World-Herald, KTIV Sioux City, Globe Gazette, ISU CALS STORIES Magazine, Farm Journal, AgWeb, Iowa State University Extension and Outreach, WHO iHeart Radio, Radio 570 WNAX, the Ames Tribune, the Quad City Times, Star Tribune, Dairy Star, Ohio State University AEDE News

- 2018: AAEA Member in the News (18), CNBC.com, Fortune Magazine, China Daily (3), Voice of America Mandarin Service, National Public Radio, Dairy Star, Iowa Public Radio, Wallace Farmers, Iowa Banking Magazine (cover article), Farm TV, Successful Farming/Agriculture.com, Iowa Farmer Today, Iowa State Daily, Des Moines Register (3), Farm Policy News, Iowa Farm Bureau Spokesman, CropLife, AgriMarketing, ASFMRA Owners, New Food Economy, Columbia Missourian, Corn and Soybean Digest, Radio Iowa, Farm Journal, AgWeb, Iowa State University Extension and Outreach, WHO iHeart Radio, Radio 570 WNAX, Mix 94.7 KMCH, the Ames Tribune, the Quad City Times, Atlantic News Telegraph, Telegraph Herald, Ottumwacourier
- 2017: AAEA Member in the News (6), the Economist, Wall Street Journal – China, Science Magazine, Iowa Banking Magazine (cover article), Farm TV, Successful Farming/Agriculture.com, Iowa Farmer Today, Iowa State Daily, Des Moines Register (3), Farm Policy News, Wallaces Farmer, AgWeb, Feedstuffs, Farm Futures, AgriMarketing.com, Business Record, Corn and Soybean Digest, Radio Iowa, Farm Journal, Iowa State University Extension and Outreach, WHO iHeart Radio, Radio 570 WNAX, Mix 94.7 KMCH, the Ames Tribune, the Quad City Times, Atlantic News Telegraph, Telegraph Herald, Ottumwacourier, The Highland Journal
- 2016: Japanese Economic News, Associated Press, ABC News, The Telegraph, The Huffington Post, The Herald, Agrimoney.com, AgWeb, Nikkei American Inc (Japanese Economic News), Des Moines Register, Iowa Banking Magazine (*cover article*), Successful Farming/Agriculture.com, Iowa Farm Bureau Spokesman, Iowa Farmer Today, Iowa Public Radio (2), Wallaces Farmer, The Landowner Newsletter, WHO iHeart Radio Corn and Soybean Digest, Radio Iowa, Taiwan News, Pork Magazine, Daily Mail, KMA Land, KIWA Radio, Greene County News, Oskaloosa Herald, the Tama News-Herald, ISU ANR Extension and Outreach News, Mason City Global Gazette, Iowa City Press-Citizen, Miami Herald, the Belmont Independent, the Washington Times, the Olympian, KBOE 104.9 FM, High Plains Public Radio, Atlantic News Telegraph, KWWL MSNBC News, Des Moines KCCI 8, MSNBC WGEM.com, MSNBC KTTC, Clinton Herald, Quad City Times, WNAX, Siouxland matters, FOX 28/KGAN TV, The Columbus Telegram, KCHA News, KTAR News, Sioux City Journal, Yakima Herald, Westport News, The Sacramento Bee, WQAD 8 Quad Cities, Albany Times Union, San Antonio Express-News, San Francisco Gate, Seattle pi, LMT Online, Frederckburg Free Lance-Star, San Antonio Express-News, The Hour, Greenwich Time, CT Post, Chron, the Edwardsville Intelligencer, Herald Whig, Reading Eagle
- 2015: Associated Press, Farming UK, Des Moines Register (2), Iowa Farmer Today, Ames Tribune, Radio Iowa (2), Iowa Public Radio, Farm News, Brownfield Ag News, the Graphic-Advocate, Courier Online, ASFMRA Ag News, Iowa Farm Bureau Spokesman, Wallaces Farmer, WHO Radio, Iowa Banking Magazine (*cover article*), Agri News, CALS Online, ISU Extension and Outreach News, LandOwner Newsletter, Pro Farmer, KCCI Des Moines, AgWeb (2), The Gazette, Wisconsin Ag Connection, Washington Times, Waltonian.com, Yardstead.com, Ag NET, KIWA Radio, Omaha World-Herald, Press Telegraph, Newton Daily News, Farms.com, Agri-Marketing, Corn and Soybean Digest, Dubuque Telegraph Herald, KCSI FM 95.3, KCRG ABC 9, KEYC News 12 CBS & Fox, KGAN 2 CBS News, KTTC, KWWL.com, Quad City Times, Sioux City Journal, Clinton Herald, WGEM, the Daily Nonpareil, The Republic, Daily Reporter, TribTown.com, Muscatine Journal, KSOM 96.5 FM, MyInforms.com, Time Oracle, Ktiv.com, The Examiner Post, The Leader Standard, Chronicle Daily, ISU CARD, KJAN Radio Atlantic, KTIC Radio, The Fairfield Ledger, Dream Dirt, North Iowa Today, Daily Gate City, The Daily Journal, Capital Press, The Storm Lakes Times, Fort Dodge Messenger, Sioux City Journal, KMA Land 960AM & 99.1 FM, Ag Professional.com, Pilot Tribune, Marshalltown Times Republican, Spencer Daily Reporter, Ottumwa, New Hampton Tribune, The Decorah Newspapers – Winneshiek County, The Daily Gate City - Keokuk, Estherville Daily News,

TEACHING EXPERIENCE

Instructor - Iowa State University

ECON 364: Rural Property Appraisal (co-taught with David Nebel) Student Evaluation: 4.5 out of 5, good (36 out of 41 students)	Spring 2022
ECON 581: Advanced Environmental Economics (co-taught with Gil DePaula) Student Evaluation: 5 out of 5, excellent (7 out of 7 students)	Fall 2021
ECON 480/580: Intermediate Environmental and Resource Economics (co-taught with Gil DePaula) Econ 480 Student Evaluation: 4.4 out of 5, good (9 out of 11 students) Econ 580 Student Evaluation: 5 out of 5, good (2 out of 3 students)	Spring 2021
ECON 364: Rural Property Appraisal (co-taught with David Nebel) Student Evaluation: 4.5 out of 5, good (21 out of 34 students)	Spring 2021
ECON 581: Advanced Environmental Economics (co-taught with Gil DePaula) Student Evaluation: 4.6 out of 5, good (10 out of 12 students)	Fall 2020
ECON 460: Agricultural and Trade Policy (co-taught with Chad Hart, John Crespi, Alejandro Plastina, Keri Jacobs) Student Evaluation: 4.4 out of 5, good (23 out of 49 students)	Fall 2020
ECON 194X: Contemporary Chinese Economy Student Evaluation: 4.3 out of 5, good (8 out of 10 students)	Spring 2020
ECON 364: Rural Property Appraisal (co-taught with David Nebel) Student Evaluation: 3.9 out of 5, good (34 out of 42 students) Peer Evaluation: Excellent for overall evaluation; 5 out of 5 for multi-media/learning management system support, content of presentation/knowledge of the subject matter, and overall preparation and organization; 4.5 out of 5 for interaction with students/sensitivity to class level and progress; 4 out of 5 for clarity of lecture (2 colleagues)	Spring 2020
ECON 364: Rural Property Appraisal Student Evaluation: 4.1 out of 5, good (36 out of 41 students)	Spring 2019
ECON 364: Rural Property Appraisal Student Evaluation: 4.3 out of 5, good (36 out of 40 students)	Spring 2018
ECON 364: Rural Property Appraisal Student Evaluation: 4.5 out of 5, good (39 out of 39 students)	Spring 2017
ECON 364: Rural Property Appraisal Student Evaluation: 3.7 out of 5, good (39 out of 42 students) Peer Evaluation: 4.5 out of 5, good to excellent (2 colleagues)	Spring 2016

Guest Lecturer - Iowa State University

Indiana University - Purdue University Executive MS-MBA Program AGEC 682 – The Macroeconomic, Trade, and Policy Environment of the Food System (Taught by Dr. Amanda Countryman)	Fall 2021
ECON 455: International Trade (taught by Dr. Gary Lyn)	Spring 2021
Indiana University - Purdue University Executive MS-MBA Program	Fall 2020

AGEC 682 – The Macroeconomic, Trade, and Policy Environment of the Food System
(Taught by Dr. Amanda Countryman)

ECON 101: Introductory Microeconomics (taught by Dr. A. Valcu-Lisman)	Spring 2020
FIN 450X: Analytical Methods in Finance (taught by Dr. T. Turner)	Fall 2018
FIN 450X: Analytical Methods in Finance (taught by Dr. T. Turner)	Spring 2018
ECON 230: Farm Business Management (taught by Dr. C. Boessen)	Fall 2017
ECON 235: Agricultural Firms, Markets and Prices (taught by Dr. S. Pouliot)	Fall 2017
FIN 450X: Analytical Methods in Finance (taught by Dr. T. Turner)	Fall 2017
FIN 450X: Analytical Methods in Finance (taught by Dr. T. Turner)	Spring 2017
ECON 235: Agricultural Firms, Markets and Prices (taught by Dr. H. Jensen)	Spring 2017
FIN 450X: Analytical Methods in Finance (taught by Dr. T. Turner)	Fall 2016
ECON 235: Agricultural Firms, Markets and Prices (taught by Dr. H. Jensen)	Spring 2016
FIN 467X: Applied Real Estate Analysis (taught by Dr. T. Turner)	Spring 2016

Teaching Experience before Joining Iowa State University

China's Economic Reform and Globalization, Sole Instructor (SEI: 4.9 out of 5, 26 students)	Spring 2013
The Sustainable Economy: Concepts and Methods, Assistant Instructor	Spring 2014
China's Economic Reform and Globalization, Guest Speaker	Spring 2014
Capstone: Assessing Sustainability: Project Experience, Graduate Teaching Assistant (11 students)	Spring 2014
Principles of Agribusiness Finance, Graduate Teaching Assistant (55 students)	Fall 2010 – Spring 2011
Environmental and Natural Resource Economics, Guest Speaker at Wittenberg University	Fall 2014

STUDENT ADVISING

Postdoctoral Researcher as Major or Co-Major Advisor:

Anton Yang, Co-Major Professor (with Dr. Edward Balistreri), since 2021 (Completed in 2022, First Placement: Postdoctoral Researcher, Yale University, Department of Economics)

Xi He, Co-Major Professor (with Dr. Dermot Hayes and Dr. Edward Balistreri), since 2020 (Completed in 2022, First Placement: Assistant Professor, Virginia Tech University, Department of Agricultural and Applied Economics)

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

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

Wendiam Sawadgo, Program of Study Committee Co-Major Professor (with Dr. Alejandro Plastina), since 2018 (Completed in 2020, First Placement: Tenure Track Assistant Professor and Extension Economist, Auburn University, Department of Agricultural Economics and Rural Sociology)

- Ph.D. Thesis: “[Land tenure, agri-environmental policy, and conservation practice use in Iowa](#)”

Xibo Wan, Program of Study Committee Major Professor, since 2019

(Completed in 2021, First Placement: Postdoctoral Researcher, MIT Center for Energy and Environmental Policy Research - CEEPR)

- Ph.D. Thesis: “[Three Essays on Hazardous Chemical Policy, Source Water Protection, and Recreational Value](#)”

Nieyan Cheng, Program of Study Committee Major Professor, since 2019

(Completed in 2022, First Placement: Assistant Professor, College of Economics and Management, China University of Petroleum – Beijing)

(2021 AAEA Extension Graduate Student Competition Finalist)

- Ph.D. Thesis: “[Three Essays on Agri-Environmental Policy and Hazardous Materials](#)”

Wenran Fan, Program of Study Committee Major Professor, since 2021 (Ongoing)

Xiaolan Wan, Program of Study Committee Major Professor, since 2021 (Ongoing)

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

Ph.D. Program of Study Committee:

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

Seunghyun Han, Program of Study Committee Member, since 2021 (Ongoing)

Kyunghoon Ban, Program of Study Committee Member, since 2021 (Ongoing)

Jian Chen, Program of Study Committee Member, since 2021 (Ongoing)

Xiaorui Qu, Program of Study Committee Member, since 2021 (Ongoing)

Miracle-Rose Toppar, Program of Study Committee Member, since 2020 (Completed in 2022)

Qing Liu, Program of Study Committee Member, since 2019 (Completed in 2021)

Liyuan Ma, Program of Study Committee Member, since 2019 (Completed in 2021)

Shirui Wang, Program of Study Committee Member, since 2019 (Completed in 2020)

Yulong Chen, Program of Study Committee Member, since 2019 (Completed in 2020)

Jia Cao, Program of Study Committee Member, since 2019 (Completed in 2020)

Ming Jin, Program of Study Committee Member, since 2016 (Completed in 2020)

Xiaogang, Li, Program of Study Committee Member, since 2018 (Completed in 2020)

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

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

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

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

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

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

Albulena Basha, Program of Study Committee Major Professor, since 2018 (Completed in 2019, Kosovo American Education Fund Fellow, Recipient of 2019 NACTA Graduate Student Teaching Award; Junior Advisor, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH)

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

Grant Durbahn, Program of Study Committee Co-Major Professor, since 2021 (with Dr. Peter Orazem)
(Completed in 2021, Market Research Analyst at CF Industries, Deerfield, IL)

Master’s Program of Study Committee:

Jiacheng Tian, Program of Study Committee Member, since 2019 (Completed in 2020)
Jee-Hae Ha, Program of Study Committee Member, since 2016 (Completed in 2020)
Jennifer Zarek, Program of Study Committee Member, since 2016 (Completed in 2016)
Ashley Garrand, Program of Study Committee Member, since 2018 (Completed in 2019)
Pulasthi Amarasinghe, Graduate Research Associate, since 2016 (Completed in 2017, Ph.D. student, University of North Carolina, Department of Economics)

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

Hongkun Ma, Chinese Academy of Agricultural Sciences, Fall 2019 – Fall 2020 (Completed)
Wenting Wang, Zhejiang University, Fall 2018 – Fall 2020 (Completed)
Yue Hu, China Agricultural University, Fall 2018 – Fall 2020 (Completed)
Chuqiao Peng, Renmin University of China, Fall 2018 – Fall 2019 (Completed)
Pingping Wang, China Agricultural University, Fall 2017 – Fall 2018 (Completed)

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

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

Undergraduate Honors Students:

Beatrice Maule, Undergraduate Researcher, “Of Women and Land: How Gender Affects Successions and Transfers of Iowa Farms”, Spring 2021 – Summer 2021
- Winner of the AAEA 2021 Undergraduate Student Section Undergraduate Paper Competition
Madison Mueller, Undergraduate Honors Thesis Project, “Do Wealthier Landowners Have Better Timing in Their Farmland Purchases? Evidence from a Twenty-Year Panel”, Spring 2019
Marina Awureda, Freshman Honors Program, “Heterogeneity of Responses to 2015 and 2016 Iowa Land Value Survey”, Fall 2018 – Spring 2019
Marta Grant, Freshman Honors Program, “Entrepreneurship and Start-Ups in the Agricultural Industry”, Fall 2017
Grace Rens, Freshman Honors Program, “Heterogeneity of Responses to 2015 and 2016 Iowa Land Value Survey”, Spring 2017
Morgan Ruiz and Philip Sciranko, 2016 Iowa Land Value Survey Data Entry, November – December 2016
Zachariah Beek, 2015 Iowa Land Value Survey Data Entry, November 2015 – Spring 2016
Urja Shah, Natalina Sents, DeAnna Hanner, Iowa Agricultural Land Sales Data Entry, Fall 2015 – Spring 2016

PROFESSIONAL SERVICE

Editorial Services:

American Journal of Agricultural Economics, Associate Editor, Since 2020
Journal of Soil and Water Conservation, Associate Editor, Since 2021
Agricultural Finance Review, Editorial Advisory Board, Since 2021
Journal of the American Society of Farm Managers and Rural Appraisers, Editorial Committee Member, Since

Professional Leadership:

President (2019-2020), President-Elect (2018-2019), NC-1177 Multistate Research Project “Agricultural and Rural Finance Markets in Transition (NC1014, NC221, NCT-194)”
Past Chair (2020-2021), Chair (2019-2020), Chair-Elect (2018-2019), Agricultural & Applied Economics Association (AAEA) Agricultural Finance and Management (AFM) Section

Journal Referee:

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

USDA Economic Research Service Information Bulletin
NSF Proposals

Invited Government Panel:

US EPA Hypoxia Task Force Ecosystem/Social Metrics Working Group, 2020-2022

Conference Abstracts Reviewer:

Abstracts for the 2020 Annual Meeting of the Applied and Agricultural Economic Association, Kansas City, MO
Abstracts for the 2017 Annual Meeting of the Applied and Agricultural Economic Association, Chicago, IL
Abstracts for the 2016 Annual Meeting of the Applied and Agricultural Economic Association, San Francisco, CA
Ohio Agricultural Research and Development Center SEEDS-Graduate Proposal Panel 2014

Workshop Participant:

2022: American Society of Farm Managers and Rural Appraisers National Conference, San Antonio, TX
2019: the Social Costs of Water Pollution workshop, Ithaca, NY
2018: the Economics of Water Quality workshop, Ames, IA
2016: The Downturn in Agriculture: Implications for the Midwest & the Future of Farming, Chicago, IL
2015: NSF Grants Conference, Arlington, VA
Heartland Environmental & Resource Economics Workshop at Illinois, Urbana-Champaign, IL
2013: Scaling up Sustainability Solutions, the 3rd Annual WBCSD Midwest Conference
Voluntary Pollution Control Workshop

Professional Membership:

American Economic Association (AEA)
Agricultural and Applied Economics Association (AAEA)
Association of Environmental and Resource Economists (AERE)
Soil and Water Conservation Society (SWCS)
National Association County Agricultural Agents (NACAA)
Midwest Economics Association (MEA)
Chinese Economist Society (CES)

INSTITUTIONAL SERVICE

Departmental Service at Cornell University:

2022: Ph.D. Placements Committee
Ad Hoc Committee for Promotion for Dr. Jie Li

Service to Iowa State Extension and Outreach:

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

Departmental Service at Iowa State University:

2019-2022: Graduate Recruiting and Admissions Committee
Departmental Seminar Committee

2019: Economics Council 2019-2020
CALs Faculty Recruiting Committee (Assistant Professor in Environmental and Resource Economics;
and Associate or Full Professor in Agricultural/Environmental Economics), 2019-2020

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

2017: Departmental Seminar Committee 2017-2018

2016: Practice Job Talks for Graduate Students
Seminar on Job Market Tips from Recent Graduates (with I. Rudik)
Departmental Seminar Committee 2016-2017

Presentation to Ag Business Club
Environmental Resource Economics Workshop, Co-Organizer

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

ADDITIONAL SKILLS

Software Packages: Proficient in STATA, R and SAS

Programming Languages: MATLAB, and Python

Other: ArcGIS Suite, LaTeX, and GeoDa

Language: English, Mandarin Chinese (native), Cantonese (listening)