

# Agricultural and Applied Economics

The University of Georgia College of Agricultural and Environmental Sciences

## Ag Econ alum wins fellowship



Katelyn Clements is the winner of a Woodrow Wilson Teaching Fellowship.

Department alumna Katelyn Clements was awarded a Woodrow Wilson Teaching Fellowship on June 1. The fellowship will enable her to complete a rigorous graduate program so that she can teach STEM subjects in rural and urban areas of Georgia, where STEM teachers are needed most.

The Woodrow Wilson Georgia Teaching Fellows program was launched in 2014, with the first cohort named the following year. Clements is one of 60 individuals from schools across

the state to be named as fellows in the 2016 cohort.

Clements will be attending Columbus State University. While at UGA, she majored in agribusiness, and she graduated in 2014. She worked as a sales representative for a chemical company in Alpharetta until 2015, when she decided to pursue teaching.

Winning the fellowship was “immensely humbling,” Clements said. “The financial burden of going to college was something that I knew our family

couldn’t afford. By keeping my grades up, I was able to qualify for financial aid and scholarships to fund my undergraduate program.

“Without this fellowship, I wouldn’t be able to attend graduate school. It is so humbling to know that people believe in me enough to invest in my education.”

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# Greetings from the Department Head

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Dear friends:

I hope your summer is going well! With most of our students gone for the break, things are slow here in Conner Hall, but the faculty and I are taking the opportunity to work on our research and with our graduate students. We are greatly looking forward to everyone's return in August.

As always, our annual Conner Connects awards banquet in April was a great success! I would like to extend heartfelt congratulations to all of our scholarship recipients and to the winners of our Outstanding Student awards and our Outstanding Faculty and Staff Awards. To learn more, see the Conner Connects section.

Also congratulations to all students who received degrees in May 2016. 51 of our undergraduates and five of our graduate students finished last semester and we wish all of them the very best!

I would also like to highlight that Amanda Smith received the Tifton Campus Excellence

for Teaching award in April. Congratulations, Amanda!

Our next event is the J.W. Fanning Lecture, so please mark your calendars to attend on Nov. 9. This year's speaker will be Dr. Jayson Lusk from the Department of Agricultural and applied Economics at Oklahoma State University, and his lecture is titled "Consumer Trends and Impacts on the Future Food System."

Again, it is a pleasure for me to report to you the many accomplishments of our students, faculty, staff and alumni through this newsletter. Please consider sharing your updates with us so that we can write about them in the future.

Sincerely,



Octavio Ramirez

## Department Awards and Achievements

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Department alumnus **Paul Wojtkowski (M.Sc., '84)** recently published his eighth book, *Agroecology: The Universal Equations*.

**Kirstie Hostetter (B.S.E.S., '16)** received the Nesbitt-Flatt Outstanding Senior Award, as well as the 2016 Sustainable UGA Student Award.

**Pourya Valizadeh (Ph.D. student)** won the 2016 Rod Ziemer Ph.D. paper competition for his paper "Ripple Effects of Natural Disasters on International Stock Markets: Evidence from the 2011 Japan Earthquake."

**Nicholas Payne (M.S. student)** won the 2016 Rod Ziemer M.S. paper competition with his paper "Can Cattle Basis Forecasts Be Improved? A Bayesian Model Averaging Approach."

**Katelyn Clements (B.S. '14)** won a Woodrow Wilson Teaching Fellowship, which will enable her to complete a cutting-edge master's degree program in order to teach STEM subjects in urban and rural Georgia schools.

**Amanda Smith**, professor on UGA's Tifton campus, received the Tifton Campus Excellence for Teaching award.

**Tae-Young Pak (M.S., '13)** is now an Assistant Professor at the University of Alabama.

**Congratulations to our faculty and alumni for their achievements! The Agricultural and Applied Economics department is proud of all your accomplishments.**

# Faculty Spotlight

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## Jeff Jordan

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By SHARON DOWDY

Originally published in *Southscapes*

“Would you rather be given \$49 a month from now, or wait six months and get \$98?”

College of Agricultural and Environmental Sciences agricultural economist Jeff Jordan and two colleagues from George Mason University asked 878 Spalding County, Georgia, eighth-graders this question in an effort to find out which students may decide to drop out of school.

Statistics show that a large percentage of students who drop out of high school do so around the time they turn 16, said Jordan, a scientist based on the UGA campus in Griffin, Georgia. Determining how long a child is willing to wait for a reward will help pinpoint when students make the decision to drop out of school. Researchers, like Jordan, hope to find ways to encourage students to stay in school.

The study began with a small starter grant

for poverty research from the UGA Office of the Vice President for Public Service and Outreach. Using \$49 gift cards as rewards, the research team asked the students how much money it would take, from \$50 to \$98, for them to wait

six months for their reward. “Knowing whether a student wants something today or will wait for more later is the essence of high school retention,” Jordan said.

After collecting data in 2006, 2007 and 2008, the economists had to put the project on hold and wait for the students to graduate – or not.

Then, the team

cross-referenced factors, like how many days the student was absent, disciplinary referrals, standardized test scores in math and reading, whether they qualified for free or reduced lunch and whether they were in gifted or special education programs.

The results showed that males were more impatient than females; African-American students were more impatient than white students;



Illustration by CAITLIN LEMOINE

# Faculty Spotlight

*(continued)*

African-American males were the most impatient; students with higher math scores were generally less impatient; and the students who were the most impatient had higher discipline and dropout rates.

When the researchers controlled for race and gender variables, impatient students with high math scores had a 90 percent probability of graduating. Impatient students with low math scores were 59 percent more likely to drop out.

With the knowledge that impatience and math scores are strongly linked to the dropout rate, the researchers are now using mobile apps and other tools to explore ways to help impatient students increase their math scores. “Generally, when a child isn’t performing well in math, we offer tutoring or after-school help or more homework,” Jordan said. “We are just giving them more of the same of what they don’t do well in. We have to find other ways to improve their math skills and to help students understand that staying in school and reaching graduation is not only in their best interest but will pay off in the end. We need to find out whether that can be taught to 16-year-olds.”

The team has applied for a National Science Foundation grant to develop targeted intervention tools and determine at what age students’ time preferences (patience/impatience) form. The George Mason researchers are de-

veloping math game apps and other tools to encourage parent involvement and to teach parents how to help their children with math.

Jordan is leading a pilot program with kindergartners, first-, third- and fourth-graders at Jackson Road Elementary School in Griffin.

“We want to know at what age children understand the concept of money,” he said. “With these younger kids, we used Hershey’s chocolate KISSES and asked them if they wanted one today or if they would wait until next week and get four or more.”

So far, the kindergartners tend to be more patient than the fourth-graders. “Most kindergartners don’t understand money or time. They simply believe that getting more is better, so they were willing to wait,” he said. “Fourth-graders understand money, so they usually don’t want to wait.”

# ALUMNI SPOTLIGHT

**Kirstie Hostetter, EEM Major**  
*Class of 2016*

In her final undergraduate semester at UGA, Kirstie Hostetter spent her spring working as an intern for Sustainable Investment Group in Atlanta, Ga.

SIG, which recently celebrated its seventh anniversary at the end of May, primarily works with existing buildings to achieve Leadership in Energy and Environmental Design, or LEED, certifications, a task they also do for design teams working on new buildings. Additionally, SIG has experience with other green building certifications, such as the Green Real Estate Sustainability Benchmark (GRESB).

A small company of fewer than 30 full-time employees, SIG is divided into two teams: an engineering team and a consulting team, which Hostetter worked with. While she mainly worked under Project Manager Collin Shepard, she also worked directly with the company's CEO, Charlie Cichetti, on an awards application for a variety of properties SIG works with.

"[Cichetti] is very accessible to the entire team," Hostetter said.

In addition to her role as a sustainability analyst, she worked with SIG's marketing team to produce blog posts for the company's website on a wide variety of topics, from urban planning in developing countries to changes in the LEED rating system.

By far, Hostetter's favorite experience working for SIG involved learning about GRESB, which she had never heard of before the internship.

"I had the opportunity to put together an

hour-long educational presentation to be given to clients who might be interested in GRESB," she said. "With guidance from my boss I began to do intensive research on the origins of the sustainability benchmark and even read through the entire 200+ page

GRESB reference guide. This experience gave me the chance to truly become an expert on a specific sustainability guideline and reporting system. I also appreciated that my co-workers trusted me enough and thought my work was of high enough quality that they would ask me to put together such an important presentation.

Hostetter credited a large part of her success at SIG to Dr. Nick Magnan's development economics class.

"I believe that more classes could follow Dr. Magnan's example and have us using Excel, writing blog post-type articles, researching policy white papers, and the like in order to prepare us for tasks that we are likely to encounter in the working world," she said.

In the end, Hostetter said she would highly recommend an internship with SIG.

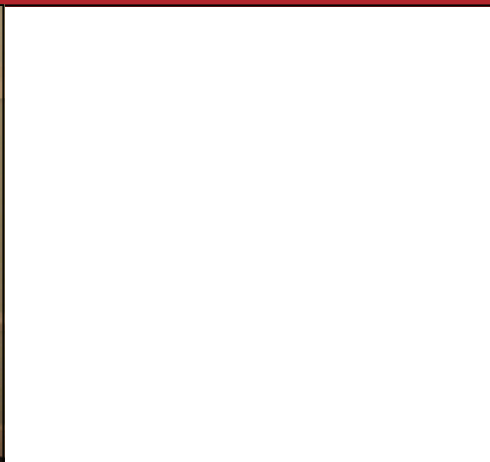
"In a way that a classroom simply cannot, working in an office has enlightened me as to the dynamics of the real world in many senses of the word."



# Conner Connects

The annual Conner Connects banquet and awards ceremony was held in the Garden Terrace Room at the State Botanical Gardens in Athens on April 26, 2016. Faculty, staff, students, parents and friends enjoyed a delicious meal while celebrating the department's accomplishments and award winners.





## Scholarship Winners

**Georgia Farm Credit Associations Scholarship**  
 Elizabeth Isgar  
 Emily Braswell  
 Haley Vickery  
 Samantha Strickland  
 Tristan Smith

**Firor Memorial Scholarship**  
 Anna Trakhman  
 Kelly Thompson  
 Victoria Wright

**Proctor Memorial Scholarship**  
 Charles Orgbon

**Tate Brookins Memorial Scholarship**  
 Ashley Smith  
 Chase Sherwood  
 Hannah Rull  
 Malik Grace

Phyllicia Thomas  
 Sarah Newman

**Brannen Scholarship**  
 Jordan Rowe

**Tom Frazier Memorial Scholarship**  
 Mallory Warren

**Wen Williams Scholarship**  
 Bryan Tucker

**Ellen Coats** won the award for **Outstanding Master of Science Student**. She has been a graduate research assistant since August 2014, and her research interests include programming, consumer behavior, food and nutrition, and non-market economic valuation. While an undergraduate at Mississippi State University, she received the Department of Political Science's Outstanding Undergraduate Student award and the Mickey and Babbs Holliman Loyalty Scholarship.



**Cole Nicholson** won the award for **Outstanding Master of Agribusiness Student**. He has been on the Dean's List since May 2014; that same month, he was awarded the College of Agriculture and Applied Economics Rotary Student Service Award for his work with UGArden. Cole has also served as a Commodity Classic Ag Conference Business Representative and as a member of the Rotaract Club.



**Ashley Barfield** won the award for **Outstanding Ph.D. Student**. Since beginning her career at UGA in 2006, she has been heavily involved with environmental activities and organizations around campus. Currently, she is a member of the Agricultural Economics Graduate Student Association. Her research interests include environmental and natural resource economics, non-market valuation and policy analysis.







**Jerri Gray** won the **Outstanding Agricultural and Applied Economics Senior** award, **Haley Cook** won the **Outstanding Agribusiness Senior** award, and **Matthew Pace** won the **Outstanding Leadership** award. Not pictured, **Kirstie Hostetter** won the **Outstanding Environmental Economics and Management Senior** award and **Elizabeth Jackson** won the **Outstanding Food Industry Marketing and Administration Senior** award.

**Charice Stroud**, pictured with Dr. John Bergstrom and Dr. Octavio Ramirez, won the **Inspiring Student Award**.



**Dr. Joshua Berning** won the Graduate Student Association's **Outstanding Faculty Award**. Not pictured, **Carly Puckett** won both the Graduate Student Association and the Agricultural and Applied Economics Club's **Outstanding Staff Award**, while Dr. **Travis Smith** won the Agricultural and Applied Economics Club's **Outstanding Faculty Award**.



# J.W. Fanning

## Lecture



The 32nd annual J. W. Fanning lecture will be on **November 9, 2016** at the Georgia Center for Continuing Education. We are honored to have **Dr. Jayson Lusk** from the Department of Agricultural and Applied Economics at Oklahoma State University as this year's speaker. His lecture is entitled "**Consumer Trends and Impacts on the Future Food System.**"

Dr. Lusk earned his Ph.D. in Agricultural Economics from Kansas State University and is currently Regents Professor and Willard Sparks Endowed Chair of the Department of Agricultural Economics at OSU. He has also been an AAEA Fellow and a Samuel Roberts Noble Distinguished Fellow with the Oklahoma Council of Public Affairs since 2013. In 2011, Dr. Lusk worked in Paris as a visiting researcher at the French National Institute for Agricultural Research on a fellowship from the Organization of Economic Cooperation and Development. He has been published in *The New York Times*, *Wall Street Journal* and more.

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**All events will take place at the Georgia Center for Continuing Education.**

**8:30 a.m.** — Agricultural Economics Association of Georgia Board Meeting  
Craig Boardroom

**10:00 a.m.** — Registration and Refreshments  
Pecan Tree Galleria

**10:30 a.m.** — J.W. Fanning Lecture  
Masters Hall

*Welcome*

*Introduction of Speaker:* Octavio Ramirez, Head and Professor,  
Department of Agricultural and Applied Economics, UGA

*Lecture:* Dr. Jayson Lusk

**12:00 noon** — Luncheon  
Magnolia Ballroom

*Presentation of J.W. Fanning Professional Awards:* Bryan Tolar,  
President of Agricultural Economics Association of Georgia

**1:30 p.m.** — Adjourn

**The cost of the luncheon is \$30. There is no cost for attending the lecture only.**

# Spring 2016 Graduates

## *Undergraduate Degrees*

Student	Major	Degree
Austin Ashe	Agribusiness	BSA
Daniel Brantley	Agribusiness	BSA
Dylan Chandler	Agribusiness	BSA
Thomas Coggins	Agribusiness	BSA
Haley Cook	Agribusiness	BSA
Jonathan Cooley	Agribusiness	BSA
Madeline Echols	Agribusiness	BSA
Zachary Floyd	Agribusiness	BSA
Jacob Gower	Agribusiness	BSA
Taylor Hartley	Agribusiness	BSA
Nicole Holden	Agribusiness	BSA
Joshua Hutchinson	Agribusiness	BSA
Siera Jackson	Agribusiness	BSA
Grant Laird	Agribusiness, Environmental Economics and Management	BSA
Cole Nicholson	Agribusiness	BSA
Logan Nielsen	Agribusiness	BSA
Thomas Phillips	Agribusiness	BSA
Christopher Reynolds	Agribusiness	BSA
Devon Silvey	Agribusiness	BSA
Olivia Souder	Agribusiness	BSA
Jodie Stringer	Agribusiness	BSA
Charice Stroud	Agribusiness, Food Industry Marketing Administration	BSA
Joshua Thomas	Agribusiness	BSA
Michael Thompson	Agribusiness	BSA
Brandon Weiner	Agribusiness	BSA
Jordan Williams	Agribusiness	BSA
Randall Yelverton	Agribusiness	BSA
Thomas Barrow	Agricultural and Applied Economics	BSA
Gabrielle Buono	Agricultural and Applied Economics	BSA

# Spring 2016 Graduates

## *Undergraduate Degrees (cont.)*

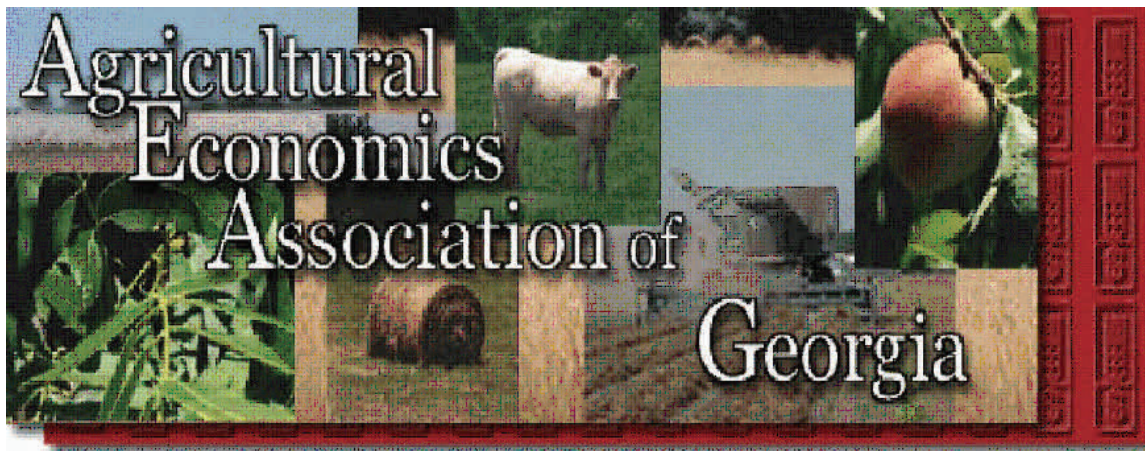
<b>Student</b>	<b>Major</b>	<b>Degree</b>
Tyler Cooney	Agricultural and Applied Economics	BSA
Ryan Disalle	Agricultural and Applied Economics	BSA
Hunter Malgarie	Agricultural and Applied Economics	BSA
Jonathan Moss	Agricultural and Applied Economics	BSA
Elizabeth Jackson	Food Industry Marketing and Administration	BSES
Lucy Weyand	Food Industry Marketing and Administration	BSES
Savannah Bowling	Environmental Economics and Management	BSES
Everett Butler	Environmental Economics and Management	BSES
Hannah Donnelly	Environmental Economics and Management	BSES
Kirstie Hostetter	Environmental Economics and Management	BSES
Nicholas Jenkins	Environmental Economics and Management	BSES
Catherine Klein	Environmental Economics and Management	BSES
Brett Kole	Environmental Economics and Management	BSES
Stephanie Lindo	Environmental Economics and Management	BSES
Grace Luetkemeyer	Environmental Economics and Management	BSES
Samantha McDonald	Environmental Economics and Management	BSES
Marissa McKoy	Environmental Economics and Management	BSES
Rachel Minowa	Environmental Economics and Management	BSES
Isaac Ringer	Environmental Economics and Management	BSES
Matthew Rodder	Environmental Economics and Management	BSES
Evan Thorsen	Environmental Economics and Management	BSES
Zach Vickers	Environmental Economics and Management	BSES

## *Graduate Degrees*

<b>Student</b>	<b>Major</b>	<b>Degree</b>
Audrianna Marzette	Agribusiness	MAB
Timothy Boleman	Agricultural and Applied Economics	MS
Ellen Coats	Agricultural and Applied Economics	MS
Xueqian Lu	Agricultural and Applied Economics	MS
Shen Liu	Agricultural and Applied Economics	Ph.D.

# Department Publications

- Craig E. Landry**. 2016. "Experimental Methods in Economic Valuation" Chapter 10 in *A Primer on Non-Market Valuation*, 2nd Edition, Champ, P., K. Boyle, and T. Brown (Eds), Springer: New York, NY.
- Craig E. Landry**, Alyson R. Lewis\*, Haiyong Liu, and Hans Vogel song. 2016. "Economic Value and Economic Impact of Visitation to Cape Hatteras National Seashore: Addressing Onsite Sampling" *Marine Resource Economics* 31(3): 301-22.
- Smith, T.A., J. Berning, G. Colson, J. Dorfman** and X. Yang. 2016. "The Effects of Benefit Timing and Income Fungibility on Food Purchasing Decisions among SNAP Households." *American Journal of Agricultural Economics*, 98(2): 564-580.
- Pak, T-Y., **S. Ferreira**, and **G. Colson** (2016). "Measuring and Tracking Obesity Inequality in the United States," *Population Health Metrics* 14: 12
- Colson, G.**, J.R. Corrigan, C. Grebitus, M. Loureiro, and M.C. Rousu (2016). "Which Deceptive Practices, If Any, Should be Allowed in Experimental Economics Research? Results from Surveys of Applied Experimental Economists and Students," *American Journal of Agricultural Economics* 98(2):610-621.
- Brown, J., **G. Colson**, C.B. de La Serre, **N. Magnan** (2016). "Summer Garden Programs Improve Children's Food Knowledge and Preferences: Evidence Using Stated and Revealed Preference Measures," *HortTechnology* 26 (2):133-140.
- Colson, G.**, G. Melo, **O.A. Ramirez** (2015). "Survey Evidence on Legal and Illegal Hispanic Immigrants' Perceptions of Living and Working in US Agriculture," *AgBioForum* 18(3):259-265.
- Menapace, L., **G. Colson**, and R. Raffaelli (2016). "A Comparison of Hypothetical Risk Attitude Elicitation Instruments for Explaining Farmer Crop Insurance Purchases," *European Review of Agricultural Economics* 43(1):113-135.
- Wang, N., **J.E. Houston, G. Colson**, and Z. Liu (2015). "Consumer Attitudes Toward the Use of Gene Technology in Breakfast Products: Comparison between College Students from the U.S. and China," *Journal of Food Research* 4(6):143-154.
- Xian, H., **B. Karali, G. Colson**, M.E. Wetzstein (2015). "Diesel or Compressed Natural Gas? A Real Options Evaluation of the U.S. Natural Gas Boom on Fuel Choice for Trucking Fleets," *Energy* 90(2):1342-1348.
- Castellari, E. and **J. Berning**. "Can providing a morning healthy snack help to reduce hunger during school time? Experimental evidence from an elementary school in Connecticut," forthcoming in *Appetite*. doi:10.1016/j.appet.2016.02.157
- Yue, C. **B.L. Campbell**, C. Hall, B.K. Behe, J. Dennis, and H. Khachatryan. 2016. "Consumer Preference for Sustainable and Origin Attributes in Plants: Evidence from Experimental Auctions." *Agribusiness: An International Journal* 32(2): 222-235.
- Krahe, J. and **B.L. Campbell**. 2016. "Impact of Technology on Labor and Sales in the U.S. Green Industry." *HortTechnology* 26(3):1-10.
- Travis J. Lybbert, **Nicholas Magnan**, and W. Douglas Gubler (2016). "Multi-Dimensional Response to Risk Information: How do Winegrape Growers Respond to Disease Forecasts and to what Environmental Effect?" *American Journal of Agricultural Economics* 98 (2): 383-405.
- Fonsah, E. G.**, S.N. Awondo (2016). "Cost Estimates and Investment Analysis for Muscadine Grapes Production in Georgia". *Journal of Food Distribution Research*, 47(1):1-5.



As fellow graduates from the Agricultural and Applied Economics Department of the University of Georgia, we invite you to join the Agricultural Economics Association of Georgia. The investment is nominal, but the rewards and mission are great. It is our hope that most of you will want to support the organization that promotes our industry and field of education.

The Agricultural Economics Association of Georgia (AEAG) was established in 1976.

The goals of the Association are:

- ◆ To provide opportunities for the professional improvement of people interested in the field of agricultural economics
- ◆ To provide a forum for the discussion of economic problems and issues of mutual interest to people working in agriculture, agribusiness, and related fields
- ◆ To recommend solutions to economic problems facing Georgia's agriculture

Agricultural economics is involved in all sectors of our economy. The opportunities are greater now than ever before. We must recruit more students and better support agricultural economists if we are to meet the challenges for further application of agricultural economics to farm, resource, environmental, and agribusiness problems.

The AEAG board has new goals to support students in agricultural and applied economics as well as high school students who have yet to make decisions about college. We need your support to be able to carry out those goals to assist the future leaders in our field.

- ◆ AEAG membership offers benefits through the following:
  - ◆ *Journal of Agribusiness*
  - ◆ AEAG newsletter
  - ◆ J.W. Fanning lecture
  - ◆ Recognition for career accomplishments
  - ◆ Enhanced educational opportunities for students in agricultural economics

*(continued)*

In addition, AEAG enjoys an active relationship with the Department of Agricultural and Applied Economics at the University of Georgia. The activities of the association provide occasions for interaction among AEAG members, faculty and students. This interaction provides students and professionals important opportunities to network for the purpose of future career connections and the sharing of information and knowledge.

Below you will find an application for membership. Lifetime memberships are also available. If you would like to know more about AEAG, visit the AEAG website at <http://aeag.uga.edu>.

**Yes, I would like to join the Agricultural Economics Association of Georgia!**

Name: \_\_\_\_\_

Employer: \_\_\_\_\_

Title: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/ZIP: \_\_\_\_\_

Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_

**Please check one:**

- Student Member (\$10)
- Individual Member (\$25)
- Library/Institutional Member (\$35)
- Corporate Member (\$150)
- Individual Lifetime Member (\$250)
- Corporate Lifetime Member (\$1000)

Please send your membership application and dues to the following address:

Agricultural Economics Association of Georgia  
303 Conner Hall  
University of Georgia  
Athens, GA 30602-7509

For more information, call 706-542-0763 or visit <http://aeag.uga.edu>.