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SAEA web site <http://www.saea.org>

PRESIDENT'S CORNER

Make your plans now for attending the SAEA annual meeting to be held in Tulsa, Oklahoma February 13 through 18, 2004. Please note that this is two weeks later than we usually meet. The SAEA registration and meetings will be held in the Doubletree Hotel Tulsa-Downtown. Rates will be \$95/night for a single or double room. We will send full registration information at a later date but if you would like to make early reservations you may do so by calling Doubletree at 1-918-587-8000 and asking for the Southern Association of Agricultural Scientists group rate. The deadline for hotel registration at the group rate is January 15, 2004. Further information on accommodations is available at the SAAS web site <http://www.saasinc.org/TulsaHotelInfo.asp>.

I want to call your attention to the general SAAS session on Sunday afternoon. SAEA Director Michele Marra is organizing a multidisciplinary panel to discuss the pros and cons associated with biotechnology. As I mentioned in the last newsletter, this will be the second time in three years that the Southern Agricultural Economics Association will have provided leadership in organizing a general Sunday session for the entire Southern Association of Agricultural Scientists. Please try to plan your travel schedule to arrive in time for this 4:00pm session on Sunday afternoon.

We are in the final stages of planning a Tuesday evening event similar to those held at the last several meetings. This event has been well received and presents an opportunity for socializing with colleagues throughout the profession. We thank Damona Doye at Oklahoma State University for coordinating this effort.

Last newsletter I mentioned our concerns about declines in our membership. You can do your part by encouraging colleagues and graduate students to become members and to participate by submitting journal articles to the JAAE and by presenting papers at the annual meetings.

Membership carries with it another important benefit – it enables you to vote for the SAEA officers and to participate in the leadership of the Association. In this issue of the Newsletter you will find short statements for each of the candidates for director and president-elect for this year. Please read them carefully and then exercise your obligation to vote by completing and returning the election ballot. On behalf of the Association I want to express our deep appreciation to all of the candidates who agreed to run for office this year. Their personal commitment to the profession through service as an officer is exemplary.

We have just passed the deadline dates for award nominations for this coming year. Dr. Steve Turner, past-president, is coordinating the awards selection process. Now is the time to begin thinking about persons you might want to nominate for awards to be presented at the 2005 meetings. The most prestigious award we present is the Lifetime Achievement Award which recognizes significant and enduring contributions in the scholarship of research, teaching, and/or extension/outreach to southern agricultural economics. As you think about possible nominees for this award for 2005, keep in mind that these are individuals we hold up to young professionals and those outside our profession as having demonstrated outstanding excellence in the practice of their profession during their careers. We have many deserving individuals and want to make sure no one is overlooked for reason of not being nominated.

This fall the Executive Board will be actively involved in finalizing the selection of a new editor for the JAAE. It is still not too late to express an interest. If you are interested or know of someone you think we should contact, please let me know as soon as possible.

Have a very pleasant fall.

Les Myers
President

Candidates for SAEA Officers

President-Elect

John B. Penson, Jr., Regents Professor and Stiles Professor of Agriculture, Department of Agricultural Economics Texas A&M University. B.S. and M.S., Southern Illinois University (1964 and 1967), Ph.D., University of Illinois (1973).

Specialization: Macroeconomics of agriculture and finance.

SAEA: Editor, *Journal of Agriculture & Applied Economics*. **AAEA:** Past service includes the Outstanding Doctoral Dissertation Award Committee (Chair), the Outstanding Policy Contribution Award Committee, and the Quality of Communications Award Committee. **Other**

Service: Current service includes instructor in graduate programs at universities located in Guatemala, Nicaragua, and Ecuador. Past service includes Tenure and Promotion Committee (Chair), College of Agriculture and Life Sciences, TAMU; Member, Faculty Senate (3 terms), TAMU; Distinguished Alumni Award Committee, TAMU; Leader of Graduate Programs, AGECE, TAMU; Visiting Scholar, Federal Reserve Bank of Kansas City; **Awards:** AAEA Outstanding Doctoral Dissertation Award (1974); Deputy Chancellor's Distinguished Undergraduate Teaching Award, TAMU (1983); Distinguished Achievement Award in Research, Association of Former Students, TAMU (1984); Outstanding Undergraduate Teaching Award, WAEA (1984); AAEA Distinguished Undergraduate Teaching Award for More Than Ten Years Experience (1986); Outstanding Alumnus Award, College of Agriculture, Southern Illinois University (1986); Stiles Professor of Agriculture Endowed Professorship, TAMU (1988); Deputy Chancellor's Award for Team Research, TAMU (1991); Distinguished Achievement Award in Teaching, Association of Former Students,

TAMU (1992); Honor Professor Award, College of Agriculture and Life Sciences, TAMU (1993); Outstanding Professor Award, AAEA undergraduate club, TAMU (1993 and 2003); AAEA Distinguished Policy Contribution Group Award (1997); Regents Professorship Award,

Board of Regents, TAMU (2000). **Publications:** author of refereed journal articles appearing in regional, national and international journals, including the *American Journal of Agricultural Economics*, the *Canadian Journal of Agricultural Economics*, the *European Journal of Operations Research*, and the British journals *Applied Economics* and *Journal of Agricultural Economics*. Author of 15 books focusing on agricultural economics, agricultural finance, personal finance, and financial statement analysis as well as chapters in 4 books.

At the end of your term, what changes/new initiatives would you like to help create? My focus would be two-fold: (1) promoting membership in the SAEA and (2) enhancing communication among members. Among the changes I would propose to expand membership would be to require an author of an accepted refereed article scheduled to appear in the *JAAE* to be a member of the SAEA as many other journals have done. I would also like to explore ways to enhance student membership and participation. With respect to communications, I would propose exploring the feasibility of adding an electronic membership directory on the SAEA website where members can readily search for the addresses of other members by name, and by specialty area.

Kimberly L. Jensen, Professor, Department of Agricultural Economics, University of Tennessee, Knoxville; Ph.D., Oklahoma State University, 1986; M.S., Arizona State University, 1983; B.S., Arizona State University, 1981. **SAEA Service:** Second Vice President, 1999-2000; Reviewer *JAAE*, 1991, 1992, 1995, 1998, 2001, 2002; Chair of Marketing Papers, 1993; Invited Paper Discussant, 1995; Reviewer and Moderator for Selected Papers Sessions. **AAEA Service:** Co-Chair AAEA Selected Papers, 1993; Reviewer *AJAE*, 1990-1992, 1994-1995, 1997-1998; Reviewer and Moderator for Selected Papers Sessions; Undergraduate Curriculum Committee, 1997-1998. **Awards:** 2001 President's Award for Excellence in Research and Communication, Food Distribution Research Society; UT CASNR Neal and Tacie Peacock Teaching and Learning Merit Certificate, 2000; SAEA First Place Poster Award, 1995; UT Institute of Agriculture Distinguished Young Scientist Award, 1996. **Research:** Area of specialization-agricultural marketing and agribusiness development; Co-director-Agri-Industry Modeling and Analysis Group; Over 144 publications and presentations, including 25 refereed journal articles and book chapters, and 28 invited and selected papers and symposia; Nearly \$700,000 in grants and contracts. **Teaching:** Teach 3 courses per year at the undergraduate and graduate level, including 2 online courses; M.S. Agribusiness Program Committee member, 1999-2003; Agribusiness Club Advisor, 1988-1991; Alpha Zeta Advisor, 1991-1993; Undergraduate Advisor, 1987-1994; Graduate Committee, 1995-1998, 2003; CASNR Ambassador Advisor, 1999-2001. **Other Service:** Vice Chair, UT Research Council, 1997-1998; Chancellor's Award for Research and Creative Achievement Selection Committee, 1997; UT Faculty Senate 1993; Chair S-217 Regional Research Committee, 1992-1993.

At the end of your term, what changes/new initiatives would you like to have helped create? I would strive to improve the system of communication among members and to expand the Association's recognition among industry professionals.

Potential methods to achieve these two objectives are:

1. Better member information and communication systems
 - a. *Searchable Online Member Directory* placed on the SAEA web site. This online directory would be searchable by name, location, and professional interest. Information would be updated as members register each year.
 - b. *Student Information Center* on the SAEA web site where Departments could list links to academic program information and post news about available graduate assistantships and scholarships. Companies could also list available internships for graduate students. As more online courses are being developed, SAEA could provide a site for posting information about online courses.
2. Improved industry recognition
 - a. Industry Award provided periodically or annually to recognize outstanding contributions or service by industry professionals.
 - b. Industry provided scholarships for graduate or undergraduate student members of SAEA.

Director

Charles R. (Charlie) Hall is a Professor and Extension Economist in the Department of Agricultural Economics at the University of Tennessee. He obtained his Ph.D. in Agricultural Economics from Mississippi State University in 1988; his M.S. in Ornamental Horticulture from the University of Tennessee in 1986; and his B.S. in Agricultural Economics from the University of Tennessee in 1984. Charlie began his career at Texas A&M University, where he was on the faculty for 13 years. In early 2002, Charlie moved to Tennessee to join the faculty at UT. **Extension activities:** Dr. Hall's Extension program focuses on the economics of producing and marketing horticultural products grown in Tennessee including all fruits, vegetables, nursery and greenhouse crops. His major areas of specialization include strategic management, marketing strategies for firms at the wholesale and retail level, financial analysis for horticultural firms, and the situation/outlook for major horticultural crops. **Research activities:** Chair of Western Coordinating Committee on Agribusiness (WCC-72); Past Chair and Secretary of Multi-state Regional Project S290 (Technical and Economical Efficiencies of Producing, Marketing, and Managing Environmental Plants); Grantsmanship: \$1.23 million to date. **Teaching activities:** From 1997 to 2002, Charlie served as Director of the Master of Agribusiness (MAB) Program. The Master of Agribusiness degree program is non-thesis, interdisciplinary, and jointly administered by the College of Agriculture and Life Sciences and the Lowry Mays College and Graduate School of Business. While at Texas A&M, Charlie taught AGEC 440 *Economics of Agribusiness* in the fall and spring semesters; taught AGEC 629 *Strategic Agribusiness Management* in the fall semester annually; taught AGEC 625 *Environment of Agribusiness* in the spring semester each year. He also has advised and served on over 30 graduate student committees. **Honors:** UTIA Outstanding Publication Award, (2003) ASHS Outstanding Publication Award (2003), Alpha Gamma Rho Grand Presidents Award (2003), Honorary Lifetime Membership to Texas Nursery and Landscape Association (2001), Vice Chancellor's Award in Excellence for Student Counseling and Relations (2001), Association of Former Students Distinguished Teaching Award (2000), Texas Agricultural Extension Service Superior Service Award (1994).

At the end of your term, what changes/new initiatives would you like to have helped create?

After examining the proposed initiatives of last year's elected president and three directors, my focus would be on creating alliances and partnerships with other organizations and institutions to insure that the SAEA continues to provide the best possible product and services to its members. Also, since one of the strengths of our Association is the balance of participation between the teaching, research, and extension functions, I would work to strengthen our initiatives with respect to adult or continuing education and life-long learning, while increasing the commitment to undergraduate and graduate education. I would seek to insure that all members have ample opportunity to communicate to leadership how SAEA might better serve their needs as a professional organization. I believe that a continuing challenge for SAEA will be to adapt to these needs as rapid change continues to affect the agricultural economy, rural communities, and natural resources. We should also strive to more fully utilize on-line information and communication technologies to streamline procedures and information flows during the journal review process.

Steve Isaacs Extension Professor and Farm Management Specialist, University of Kentucky Department of Agricultural Economics. He obtained his B.S. (1976) and Ph.D. (1992) from the University of Tennessee. After receiving his B.S. degree, Steve began his career as general manager for Maymead Stock Farm in Mountain City, Tennessee. In 1985 he accepted a research associate position in the Department of Agricultural Economics and Rural Sociology at the University of Tennessee. He joined the faculty in the Department of Agricultural Economics at the University of Kentucky as an assistant professor in 1992. He was promoted to the rank of Associate Professor in 1997 and currently holds the rank of Professor.

Program activities: Dr. Isaacs is an Extension Farm Management specialist in Kentucky and teaches undergraduate Agricultural Management Principles. His major Extension educational programs include enterprise analysis, financial management and record keeping, personnel management, and the economics of farm safety. He has conducted over 400 Extension presentations, multi-session workshops, in-service training sessions, and professional meeting presentations. He has authored or co-authored over 130 publications and has directed n over \$625,000 of grant-funded programming.

Service activities: In addition to membership in several professional organizations, Dr. Isaacs serves on the North Central Region Extension Farm Management committee, is a former member and chair of the Southern Extension Farm Management committee, former chair of the UK College of Agriculture Faculty Council, member of the UK Faculty Senate, and is a member of the National FFA Farm Business Management committee. **Awards:** Dr. Isaacs has received Outstanding Extension Program awards from the Southern Ag Economics Association and the Association of Kentucky Extension Specialists. He has received the Gamma Sigma Delta Master Teacher award and the UK Alumni Association Great Teacher award for undergraduate teaching. **International experience:** International experience includes on-site training, consultation, and participation in professional meetings in Ukraine, Brazil, Argentina, Mexico, Canada, Namibia, and South Africa.

At the end of your term, what changes/new initiatives would you like to have helped create?

The strength of any regional association of professionals is to serve as a medium of exchange. Too often we become isolated in our states, departments, or even our offices. Professional associations offer the opportunity to share knowledge through print (both electronic and ink) and face-to-face communications at association meetings. In a restrictive budget environment where out-of-state travel is the first lamb to the slaughter, the challenge is to maintain or find substitutes for the face time. I'd like to investigate the delivery of professional presentations in a real-time or delayed basis to interested parties who are unable to attend in person. Distance delivery may not be the best option, but it is one to be explored. Further, the association can serve as a mechanism to identify and support subgroups of interested colleagues in electronic interchange of information and programming. My participation in regional committees has offered the opportunity to witness the benefits and the impediments to alternative communication strategies. The fiscal realities of the future suggest we be creative in interchange of information and providing value to members; otherwise, some future annual meeting may be a poorly attended funeral service.

2004 SAEA ANNUAL MEETINGS
Tulsa, Oklahoma
February 13 -18, 2004

Important Dates/Deadlines

The December Newsletter will contain registration information for the February meetings in Tulsa. As soon as the registration information is available, we will be posting the information of the SAEA website. Please check the site for the most current information.

SEE YOU IN TULSA!!!!

**SAEA NOW ACCEPTING
 CREDIT CARDS**

The SAEA processed the first credit card transaction during the last week of September, 2003. We will now accept credit card payment for page charges, registration, and other items. Currently we accept Visa, Mastercard, American Express, and procurement cards. Look for this option on the registration material.

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OFFICIAL BALLOT
2004-2005 SAEA OFFICER ELECTION

**VOTE FOR ONE CANDIDATE IN EACH OFFICE BY MARKING
 AN "X" IN THE SPACE BESIDE THE NAME OF YOUR CHOICE:**

President-Elect

Kimberly Jensen _____

John Penson _____

Director

Charlie Hall _____

Steve Isaacs _____

**BALLOTS MUST BE POSTMARKED BY
 DECEMBER 5, 2003 TO BE COUNTED**

Mail completed ballots to: Les Myers
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<p>Suggestion for future officers</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p>
