

# Dale Johnson Curriculum Vita

## Background Information

Farm Management Specialist  
University of Maryland Extension  
Department of Agricultural and Resource Economics, University of Maryland

## **Educational Background**

- 2006 Boston University, Certificate in Financial Planning.  
1986 Cornell University, M.S. Agricultural Economics.  
1983 Utah State University, B.S. Magna Cum Laude, Agribusiness Management.  
1981 Ricks College, Associate Degree, Highest Honors, Farm Crops Management.

## **Employment Background**

- 1985-present Farm Management Specialist, University of Maryland Extension/Department of Agricultural and Resource Economics, University of Maryland.
- 2000 & 2001 Acting Regional Extension Director, University of Maryland Extension.
- 1992 Agribusiness Advisor to Poland, United States Department of Agriculture (One year leave of absence from the University of Maryland)
- 1984-1985 Research and Teaching Assistant, Department of Agricultural Economics, Cornell University.
- 1978-1983 Self-employed Farmer, Shelley, Idaho.

## Research, Scholarly, and Creative Activities

### **Articles in Refereed Journals**

- Hardy, I., Ou-Yang, L., Johnson, D.M., & Lessley, B.V. (1989). Optimal returns and risk avoidance for a small part-time forage livestock farm. Journal of Production Agriculture, 2(April-June): 151-155.
- Levins, R.A., & Johnson, D.M. (1989). A software package for teaching farm planning. Southern Journal of Agricultural Economics, 1(July): 157-162.
- Hanson, J.C., Johnson, D.M., Janke, R., & Peters, S. (1990). The profitability of agriculture in the mid-Atlantic region. Northeastern Journal of Agricultural and Resource Economics, 2(October): 90-98.

Hanson, J.C., Johnson, D.M., Miller, R.J., & Adams, D.C. (2006). Training Extension Professionals from Developing Countries Through Educational Workshops Conducted in the United States. Feature Article, Journal of Extension. 44(5) Article Number 5FEA6

Hanson, J.C., Johnson, D.M., Lichtenberg, E., & Minegishei, K. (2013) Competitiveness of Management Intensive Rotational Grazing Dairies in the Mid-Atlantic, 1995 to 2009. Journal of Dairy Science, 96(3): 1894-1904

## **Reports and Extension Publications**

### **Reports**

Lessley, B.V., & Johnson, D.M. (1989). Custom Work Charges in Maryland. Information Series No. 208901. Department of Agricultural and Resource Economics, University of Maryland. 11 pp.

Johnson, D.M. (1991). 1991 Government Program - What Should You Do? Information Series No. 109101. Department of Agricultural and Resource Economics, University of Maryland. 12 pp.

Johnson, D.M. (1993). Custom Work Charges in Maryland. Information Series No. 209301. Department of Agricultural and Resource Economics, University of Maryland. 11 pp.

McNew, K., Hanson, J.C., & Johnson, D.M. (1996). Crop Insurance: Implications and Opportunities for Farmers. (Marketing Information Series 96-01). Department of Agricultural and Resource Economics, University of Maryland. 10 pp.

Johnson, D.M., Hanson, J.C., & Miller, R.J. (2004). Extending Educational Outreach to Farmers in Uzbekistan. Information Series 200402. Department of Agricultural & Resource Economics, University of Maryland. 12 pp.

Johnson, D.M., Hanson, J.C., & Miller, R.J. (2005). Extending Educational Outreach to Farmers in Kazakhstan. Information Series 200501. Department of Agricultural & Resource Economics, University of Maryland. 8 pp.

Johnson, D.M., Fultz, S.W., & Bell, M.R. (2006). Dairy Success through Management-Intensive Grazing. Maryland-Delaware Forage Council and Natural Resources Conservation Service, United States Department of Agriculture. 16 pp.

Hanson, J.C. & Johnson, D.M. (2009) Kazakhstan Agricultural Extension System:

Recommendations for Success. Report and recommendations to improve the Kazakhstan Agricultural Extension System commissioned by the Kazakhstan Agricultural Competitiveness Project and the World Bank. 25 pp.

Hanson, J.C. & Johnson, D.M. (2009) Kazakhstan Agricultural Competitiveness Project: Comments on Mid-term review. Report to World Bank representatives critiquing the strategic plans of the Kazakhstan Agricultural Competitiveness Project. 4 pp.

Johnson, D.M. & Oña, D. S. (2010) Trip Report and Recommendations: Collaboration of HasNa, Development Centre, and IPAN to Establish Education Programs for Poor Farmers in Rural Turkey. 20 pp.

### **Fact Sheets (Peer-Reviewed)**

Johnson, D.M., & Hanson, J.C. (1989, revised in 2009) Diagnosing Your Farm Financial Health. (Fact Sheet 538) University of Maryland Extension. 3 pp.

Johnson, D.M., & Hanson, J.C. (1989, revised in 2009) Assessing and Improving Farm Profitability. (Fact Sheet 539) University of Maryland Extension. 7 pp.

Johnson, D.M., & Hanson, J.C. (1989, revised in 2009) Assessing and Improving Farm Solvency. (Fact Sheet 540). University of Maryland Extension. 8 pp.

Johnson, D.M., & Hanson, J.C. (1989, revised in 2009) Assessing and Improving Farm Cash Flow. (Fact Sheet 541) University of Maryland Extension. 12 pp.

Hanson, J.C., & Johnson, D.M. (1990) Developing and Improving Your Farm Records. (Fact Sheet 542) University of Maryland Extension. 4 pp.

Hanson, J.C., & Johnson, D.M. (1990, revised in 2009) Analyzing Investment Opportunities - The Time Value of Money in Farm Decision Making. (Fact Sheet 543) University of Maryland Extension. 4 pp.

Hanson, J.C., & Johnson, D.M. (1990) Marketing: Critical to Effective Farm Management. (Fact Sheet 544) University of Maryland Extension. 3 pp.

Lessley, B.V., Johnson, D.M., & Hanson, J.C. (1990, revised in 2009) Enterprise Budgets in Farm Management Decision Making. (Fact Sheet 545) University of Maryland Extension. 7 pp.

Lessley, B.V., Johnson, D.M., & Hanson, J.C. (1990) Cost Considerations in Farm Management Decision Making. (Fact Sheet 546) University of Maryland Extension. 4 pp.

Lessley, B.V., Johnson, D.M., & Hanson, J.C. (1990, revised in 2009) Analyzing Farm Change With the Partial Budget. (Fact Sheet 547) University of Maryland Extension. 7 pp.

Lessley, B.V., Johnson, D.M., & Hanson, J.C. (1990) Economic Principles in Farm Management Decision Making. (Fact Sheet 548) University of Maryland Extension. 7 pp.

Hanson, J.C., & Johnson, D.M. (1994, revised in 2009) Leadership and Management of Farm Businesses. (Fact Sheet 667) University of Maryland Extension. 4 pp.

Johnson, D.M., & Hanson, J.C. (1994, revised in 2009) Focusing Your Dreams: Creating a Mission Statement. (Fact Sheet 668) University of Maryland Extension. 7 pp.

Hanson, J.C., & Johnson, D.M. (1994) Discover Your Priorities: Develop a Needs Assessment. (Fact Sheet 669) University of Maryland Extension. 8 pp.

Johnson, D.M., & Hanson, J.C. (1994, revised in 2009) Strategic Planning: Drafting a Blueprint for Your Farm Business. (Fact Sheet 670) University of Maryland Extension. 7 pp.

Johnson, D.M., & Hanson, J.C. (1994, revised in 2009) Time Management: Making the Most of a Limited Resource. (Fact Sheet 671) University of Maryland Extension. 4 pp.

Johnson, D.M., & West, B. (1995) Custom Work Charges and Land Rental Rates in Maryland. (Fact Sheet 683) University of Maryland Extension 11 pp.

Johnson, D.M., & West, B. (2001) Custom Work Charges and Land Rental Rates in Maryland. (Fact Sheet 683) University of Maryland Extension. 11 pp.

Johnson, D.M., & Schwartz, D. (2002) Milk Production Costs: How Much Does it Cost You to Produce 100 Pounds of Milk? (Fact Sheet 790) University of Maryland Extension. 8 pp.

Johnson, D. M., Fultz, S.W., & Bell, M.R. (2006) Developing a Dairy Farm Long-term Financial Plan (Fact Sheet 832) University of Maryland Extension. 8 pp.

Johnson, D.M., Bell, M., Myers, G.S. (2011) Diversified Livestock Farming (Fact Sheet 928) University of Maryland Extension. 8 pages.

Hanson, J.C., McNew, K., & Johnson, D.M. (2014). Maryland Corn: Historical Basis and Price Information. (Fact Sheet 495). University of Maryland Extension. 10 pp.

Hanson, J.C., McNew, K., & Johnson, D.M. (2014). Maryland Soybeans: Historical Basis and Price Information. (Fact Sheet 496). University of Maryland Extension. 10 pp.

Hanson, J.C., McNew, K., & Johnson, D.M. (2014). Maryland Wheat: Historical Basis and Price Information. (Fact Sheet 497). University of Maryland Extension. 10 pp.

### **Bulletins Peer-Reviewed**

Hilty, B., & Johnson, D.M. (1987) FINPACK A Tool for Farm Financial Planning. (Bulletin 318) University of Maryland Extension.

Johnson, D.M. (1987) Multiple Peril Crop Insurance: What Is It? Should You Buy It? (Bulletin 321) University of Maryland Extension. 20 pp.

Johnson, D.M. (1987) Multiple Peril Crop Insurance: Crop Insurance Performance in Maryland. (Bulletin 322) Maryland Cooperative Extension, University of Maryland. 16 pp.

Kays, J., Johnson, D.M., & Stringer, J. (1997) How to Produce and Market Paulownia. (Bulletin 319) Maryland Cooperative Extension, University of Maryland. 22 pp.

Wabeck, C., Timmons, J., Rhodes, J., Nottingham, T., Johnson, D., Tablante, N., Mallison, E., (2010). Raising Your Home Chicken Flock (MEP 300) University of Maryland Extension. 20 pp.

Moyle, J., Rhodes, J.L., Johnson, D.M. (2013) Raising Your Home Chicken Flock, Extension Bulletin 409, University of Maryland Extension. 26 pp.

## **Articles in Periodicals and Trade Publications**

Johnson, D.M. & Hanson, J.C. (2008) Time Management: Making the most of a limited resource. Progressive Dairyman Magazine, Issue 3, February 12.

Johnson, D.M. (2002) International extension work: The icing on the cake. ESP Connection August/September issue, pg 7. (ESP Connection is a bimonthly national publication of the Epsilon Sigma Phi Cooperative Extension Professional Organization.)

Johnson, D.M. (2002) The importance of international work. Maryland International, Summer issue, pg 9. (Peer-reviewed article published in this quarterly journal of the Office of International Programs, University of Maryland.)

Johnson, D.M. (2011) Strategic Planning: Drafting a Blueprint for Your Business. Going Forward Newsletter. (Quarterly publication of the United Soybean Board. 400,000 circulation.)

Johnson, D.M., Evanish, M., Mueller, G., & Rogers, G., (2000-2014). Profit Planners. The American Agriculturalist Magazine. (Monthly question and answer column giving farmers advice on specific decisions. 70,000 circulation.)

## **Extension Publications (Non-peer reviewed)**

Levins, R.A., & Johnson, D.M. (1987). Managing Your Farm Financial Future with FINPACK. (Leaflet 213). Maryland Cooperative Extension, University of Maryland.

Johnson, D.M., & Milligan, R.A. (1988). An Analysis of the Effects of Field Operations Management on Productivity and Profitability of New York Dairy Farms. Agricultural Research Report. 88-4. Department of Agricultural Economics, Cornell University, Ithaca, NY.

Cawley, C., Johnson D.M., et al. (1989). Report On Federal Crop Insurance To Governor William Donald Schaefer. Maryland Department of Agriculture, Annapolis, MD.

Hanson, J.C., Johnson, D.M., Peters, S.E., & Janke, R.R. (1990). The Profitability of Sustainable Agriculture in the Mid-Atlantic Region - A Case Study Between 1981 and 1989. (Working Paper No. 90-12). Department of Agricultural and Resource Economics, University of Maryland.

Hueth, D.L., Stevens, G.A., & Johnson, D.M. (1990). Report on Use-Value Appraisal of Farmland in Maryland. Department of Agricultural and Resource Economics, University of Maryland.

Tuthill, D.F., & Johnson, D.M. (1991). Effects of Decreasing Residential Density on Farmland Value. Department of Agricultural and Resource Economics, University of Maryland.

Johnson, D.M. (1995). 1995-96 Custom Farming Directory for Maryland. Western Maryland Research and Education Center, University of Maryland.

Johnson, D.M. (1995). How Much Does It Cost You To Produce a Hundred Pounds of Milk? Western Maryland Research and Education Center, University of Maryland.

Musser W., Lynch, L., Johnson, D.M., Wallace, N., & McNew, K. (1998). Alternative Agriculture In Harford County: A Guide to Evaluate Farm-Based Enterprises, Department of Agricultural and Resource Economics, University of Maryland.

Johnson, D.M., (1998). Financial Ladder of Success: Which Rung are You On? Western Maryland Research and Education Center, University of Maryland.

Leathers, H., Johnson, D.M. & Peters, R. (2007) Long term Outlook for the Maryland Dairy Farm Sector. University of Maryland Report.

Beale, B., Dill, S., & Johnson, D.M. (2008, updated in 2010). Farm Business Planning Instructional Workbook. Maryland Cooperative Extension. Funded by the Northeast Center for Risk Management Education.

Johnson, D.M., Fultz, S.M., & Bell, M.R. (2014). Revised and published yearly since 1994) Maryland Dairy Farm Business Analysis. Department of Agricultural & Resource Economics. University of Maryland. Information Series, 5 pp.

## **Talks, Abstracts, and Other Professional Papers Presented**

### **Invited Presentations at Conferences and Professional Association Meetings**

Levins, R.A., & Johnson, D.M. (December, 1987). Non-traditional Enterprise Alternatives: Implications for Whole Farm Planning. Conference on Finding Competitive Advantages in Agriculture through Alternative Enterprises, St. Louis, MO.

Johnson, D.M. (March, 1988). Farm and Financial Management: Available Software at an Agency Level. What Works! Small Farm Finance and Management Conference, Burlington VT.

Hanson, J.C., Johnson, D.M., Peters, S.E., & Janke, R.R. (February, 1990). A Financial Comparison of Low Input and Conventional Farming Systems - Eight Years of Data. Low-Input Farming Conference, Runnemede, NJ.

Johnson, D.M., & Kays, J. (October, 1994). Paulownia Stumpage Prices: How Low Can You Go and Still Break Even? National Conference of the Paulownia Growers Association, Hagerstown, MD.

Johnson, D.M. (May, 1998). Controlling Your Finances with Quicken. National Personal Finance Seminar for Professionals, Columbia, MD.

Johnson, D.M. (October, 1999). Farm Financial Management Using Quicken Mid-Atlantic Small Farm Regional Conference. Bel Air, MD.

Johnson, D.M. (February, 2004). Financial Record Keeping using Quicken/QuickBooks. 3<sup>rd</sup> Annual Women in Agriculture Conference, Dover, DE.

Johnson, D.M. (May, 2004). Enterprise Budgeting for Livestock Operations. International Conference on Livestock Issues, Almaty, Kazakhstan.

Johnson, D.M. (March, 2005). Transitioning the Farm Business. Rural Enterprise Conference, Kingwood WV.

Johnson, D.M. & J.C. Hanson (April, 2005). Conducting International Extension Programs. Public Issues Leadership Development Conference, Arlington, VA.

Johnson, D.M. (February, 2006). Farm Financial Record Keeping using Quicken. 5<sup>th</sup> Annual Women in Agriculture Conference, Dover, DE.

Johnson, D.M. (February, 2006). Equine Financial Record Keeping using QuickBooks. 5<sup>th</sup> Annual Women in Agriculture Conference, Dover, DE.

Johnson, D.M., Fultz, S.M. (February 21, 2007). Successful Approaches to Internationalizing Extension: Stateside Training for Foreign Extension Professionals. Northeast annual meeting of the Joint Council of Extension Professionals, Valley Forge, Pa.

Hill, R. L., Varner, M., Johnson D.M. & Sorokin, P. (October, 2007) Distance Education: a Factor for Innovation in the World Economy. International conference on the Innovation Factors in the International Economics of Russia, Stavropol, Russia.

Johnson, D.M., Hanson, J.C. (May 20, 2009) Cash Flow Budget: An Essential Tool for the Entrepreneur. International conference on the Regularities and Tendencies of Modern Entrepreneurship Development, Stavropol Russia.

### **Contributed Talks at Conferences and Professional Association Meetings (competitive selection)**

Levins, R.A., & Johnson, D.M. (February, 1987). Finding Your Agricultural Advantage. Second International Conference on Computers in Agricultural Extension Programs, Lake Buena Vista, FL.

Johnson, D.M., & Milligan, R.A. (June, 1988). An Analysis of the Effects of Field Operations Management on New York Dairy Farms. Annual Northeastern Agricultural and Resource Economics Association Meeting, Orono, ME.

Hardie, I., Ou-Yang, L., Johnson, D.M., & Lessley, B.V. (June, 1988). Optimal Returns and Risk Avoidance for a Small Part-Time Forage Livestock Farm. Annual Northeastern Agricultural and Resource Economics Association Meeting, Orono, ME.

Hanson, J.C., Oberholtzer, L., Kauffman, S., & Johnson, D.M. (September, 2002). Small Farm Success Project in the Mid-Atlantic. Third National Small Farm Conference, Albuquerque, NM.

Crago N., Johnson, D.M., & Rosenlund, P. (October, 2002). International Experience-A Unique Professional Growth Opportunity. Epsilon Sigma Phi National Honorary Extension Fraternity Conference, Lexington, KY.

Minegishi, K., Lichtenburg, E., Hanson, J.C., & Johnson, D.M. (July, 2011) Economics of Intensive Grazing in Dairy Production in the Mid-Atlantic. Agricultural and Applied Economics Association Conference, Pittsburgh, PA.

Johnson, D.M. & Hanson, J.C. (July, 2012) Achieving Sustainability Through Local Food Systems in the United States. 10<sup>th</sup> European International Farming Systems Symposium, University of Aarhus, Aarhus, Denmark.

Johnson, D.M., Hanson, J.C., Weil, R.R., Gilker, R., Lichtenberg, E., Minegishi, K. (2014) Sustainability of Management-intensive Grazing Dairy Farms versus Conventional Confinement Dairy Farms. Abstract and paper presented at, and published in the proceedings of the 11<sup>th</sup> European International Farming Systems Association Symposium, Humbolt University, Berlin, Germany.

#### **Posters at Conferences and Professional Association Meetings (completive selection)**

Thorn, J.D., & Johnson, D.M. (October, 1999) Mt. Pride Cooperative Small Meat Animal Project. 2<sup>nd</sup> National Small Farm Conference, St Louis, MO.

Johnson, D.M., Schwartz, D.M., Fultz, S.M., & Bell, M.R. (September, 2002). Intensive Grazing vs. Conventional Confinement on Small Dairy Farms in Maryland. 3<sup>rd</sup> National Small Farm Conference, Albuquerque, NM.

Johnson, D.M., Schwartz, D.M., Fultz, S.M., & Bell, M.R. (January, 2005). Confinement versus Grazing...Graziers Profit In More Ways Than One. National Farm Bureau Conference, Charlotte, N.C.

Johnson, D.M., Hanson, J.C., & Miller, R.J. (November, 2005). Extending Educational Outreach to Farmers in Central Asia. National Epsilon Sigma Phi Conference, Colorado Springs, CO.

Johnson, D.M., Hanson, J.C., & Miller, R.J. (February, 2007). Extending Educational Outreach to Farmers in Central Asia. Northeast annual meeting of the Joint Council of Extension Professionals, Valley Forge Pa. (non-competitive contribution)

Johnson, D.M., Hanson, J.C., & Miller, R.J. (September, 2007). Collaborations to Provide Extension Support to Farmers in Uzbekistan and Kazakhstan. Supporting Viable Rural Communities, 18<sup>th</sup> European Seminar on Extension Education, Czech University of life Sciences, Prague, Czech Republic. Abstract and paper were included in Conference Proceedings, pp. 293-297.

Johnson, M.T., Johnson, D.M. & Knorpp M. (September, 2009). Backyard Farming: The Urban Homesteader. United States Department of Agriculture 5<sup>th</sup> National Small Farm Conference, Springfield, IL. Abstract was included in Conference Proceedings, pp. 53.



## **Grants (Total: \$2,516,258)**

Johnson, D.M. (1997) Custom Work Charges in Maryland. \$3,500. Maryland Agricultural Experiment Station/Maryland Cooperative Extension Competitive Grant Program.

Simms, J., & Johnson, D.M. (1997-2000). Small Meat Animal Production in Garrett County. \$148,730. United States Department of Agriculture Rural Business Enterprise Competitive Grant.

Hanson, J.C., Johnson, D.M., & Miller, R.J. (2000-2004). Extending the Educational Outreach of Tashkent State Agrarian University for Agriculture and Rural Economic Development in Uzbekistan. \$251,420. United States Department of State Bureau of Education and Cultural Affairs.

Hanson, J.C., Johnson, D.M., Schoenian S. (2000-2004). Bridging the Urban-Rural Divide: Marketing Local Foods in the Mid Atlantic. \$865,952. United States Department of Agriculture: Initiative for Future Agriculture and Food Systems Competitive Grant. (Johnson and Schoenian were subcontractors on the grant for \$94,825.

Hanson, J.C., & Johnson, D.M. (2002-2005). Extending the Educational Outreach of Kazakh National Agrarian University for Agriculture and Rural Economic Development in Kazakhstan. \$152,231 United States Department of State Bureau of Education and Cultural Affairs.

Kays, J.S., Felton, G., Johnson, D.M., & Flamino, E. (2002-2006). Determination of Optimum Tree Density and Biosolid Application Rate and the Effect on Water Quality and Tree Growth Using the Deep Row Biosolids Incorporation Method. \$350,795. Washington Suburban Sanitary Commission. (As the economist invited to work on this project, Johnson conducted required economic analysis.

Johnson, D.M (2005-2006) Tilling the Soil of Opportunity: NxLevel Training for Agricultural Entrepreneurs. \$17,238. The Northeast Center for Risk Management Education Competitive Grant.

Johnson, D.M. & Millar R.J. (2006-2008) Extending Educational Outreach to Farmers in Turkey. \$33,000. HasNa Inc, Washington D.C.

Johnson, D.M. (2007) International Programs in Agriculture and Natural Resources National Grant. \$1,600 to present poster at 18<sup>th</sup> European Seminar on Extension Education.

Millar, R.J., Hill, R.L., Varner, M., & Johnson, D.M. (2006-2009) Putting Learning into Distance-Education: Development of a regional distance learning consortium for higher education and agricultural professionals in Southern Russia. \$125,000.

Heller, M., Dengler, E., Schnabel, R., Myers, G., & Johnson, D.M. (2008-2011) Managing Beef and Dairy Farming Systems to Improve the Environment and Profit. \$425,500. Chesapeake Bay Funders Network and the W.K. Kellogg Foundation.

Johnson, D.M. (2011) Financial Analysis of Industrial Uses of Tobacco. \$2,500 was awarded for completing tobacco financial analysis a joint project of New Agriculture, Inc. and the University of Maryland.

Timmons, J., J. Rhodes, N. Tablante, R. Nottingham, N. Zimmermann, J. Renshaw, D. Johnson, M. R. Bell, and J. Semler. 2011. Small Flock Biosecurity Education. \$21,800.

Johnson, D.M. & Bell, M. (2011-2013) Backyard Layer Flock Demonstration \$4,100 Maryland Sustainable Agriculture Research and Education (SARE).

Johnson, D.M. (2014) Extending Educational Outreach to Farmers in Turkey. \$18,067. HasNa Inc, Washington D.C.

## **Awards**

Certificate of Merit. (1981) Western Agricultural Economics Association. (Awarded in recognition of an outstanding senior undergraduate student majoring in agricultural economics at Utah State University).

Certificate of Academic Achievement. (1983) College of Agriculture, Utah State University and the Cenex Foundation. (Awarded in recognition of academic excellence and personal development, certificate was accompanied by a scholarship from the Cenex Foundation.)

Achievement Award. (1995) National Association of County Agricultural Educators. (*National peer recognition for outstanding Extension Program for association members with less than 10 years of service.*)

Certificate of Merit. (1995) National Association of County Agricultural Educators. (National competition sponsored by John Deere for outstanding achievement in farm and ranch financial management programs.)

Director's Award for Extension Excellence. (1997) College of Agriculture and Natural Resources, University of Maryland. (Award given to one faculty member annually by the Dean and Director of the University of Maryland Extension for "recognition of demonstrated and consistent pursuit of program excellence.")

Excellence in Teamwork. (1999) Maryland Association of Extension 4-H Educators. (Peer recognition for a team effort in developing the "Science on the Cutting Edge" agricultural education program for high school students.

MACAA Mid-career Award. (1999) Maryland Association of County Agricultural Educators. (Peer recognition for outstanding service in Extension programs.)

National Finalist, Livestock Production Program. (1999) National Association of County Agricultural Educators. (National recognition for outstanding extension program in livestock.)

Regional Distinguished Team Award. (1999) Epsilon Sigma Phi National Honorary Extension Fraternity. (National recognition for team effort in Extension programming for the Science on the Cutting Edge Extension workshop.)

International Service Award. (2000) Epsilon Sigma Phi National Honorary Extension Fraternity. (Recognition for developing and conducting international projects.)

Communication Award for Web Page. (2000) AT&T and the National Association of County Agricultural Educators. (National recognition for Regional Finalist Web Page.)

Ricks College Outstanding Young Alumni Award. (2001) Ricks College (now Brigham Young University Idaho), Rexburg, Idaho (This award for outstanding achievement was given to only 2 alumni under the age of 45 during the year 2001)

1<sup>st</sup> Place Poster. (2001) Maryland Cooperative Extension. (Professional poster competition at Maryland Cooperative Extension annual conference)

Mid-career Award. (2003) Tau Chapter, Epsilon Sigma Phi. (State peer recognition for outstanding service in Extension programs.)

Distinguished Service Award. (2004) National Association of County Agricultural Educators. (National recognition for an outstanding Extension Program for association members with more than 10 years of service.)

National Epsilon Sigma Phi Scholarship (2007) \$500 to present poster at 18<sup>th</sup> European Seminar on Extension Education. (See poster section above.)

Landmark Award for International Service, (2008) University of Maryland. (Team award with Mark Varner, Robert Hill, Brad Paled, Pavel Sorokin, for distance learning project with Stavropol State Agrarian University, Russia.)

Excellence in Extension Award. (2009) Alumni Chapter, College of Agriculture and Natural Resources, University of Maryland.

Distinguished Service Award. (2010) Epsilon Sigma Phi National Honorary Extension Fraternity. National recognition “designed to pay the highest tribute to an experienced Extension professional who has consistently exhibited continuing leadership and excellence in Extension program planning, delivery, evaluation, in program and/or administration over a career of 20 or more years.”

National Finalist, Publication Category. (2012) National Association of County Agricultural Agents. Received for Maryland Grazers Network Planning Calendar, member of team that created and published the calendar.

## **Other Scholarly and Creative Activities**

### **Curriculum Development**

Johnson, D.M., & Levins, R.A. (1987). Maryland FINPACK Handbook. Maryland Cooperative Extension, University of Maryland at College Park.

Johnson, D.M. (1990). Maryland Farm Management Guide. Department of Agricultural and Resource Economics, University of Maryland at College Park.

Johnson, D.M., & Bibro, J. (1992). Financial Statements and Economic Tools for Polish Agriculture. Polish American Extension Project, United States Department of Agriculture. (This curriculum explains how to use financial statements and various economic tools to improve the management of their farm operations to Polish farmers.

Nickerson, C., Johnson, D.M., & Hanson, J.C. (1996). Financial Management for Nurseries using QuickBooks. Department of Agricultural and Resource Economics, University of Maryland at College Park. .

Johnson, D.M. (1998). Farm Business Plan. Western Maryland Research and Education Center, University of Maryland at College Park.

Johnson, D.M. (2001, updated 2002). Farm Business Plan for Central Asian Farms. International Programs in Agriculture and Natural Resources, College of Agriculture and Natural Resources, University of Maryland at College Park.

Johnson, D.M. (1994-2006). PRO-FARM Farm Financial Management Using Quicken. Western Maryland Research and Education Center, University of Maryland at College Park.

Johnson, D.M., & Hanson, J.C. (2004-2006). Equine Financial Management Using QuickBooks. (Information Series 200401). Department of Agricultural & Resource Economics, University of Maryland. College Park, MD.

### **Computer Software**

Johnson, D.M., & Lazarus, W.F. (1985). Dairy Farm Annual Cash Flow Projection Template. A.E. Ext. 85-1, Department of Agricultural Economics, Cornell University, Ithaca, NY.

Johnson, D.M., & Lazarus, W.F. (1985). Dairy Farm Annual Cash Flow Projection. Northeast Regional Agricultural Engineering Service.

Johnson, D.M. (1986). 1985 Food Security Act Computer Decision Aids. Computer & Information Systems #1010b, Maryland Cooperative Extension, University of Maryland at College Park.

Johnson, D.M. (1986). Conservation Reserve Bid And Grain Program Computer Aids. Computer & Information Systems #1011a, Maryland Cooperative Extension, University of Maryland at College Park.

Johnson, D.M. (1989, 1991, 1992, 1999). Maryland Crop Budgets Computer Spreadsheet Templates. Department of Agricultural and Resource Economics, University of Maryland at College Park.

Johnson, D.M., Karwasz, P. & Janiak, R. (1992). Analyzing Agricultural Decisions With Computer Spreadsheets. Project Information Report Series No. 11, Polish American Extension Project, United States Department of Agriculture.

Johnson, D.M., Karwasz, P. & Janiak, R. (1992). Computer Spreadsheet Templates for Polish Agriculture. Polish American Extension Project, United States Department of Agriculture.

## **Teaching and Extension**

### **Instruction in College of Agriculture and Natural Resources, UMCP**

AREC 306 Farm Management and Sustainable Food Production  
3 Credit Course (1998-2014), taught 18 semesters, 936 total students.

AREC 435 Commodity Futures and Options Markets  
3 Credit Course (2014), 38 students.

### **Major Extension Programs Developed and Implemented**

FINPACK (1986-2006)

Computer Use in Agriculture (1987-2014)

PRO-FARM Leadership and Management Training (1993-2005)

Maryland Dairy Farm Business Analysis (1994-2013)

Agricultural Financial Management (1985-2014)

Business Management (1987-2014)

Crop Insurance (1988-1996)

Government Programs (1991)

Estate Planning and Transitioning the Farm to the Next Generation (2006-2013)

Small Flock Poultry Education (2012-2014)

International Extension Programs (1992-2014) Extension programs or agricultural tours were conducted in the following countries: Poland, Moldova, Uzbekistan, Kazakhstan, Netherlands, Denmark, Bosnia & Herzegovina, Estonia, Turkey, Russia, New Zealand, Republic of Georgia, Germany. Ireland

## **Service**

### **Service to Profession**

#### **Offices and Committee Memberships Held in Professional Organizations**

##### Maryland Extension Specialists Association

1996            President Elect

1997            President

1998            Past President

##### Epsilon Sigma Phi National Honorary Extension Fraternity, Tau Chapter.

1996            Chair, facilities committee for national conference

2001            Chair, Global Relations Committee

2001-2002     President Elect

2002-2004     President

2004-2005     Past President

2005-2006     Chair, planning committee for national conference

2004-2011     Treasurer

##### Maryland Association of County Agricultural Agents

1993            Registration Committee for National Annual Meeting

1996-2000     Resource and Program Development Committee Chair

2004-2014     Treasurer and Membership Committee Chair

## **Service to University**

1996-2002. Team Member, Cooperative Extension Service Needs Assessment Team for Enhancing Agricultural and Fisheries Profitability. Responsible for identifying important issues relating to the profitability of Maryland Agriculture and defining the role of the Cooperative Extension in improving Agricultural profitability through the year 2002.

1997-2001. Member, University of Maryland Faculty Senate.

1998. Member, University of Maryland College of Agricultural and Natural Resources Committee on International Research and Extension Work. Appointed by Dean to Committee to develop strategic plan for college international programs.

1998. Representative to the Northeast council on Globalizing Agricultural Science and Education Programs (GASEP). Appointed by Dean to represent college at a Northeast discussion on international work in agriculture.

1998. Chair, University of Maryland College of Agriculture and Natural Resources Awards Committee.

2010. Two year review committee, University of Maryland Extension.

2011-2012. Principal Agent Promotion Committee, University of Maryland Center for Environmental Science.

2012. Member, Annual Faculty Review Appeals Committee, College of Agriculture and Natural Resources, University of Maryland. (Reviewed two appeals).

2011-2012. Member, Appointment, Promotion, and Tenure Criteria Task Force, University of Maryland Extension

2012-May, 2103. Member, Strategic Planning Committee, University of Maryland Extension.

1997-2014. Senior Agent Promotion and Tenure Committee, University of Maryland Extension.

2007-2014. Principle Agent Promotion and Tenure Committee, University of Maryland Extension. Chaired the committee 2008-2011.

2007-2014. Member, Extension Committee, Department of Agricultural and Resource Economics, University of Maryland

2011-2114. Member and chair, State wide Search Committee, University of Maryland Extension

2011-2014. Faculty Advisor, Sustainable Food Working Group, University of Maryland.

2012-2014. Member, Appointments, Promotion, and Tenure Committee, College of Agriculture and Natural Resources, University of Maryland.