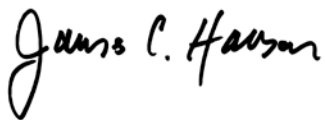


# Curriculum Vitae

James C. Hanson

I have read the following curriculum vitae and certify that this curriculum vitae is a current and accurate statement of my professional record.



Signature \_\_\_\_\_

Date \_\_\_\_\_

March 10, 2017

## PERSONAL INFORMATION

Name: James C. Hanson  
Business Address: Department of Agricultural and Resource Economics  
2200 Symons Hall, University of Maryland  
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Business Phone: 301-405-8122  
E-mail: jhanson@arec.umd.edu  
Appointment: Professor (82% Extension, 18% Academic Instruction),  
Department of Agricultural and Resource Economics, July 1, 2014  
Associate Professor, Department of Agricultural and Resource  
Economics, June 1993

### Educational Background:

<u>Degree Year</u>	<u>Institution</u>	<u>Major</u>
Ph.D.	1983 University of Maryland	Agricultural Economics
M.S.	1978 University of Maryland	Agricultural Economics
M.S.	1974 University of Minnesota	Plant Breeding & Genetics
B.S.	1972 University of Maryland	Agronomy

### Employment Background:

<u>Duration of Appointment</u>	<u>Institution</u>	<u>Title</u>
Aug 2015 – Present	Department of Agricultural and Resource Economics	Professor & Chair
Jan 2008 – June 2008	University of Maryland	Sabbatical
Aug 2005 – Oct 2006	Maryland Cooperative Extension University of Maryland	Associate Dean & Associate Director (acting)
July 2001 - July 2005	a) Department of Agriculture and Resource Economics University of Maryland b) International Programs for Agriculture and Natural Resources University of Maryland	Extension Economist & Associate Professor (50% FTE) Assistant Director (50% FTE)
June 1996-July, 2001	Maryland Cooperative Extension University of Maryland	Assistant Director & Program Leader: Agriculture and Natural Resources
1988- 1996	Department of Agriculture and Resource Economics University of Maryland	Extension Economist & Associate Professor
1980-1988	Institute of Applied Agriculture	Lecturer

1980-1993	University of Maryland School for Advanced International Studies, The Johns Hopkins University, Washington, D.C.	Prof. Lecturer (Summer School)
1979-1980	Renewable Resources Division Resources for the Future Washington, DC	Fellow

## RESEARCH, SCHOLARLY, AND CREATIVE ACTIVITIES

### Books.

#### *Books authored.*

1. Frederick, Kenneth D. with James C. Hanson. 1982. Water for Western Agriculture, Resources for the Future Research Paper, Washington D.C., 241 pp.
2. Brock, Richard and James C. Hanson, 1990. Greater Profits through Better Marketing, Century Publications, Niles, Illinois, 125 pp.
3. Committee on Twenty-First Century Systems Agriculture (Hanson was a member of the Committee). 2010. Towards Sustainable Agricultural Systems in the 21<sup>st</sup> Century. National Research Council of the National Academies, Washington, D.C, 570 pp.

#### *Chapters in Books.*

1. Hanson, James C. 1996. "Meeting the Demand for Trained Agricultural Workers in Sri Lanka", Economic Development and Social Change in Sri Lanka: A Spatial and Policy Analysis, Paul A. Groves, Editor. New Delhi, India, Manohar Publishers and Distributors.
2. Hepperly, Paul, Rita Seidel, David Pimentel, James Hanson, and David Douds. 2007. "Organic Farming Enhances Soil Carbon and its Benefits" in Soil Carbon Management: Economic, Environmental, and Societal Benefits, J.M. Kimble, C.W. Rice, D. Reed, S. Mooney, R.F. Follett, and R. Lal, Editors. CRC Press, Taylor & Francis Group, Boca Raton, Florida.
3. Marina Castelo Branco and James C. Hanson. 2012. "Panorama das Hortas Comunitarias nos Estados Unidos" (Overview of Community Gardens in the United States) in Hortas Comunitarias (Community Gardens) by M.C. Branco, F. A. de Alcantara (editors). Vol. 3, Embrapa. Brasilia, Brasil, pg. 85 – 107.

### Articles in Refereed Journals.

1. Hanson, J. C. and D. C. Rasmusson. 1975. "Leaf Vein Frequency in Barley", *Crop Science*, 15(2):248-251.
2. Hanson, J. C. and T. Jogaratnam. 1985. "Some Estimates of Future Demand and Supply of Trained Manpower for Agricultural Development in Sri Lanka". *Sri Lankan Journal of Agricultural Sciences*, 22(2):128-156.

3. McKee C.G. and J.C. Hanson. 1990. "The Labor Requirements for Manually Harvesting, Barring, and Removing Maryland Tobacco from the Barn Compared with Two Partially Mechanized Systems". *Tobacco Science* 34:63-69.
4. Hanson, J. C., Johnson, D. M., Peters, S. E., and R. R. Janke. 1990. "The Profitability of Sustainable Agriculture on a Representative Grain Farm in the Mid-Atlantic Region, 1981 to 1989", *Northeastern Journal of Agricultural and Resource Economics* 19(2):90-98.
5. Hanson, J. C., Lichtenberg, E., Decker, A.M., and A.J. Clark. 1993. "The Profitability of No-Tillage Corn Following a Hairy Vetch Cover Crop in the Mid-Atlantic Region". *Journal of Production Agriculture* 6(3):432-437.
6. Hanson, J.C. and C.G. McKee. 1994. "Economic Analysis of a One-Person Mechanized Harvest System for Maryland Tobacco". *Tobacco Science* 38:55-57.
7. Lichtenberg, E., J.C. Hanson, A.M. Decker, and A.J. Clark. 1994. "Profitability of Legume Cover Crops in the Mid-Atlantic Region". *Journal of Soil and Water Conservation* 49(6): 562-565.
8. Hanson, J.C., C.S. Kauffman, and A. Schauer. 1995. "Attitudes and Practices of Sustainable Farmers, with Applications to Designing a Sustainable Agriculture Extension Program". *Journal of Sustainable Agriculture* 6(2/3).
9. Hanson, J.C., T. Irwin Hewitt, K. Reichelderfer Smith, W.N. Musser, and S.E. Peters. 1997. "The Use of United States' Farm Commodity Programs in Sustainable Cash Grain Production Systems: An Economic Case Study." *Society and Natural Resources* 10: 297-307.
10. Hanson, J. C., E. Lichtenberg, and S. E. Peters. 1997. "Organic versus Conventional Grain Production in the Mid-Atlantic: An Economic and Farming System Overview". *American Journal of Alternative Agriculture* 12(1): 2-9.
11. Hanson, J.C. 1997. "Opportunities and Challenges in Cooperative Extension for Agricultural Economists." *Agricultural and Resource Economics Review* 26(2): 143-152. October.
12. Hanson, James C. and Richard E. Just. 2001. "The Potential for Transition to Paid Extension: Some Guiding Principles". Presented at the Allied Social Science Association Winter Meetings in New Orleans, Louisiana, January 5-7, 2001. Published in the *American Journal of Agricultural Economics* 83(3), August 2001: 777-784.
13. Tubene, Stephan and James Hanson. 2002. "The Wholesale Produce Auction: An Alternative Marketing Strategy for Small Farms". *American Journal of Alternative Agriculture* 17 (1): 18-23.
14. Miller, Raymond J., James Hanson, Thomas Fretz, and Richard Weismiller. 2004. "Necessary Conditions for Successful Agriculture and Rural Development." *Outlook on Agriculture*, Vol. 33 (1), pp 55-58. IP Publishing Ltd. London.

15. Hanson, James, Robert Dismukes, William Chambers, Catherine Greene, and Amy Kremen. 2004. "Risk and Risk Management in Organic Agriculture: Views of Organic Farmers." *Renewable Agriculture and Food Systems*: 19 (4): 218 - 227.
16. Pimentel David, Paul Hepperly, James Hanson, David Douds, and Rita Seidel. 2005. "Environmental, Energetic, and Economic Comparisons of Organic and Conventional Farming Systems." *BioScience* 55(7): 573-582.
17. Hanson, James C., Richard E. Just, and Jorge R. Lainez. 2006. "Evaluating a Publicly – Funded, Privately – Delivered Agricultural Extension System in Honduras." *Journal of Extension Systems* 22, December: 14 -27.
18. Hanson, James C., Dale M. Johnson, Raymond J. Miller, and Darlene Adams. 2006. "Training Extension Professionals from Developing Countries Through Educational Workshops Conducted in the United States." *Journal of Extension* 44(5), Article number: 5FEA6, October.
19. Hanson, James C. and K.E. McConnell. 2008. "Simulated Trading for Maryland's Nitrogen Loadings in the Chesapeake Bay". *Agricultural and Resource Economics Review*. *Agricultural and Resource Economics Review* 37 (2) October: 211-226.
20. Cavigelli, M.A., B.L. Hima, J.C. Hanson, J.R. Teasdale, A. E. Conklin, Y-C. Lu. 2009. Long-term economic performance of organic and conventional field crops in the mid-Atlantic region. *Renewable Agriculture and Food Systems* 24:102-119.
21. Hanson, James C., Miodrag Matavulj, Gregory Manzuk, and John G. Richardson. 2010. "Agricultural Cooperatives and Unions of Cooperatives in Bosnia and Herzegovina: Opportunities for Improvement in Providing Services and Educational Programs for Farmers." *Journal of Rural Cooperation* 38: No. 1: 3-19.
22. Branco M., Liz R.S., Alcantara F.A., Martins H.A.G., and Hanson J.C. 2011. "Community Supported Agriculture: could the experience of American Farmers be useful to Brazilian urban farmers?" *Horticultura Brasileira* 29, No. 1, January-March: 43-49.
23. Reganold, J.P., D. Jackson-Smith, S. S. Batie, R. R. Harwood, J. L. Kornegay, D. Bucks, C. B. Flora, J. C. Hanson, W. A. Jury, D. Meyer, A. Schumacher, Jr., H. Sehmsdorf, C. Shennan, L. A. Thrupp, and P. Willis. 2011. "Transforming U.S. Agriculture." *Science* 332, May 6: 670-671.
24. Oberholtzer, L., J.C. Hanson, G. Brust, C. Dimitri, and N. Richman. 2012. "Local Foods in Maryland Schools and Implications for Extension: Findings from Schools and Farmers". *Journal of Extension* 50, No. 2, April.
25. Dimitri, Carolyn; James Hanson; and Lydia Oberholtzer. 2012. "Local Foods in Maryland Schools: A Wishful Dream or Real Possibility?". *Journal of Food Distribution Research*, Volume 43, Issue 2: 112-128, July.
26. Hanson, J.C., D.M. Johnson, E. Lichtenberg, and K. Minegishi. 2013. "Competitiveness of Management-Intensive Grazing Dairies in the mid-Atlantic

- Region from 1995 to 2009". *Journal of Dairy Science* Vol. 96, No. 3:1894-1904, March.
27. Hanson, James C., Kenneth L. Leonard, and Timothy Essam. 2013. Listening while Evaluating: Examining the Benefit of an NGO Program using Season Extenders (greenhouses) in Bosnia-Herzegovina. *Journal of Development Effectiveness*. Vol. 5, No. 1, 116-136.
  28. Clair Sophia Wilcox, Stephanie Grutzmacher, Rebecca Ramsing, Amanda Rockler, Christie Balch, Marghuba Safi, and James Hanson. 2015. From the field: Empowering women to improve family food security in Afghanistan. *Renewable Agriculture and Food Systems* 30 (1), February, 15-21.
  29. Dill, S.P., B. Beale, H. Shear, and J. Hanson. 2015. "A Comparison of Beginning Farmer Needs Assessments," *Journal of the NACAA* 8 (2), November.
  30. Adalja, A., J. Hanson, C. Towe, and E. Tselepidakis. 2015. "An Examination of Consumer Willingness to Pay for Local Products," *Agricultural and Resource Economics Review*, Volume 44, Number 3, December, 253-274.

### **Monographs, Reports, and Extension Publications.**

#### *Reports.*

1. Hanson, James C. and J.R. Pagano. 1980. "Irrigation in the Eastern United States". Submitted to USEPA, Athens, Georgia. 37 pp.
2. Hanson, James C. 1989. "A Perspective on Southern Maryland Agriculture" Submitted to the Governor's Taskforce in Southern Maryland, 18 pp.
3. Hanson, James C. and David R. Rada. 1992. "Developing a Wholesale Marketing Strategy for Produce in the Mid-Atlantic Region", Dept. of Agricultural & Resource Economics Information Series No. 209201, U of MD at College Park, 36 pp.
4. Hanson, J.C. 1996. "Marketing -- Niche Markets and Niche Management" in *The Economist's Role in the Agricultural Sustainability Paradigm: Proceedings of the AAEE Pre-Conference on Sustainable Agriculture*, San Antonio, Texas, July 27: 55-57.
5. Hanson, J., L. Weber, M. Davis, T. Kelly, and K. Kroll. 1996. "Sustainable Agriculture in the Mid-Atlantic Region". Department of Agricultural and Resource Economics, University of Maryland at College Park, Working Paper 96-13, October.
6. Dismukes, Robert, Catherine Greene, James C. Hanson, William Chambers, and Amy Kremen. 2003. "Risk Management in Organic Farming". A Report to the Risk Management Agency, USDA. April 9.
7. Johnson, Dale M., James C. Hanson, and Raymond J. Miller. 2004. "Extending Educational Outreach to Farmers in Uzbekistan." Department of Agricultural and Resource Economics, University of Maryland, College Park, Maryland. Information Series 200402, March, 12 pp.
8. Johnson, D.M., Hanson, J.C., & Miller, R.J. 2005. "Extending Educational Outreach to Farmers in Kazakhstan." Department of Agricultural &

Resource Economics, University of Maryland, College Park, Maryland.  
Information Series 200501, June, 8 pp.

9. IAASTD. 2008. Agriculture at a Crossroads: The Global Report. International Assessment of Agricultural Knowledge, Science and Technology for Development. Edited by B.D. McIntyre, H.R. Herren, J. Wakhungu, R.T. Watson. Island Press, Washington DC. (James C. Hanson – Contributing Author)
10. Hanson, J.C., C. Dimitri, L. Oberholtzer, N. Richman, J. Gurley, and G. Brust. 2010. “Top Ten Findings Regarding Farm-to-School in Maryland.” Department of Agricultural and Resource Economics. December.
11. Hanson, J.C. and N. Prevelic. 2010. “The Role of Agricultural Business Incubators in Agricultural Development in the Eastern Balkans”. International Orthodox Christian Charities. December.
12. Hanson, J.C., K.L. Leonard, and P. Gunes. 2013. “Impact Evaluation of USDA-Supported Animal Health Capacity Building Program for the Private Veterinary Sector on Farm-Level Outcomes in Three Georgian Regions. USDA-FAS. November.

*Extension Publications - Fact Sheets.*

1. Hanson, James C. and James R. Russell, "Grain Marketing: Storage Decisions", Maryland Cooperative Extension Service, UM Fact Sheet No. 487, 1988-89, 4 pp.
2. Hanson, James C. and James R. Russell, "Understanding the Grain Basis", Maryland Cooperative Extension Service, UM Fact Sheet No. 489, 1988-89, 8 pp.
3. Hanson, James C. and James R. Russell, "Evaluating Grain Marketing Alternatives", Maryland Cooperative Extension Service, UM Fact Sheet No. 493, 1988-89, 8 pp.
4. Hanson, James C. and James R. Russell, "Grain Marketing: Crop Pricing Summary", Maryland Cooperative Extension Service, UM Fact Sheet No. 494, 1988-89, 12 pp.
5. Russell, James R. and James C. Hanson, "Developing a Grain Marketing Plan", Maryland Cooperative Extension Service, UM Fact Sheet No. 484, 1988-89, 8 pp.
6. Russell, James R. and James C. Hanson, "Grain Marketing: Using Balance Sheets", Maryland Cooperative Extension Service, UM Fact Sheet No. 485, 1988-89, 8 pp.
7. Russell, James R. and James C. Hanson, "Grain Marketing: Helpful Hints", Maryland Cooperative Extension Service, UM Fact Sheet No. 486, 1988-89, 2 pp.
8. Russell, James R. and James C. Hanson, "Grain Marketing: The Futures Market", Maryland Cooperative Extension Service, UM Fact Sheet No. 488, 1988-89, 8 pp.

9. Russell, James R. and James C. Hanson, "Grain Marketing Alternatives", Maryland Cooperative Extension Service, UM Fact Sheet No. 490, 1988-89, 8 pp.
10. Russell, James R. and James C. Hanson, "Grain Futures: Questions and Answers", Maryland Cooperative Extension Service, UM Fact Sheet No. 491, 1988-89, 4 pp.
11. Russell, James R. and James C. Hanson, "Grain Marketing: Using Options", Maryland Cooperative Extension Service, UM Fact Sheet No. 492, 1988-89, 8 pp.
12. Russell, James R. and James C. Hanson, "Producers' Guide to Grain Marketing Terminology", Maryland Cooperative Extension Service, UM Fact Sheet No. 498, 1988-89, 7 pp.
13. Johnson, Dale M., Lessley, Billy V., and James C. Hanson, "Diagnosing Your Farm Financial Health", Maryland Cooperative Extension Service, UM Fact Sheet No. 538, 1989-90, 3 pp.
14. Johnson, Dale M., Lessley, Billy V., and James C. Hanson, "Assessing and Improving Farm Profitability", Maryland Cooperative Extension Service, UM Fact Sheet No. 539, 1989-90, 7 pp.
15. Johnson, Dale M., Lessley, Billy V., and James C. Hanson, "Assessing and Improving Farm Solvency", Maryland Cooperative Extension Service, UM Fact Sheet No. 540, 1989-90, 8 pp.
16. Johnson, Dale M., Lessley, Billy V., and James C. Hanson, "Assessing and Improving Farm Cash Flow", Maryland Cooperative Extension Service, UM Fact Sheet No. 541, 1989-90, 12 pp.
17. Hanson, James C., Gill, Stanton A., and William E. Healy, "Use of Enterprise Budgets in the Greenhouse Industry", Maryland Cooperative Extension Service, UM Fact Sheet No. 631, 1990-91, 11 pp.
18. Hanson, James C., Johnson, Dale M., and Billy V. Lessley, "Developing and Improving Your Farm Records", Maryland Cooperative Extension Service, UM Fact Sheet No. 542, 1990-91, 4 pp.
19. Hanson, James C., Johnson, Dale M., and Billy V. Lessley, "Marketing: Critical to Effective Farm Management", Maryland Cooperative Extension Service, UM Fact Sheet No. 544, 1990-91, 3 pp.
20. Hanson, James C., Lessley, Billy V., and Dale M. Johnson, "Analyzing Investment Opportunities - The Time Value of Money in Farm Decision Making", Maryland Cooperative Extension Service, UM Fact Sheet No. 543, 1990-91, 4 pp.
21. Healy, William E., Gill, Stanton A., and James C. Hanson, "Starting in the Greenhouse Business", Maryland Cooperative Extension Service, UM Fact Sheet, No. 593, 1990-91, 7 pp.
22. Lessley, Billy V., Johnson, Dale M., and James C. Hanson, "Enterprise Budgets in Farm Management Decision Making", Cooperative Extension Service, UM Fact Sheet No. 545, 1990-91, 7 pp.



23. Lessley, Billy V., Johnson, Dale M., and James C. Hanson, "Cost Considerations in Farm Management Decision Making", Cooperative Extension Service, UM Fact Sheet No. 546, 1990-91, 4 pp.
24. Lessley, Billy V., Johnson, Dale M., and James C. Hanson, "Analyzing Farm Change with the Partial Budget", Cooperative Extension Service, UM Fact Sheet No. 547, 1990-91, 7 pp.
25. Lessley, Billy V., Johnson, Dale M., and James C. Hanson, "Economic Principles in Farm Management Decision Making", Cooperative Extension Service, UM Fact Sheet No. 548, 1990-91, 7 pp.
26. Hanson, James C. and David J. Rada. "An Overview of Successful Produce Wholesaling Opportunities for Local Farmers in the Baltimore/Washington Region". Maryland Cooperative Extension Service, UM Fact Sheet No. 646, 1992-93, 8 pp.
27. Hanson, James C., David J. Rada, and Robert J. Rouse. "The Importance of Post Harvest Handling". Maryland Cooperative Extension Service, UM Fact Sheet No. 647, 1992-93, 12 pp.
28. Rada, David J. and James C. Hanson. "A Systematic Approach to Produce Wholesaling". Maryland Cooperative Extension Service, UM Fact Sheet No. 648, 1992-93, 8 pp.
29. Gill, Stanton A., David S. Ross, and James C. Hanson, "Starting a Nursery Enterprise: Introduction and Regulations", Maryland Cooperative Extension Service, UM Fact Sheet, No. 660, 1994, 7 pp.
30. Gill, Stanton A., David S. Ross, and James C. Hanson, "Starting a Nursery Enterprise: Specializing in Shade Trees", Maryland Cooperative Extension Service, UM Fact Sheet, No. 661, 1994, 8 pp.
31. Hanson, James C. and Dale M. Johnson. "Leadership and Management of Farm Businesses", Maryland Cooperative Extension Service, UM Fact Sheet No. 667, 1994.
32. Johnson, Dale M. and James C. Hanson. "Focusing Your Dreams: Creating a Mission Statement", Maryland Cooperative Extension Service, UM Fact Sheet No. 668, 1994.
33. Hanson, James C. and Dale M. Johnson. "Discover Your Priorities: Develop a Needs Assessment", Maryland Cooperative Extension Service, UM Fact Sheet No. 669, 1994.
34. Johnson, Dale M. and James C. Hanson. "Strategic Planning: Drafting a Blueprint for your Farm Business", Maryland Cooperative Extension Service, UM Fact Sheet No. 670, 1994.
35. Johnson, Dale M. and James C. Hanson. "Time Management: Making the Most of a Limited Resource", Maryland Cooperative Extension Service, UM Fact Sheet No. 671, 1994.
36. Hanson, James C. and Kevin McNew, "Maryland Corn: Historical Basis and Price Information", University of Maryland Extension, UM Fact Sheet No. 495, 2010, 10 pp.

37. Hanson, James C. and Kevin McNew, "Maryland Soybeans: Historical Basis and Price Information", University of Maryland Extension, UM Fact Sheet No. 496, 2010, 10 pp.
38. Hanson, James C. and Kevin McNew, "Maryland Wheat: Historical Basis and Price Information", University of Maryland Extension, UM Fact Sheet No. 497, 2010, 10 pp.
39. Hanson, J.C., C. Dimitri, L. Oberholtzer, N. Richman, Jack Gurley, and G. Brust. 2011. "Farm to School: Increasing Sales by Local Farmers for Healthier School Lunches and Higher Farm Income", University of Maryland Extension, UM Fact Sheet No. 933.
40. Adalja, A., J.C. Hanson, and A. Crone. 2011. "Assessing the Need for a Statewide Farmers' Market Association in Maryland", University of Maryland Extension, UM Fact Sheet No. 934.
41. Goeringer, Paul and James Hanson. 2013. "Review of Lender Requirements for Beginning Farmer Loan Programs", University of Maryland Extension, Center for Agricultural & Natural Resource Policy, UME Fact Sheet No. 975, December.

*Extension Publications – General.*

1. Hanson, James C. 1985-1995. Nineteen articles on farm management and grain marketing in The Delmarva Farmer, Easton, Maryland.
2. Healy, Will, Hanson James C., and Stanton Gill. 1992. "Costs of Greenhouse Construction". Greenhouse Grower, June, pages 50-55.
3. Hanson, James C. 1992. "Extension Training in Sustainable Agriculture". Letters from You - Choices, Fourth Quarter, page 45.
4. Hanson, James C. 1992. "1991 Summary Report - Southern Maryland Regional Farmers' Market", Dept. of Agricultural & Resource Economics Information Series No. 209207, U of MD at College Park, 8 pp.
5. Hanson, James C. (editor). 1992. 1991 PACE Update, University of Maryland Cooperative Extension Service, 92 pp.
6. Hanson, James C. and David Rada. 1992. "Developing a Wholesale Marketing Strategy for Produce in the Mid-Atlantic Region", Proceedings - 1992 Pennsylvania Vegetable Conference, January 28-30, 1992, pg. 55-56.
7. Hanson, James C. 1993. " Extension Training in Sustainable Agriculture". Comments and Opinion - Cooperative Farmer, January, page 36.
8. Hanson, James C. (editor).1993. 1992 PACE Update, University of Maryland Cooperative Extension Service, 78 pp.
9. Hanson, James C. (editor). 1994. 1993 PACE Update, University of Maryland Cooperative Extension Service, 49 pp.
10. McNew, Kevin and James C. Hanson. 1994. "Crop Insurance Reform Implications and Opportunities for Farmers". Dept. of Agricultural and

Resource Economics Marketing Information Series 94(3), U of MD at College Park, pp 7.

11. Hanson, James C. and Kevin McNew. 1995. "Southern Maryland Regional Farmers' Market: An Analysis of Fruit and Vegetable Prices for 1990-94". Dept. of Agricultural and Resource Economics Marketing Information Series 95 (1), U of MD at College Park, pp 4.
12. Hanson, James C. (editor). 1995. 1994 PACE Update, University of Maryland Cooperative Extension Service, 63 pp.
13. Hanson, James C. 1988 - 1996. Maryland Grain & Livestock Report, 83 weekly grain market updates as senior author.
14. Hanson, James C. and Wesley N. Musser. 1996. "Federal Farm Commodity Programs and Sustainable Production Systems", *Economic Viewpoints* 1(1): 6-8, Department of Agricultural and Resource Economics, University of Maryland.
15. Hanson, James C. (editor). 1996. 1995 PACE Update, University of Maryland Cooperative Extension Service, 54 pp.
16. Hanson, James C. 1996 - 1999. 22 columns in "Profit Planners: Answers to Your Farm Management Questions", Profit Planners (formerly called Foresight) was published in four publications: Pennsylvania Farmer, Maryland Farmer, American Agriculturalist (New York), and New England Farmer.
17. Hanson, Jim. 1999. "Trends in Maryland Agriculture". Economic Viewpoints, Maryland Cooperative Extension, Vol. 3 No 3 (Spring), pp. 1-5.
18. Hanson, Jim. 2000. "Trends in Maryland Agriculture: Geographic Specialization and Regional Divergence". Economic Viewpoints, Maryland Cooperative Extension, Vol. 4, No. 1 (Spring), pp. 1-4.
19. Johnson, Dale and James Hanson. 2003. "Equine Financial Management using QuickBooks". Department of Agricultural and Resource Economics, University of Maryland. Information Series. 200401.
20. Kremen Amy, Catherine Greene, and Jim Hanson. 2004. "Organic Produce, Price Premiums, and Eco-Labeling in U.S. Farmers' Markets. Electronic Report from the Economic Research Service, USDA, VGS-301-01. April, 12 pp.

#### **Book Reviews, Other Articles, and Notes.**

1. Book Review for *BioScience* of The Fruited Plain: The Story of American Agriculture by Walter Ebeling, Summer, 1980.
2. Hanson, James C. and David R. Rada. 1994. "Target Local Wholesale Markets". American Vegetable Grower, January, pages 36-38.
3. Hanson, James C. 1998. "Jobs for Extension Economists: A Growth Area?" Choices: The Magazine of Food, Farm, and Resource Issues, Third Quarter, page 41.

4. Phillips-Hershey, Elizabeth and James C. Hanson. 2004. "Establishing a Family-Owned Dairy Farm: Life in Post-Soviet Uzbekistan. FACES: People, Places, and Cultures (an educational magazine with an international focus for teenagers), Cobblestone Publishing, Peterborough, New Hampshire. April, pp. 14-17.
5. Hanson, James C. and Miodrag Matavulj. 2014. "From the Ashes of War: Rebuilding ag co-op system in Bosnia and Herzegovina presents huge challenges". Rural Cooperatives. Vol. 81, No. 5. September/October, pp. 36-38.

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

#### *Un-refereed Professional Papers Presented.*

1. Frederick, Kenneth and James C. Hanson, "The Economics of Groundwater and Surface Water Irrigation in the Western U.S." to Resources for the Future Irrigation Conference, Denver, Colorado, February, 1978.
2. Hanson, J. C. and J.R. Moore. 1979. "Crop Research Productivity as Measured in Potential Yield Advances at International Research Centers", Atlantic Economic Journal, VII(1):61.
3. Hanson, James C. "The Role of Vocational Education in Rural Development - A Case Study in Sri Lanka". Presented to the Global Development Conference, University of Maryland at College Park, September 12-13, 1986.
4. Hanson, James C., Johnson, Dale M., Peters, Steven E., and Rhonda R. Janke. "The Profitability of Sustainable Agriculture in the Mid-Atlantic Region: A Case Study Covering 1981 to 1989". Presented to the Northeast Agricultural and Resource Economics Association Annual Meetings, Truro, Nova Scotia, June 18-20, 1990.
5. Hanson, James C. "Promoting Agriculture in the Urban/Rural Interface: A Case Study in Southern Maryland". Presented to the Northeast Agricultural and Resource Economics Association Annual Meeting, Truro, Nova Scotia, June 18-20, 1990.
6. Hanson, James C. and Claude McKee. "Maximum Harvestable Acreage by One Person with Mechanized Harvest System for Maryland Tobacco". Presented to the 34th Tobacco Workers' Conference, Charleston, South Carolina, January 7-10, 1991. Tobacco Abstracts 35:659.
7. Hanson, James C. "Research Needs for Sustainable Agriculture at the Farm Level". Presented at a Symposium: "Production Economics in the Sustainable Agriculture Era" at the Northeastern Agricultural and Resource Economics Annual Meeting, Durham, New Hampshire, June 17-19, 1991.
8. Hanson, James C. and N. Girirajam. "Computerizing a Wholesale Produce Auction to Improve Efficiency and Provide Marketing and Farm

- Management Information". Presented at the American Agricultural Economics Association in Manhattan, Kansas, August 3-7, 1991. American Journal of Agricultural Economics, 73(5):1558.
9. Hanson, James C. "Southern Maryland Regional Farmers' Market". Presented at the National Association of County Agricultural Agents Annual Meeting in Peoria, Illinois, August 26-28, 1991. National Association of County Agricultural Agents - Proceedings of the 76th Meeting, pages 23-24.
  10. Hanson, James C., Kauffman, Charles S., and Anne Schauer. "Attitudes and Agricultural Practices of Sustainable Farmers". Presented at the Annual Conference of the Northeastern Agricultural and Resource Economics Association in Mystic, Connecticut, June 21-23, 1993.
  11. Hanson, James C., Robert Chambers, and Erik Lichtenberg. "Sustainable Agriculture in the Mid-Atlantic States". Presented at the Annual Meeting of the American Agricultural Economists Association in San Diego, California, August 6-10, 1994.
  12. Hanson, James C., Robert Chambers, and Erik Lichtenberg. "Profitability of Environmentally Sustainable Agricultural Systems in Six Regions of the United States: The Mid-Atlantic Case". Presented at the Annual Meeting of the American Agricultural Economists Association in Indianapolis, Indiana, August 6-9, 1995.
  13. Hanson, James C. "Excellence in Extension Economics Education: Improved Farm Marketing and Management Strategies". Presented at the Annual Meeting of the American Agricultural Economists Association in Indianapolis, Indiana, August 6-9, 1995.
  14. Hanson, James C., Tracy Irwin Hewitt, Katherine Smith, Wesley N. Musser, and Steven E. Peters. "The Use of United States' Farm Commodity Programs in Sustainable Production Systems: An Economic Case Study". Presented at the University of Oregon's Conference on The Politics of Sustainable Agriculture in Eugene, October 7, 1995. The Politics of Sustainable Agriculture, October 7 & 8, Eugene, Oregon, pp. 16.
  15. Hanson, James C. "Marketing - Niche Markets and Niche Management". Presented at the Pre-conference: The Economist's Role in the Agricultural Sustainability Paradigm of the Annual Meeting of the American Agricultural Economists Association in San Antonio, Texas, July 27-31, 1996.
  16. Hanson, James C. "New Definitions of 'Farm'". Presented at the Annual Meeting of the American Agricultural Economists Association in San Antonio, Texas. With Kent Olson, sponsored the Organized Symposia, 'Advances in Farm Management Education' of which this talk was a part, July 27-31, 1996

17. Musser, Wesley, James C. Hanson, Tracy Hewitt, Katherine Smith, and Steven Peters. "A Case Study of Federal Farm Commodity Programs and Sustainable Production Systems". Presented at the Annual Meeting of the American Agricultural Economists Association in San Antonio, Texas, July 27-31, 1996.
18. Horowitz, John, Marc Nerlove, James C. Hanson, and Kevin McNew. "Fruit and Vegetable Prices in a Wholesale Farmers Market". Presented at the Annual Meeting of the American Agricultural Economists Association in San Antonio, Texas, July 27-31, 1996.
19. Hanson, James C. "Opportunities and Challenges in Cooperative Extension for Agricultural Economists". Invited presentation at the Annual Conference of the Northeastern Agricultural and Resource Economics Association in Sturbridge, Massachusetts, June 22-24, 1997.
20. Hanson, James C. Discussant for a Selected Papers Session – "Learning New Teaching Skills" (paper available in AgEcon Search - <http://agecon.lib.umn.edu>). Presented at the Annual Meeting of the American Agricultural Economists Association in Salt Lake City, Utah, August 2-5, 1998.
21. Hanson, James C. and Raymond J. Miller. 2001. "Conditions Necessary For a Successful Agricultural Extension System in Developing Countries". Presented to the International Conference on Agricultural Science and Technology, Beijing China, November 7 – 9, 2001. Published in Proceedings of the International Conference on Agriculture Science and Technology.
22. Hanson, James C., Lydia Oberholtzer, Charles Kauffman, and Dale Johnson. "Success and Survival: The Small Farm Success Project", 3<sup>rd</sup> National Small Farm Conference, September 17-20, 2002. Albuquerque, New Mexico. Published in the Proceedings of the 3<sup>rd</sup> National Small Farm Conference, USDA-CSREES, July 2003.
23. Hanson, James C. "Organic Agriculture and Sustainability: Economic Aspects" (one of three presenters on the topic), OECD (Organization for Economic Cooperation and Development) Workshop on Organic Agriculture, September 23-26, 2002. Washington, D.C. Published in the Proceedings of the conference, "Organic Agriculture: Sustainability, Markets and Policies", OECD, CABI Publishing, 2003.
24. Bruening, Thomas H., Xiaorong Shao, Raymond Miller, and James C. Hanson (presented by Bruening). "Understanding the U.S. Extension Systems and the Implication for Models in China". Exploring New Models for Agricultural Extension, Education for Western China Joint UCCA-CAUC Workshop, Yangling, China, November 3, 2002.
25. Hanson, James C. "Economics of Organic Systems: Rodale Farming System Trial (FST)". Rodale Institute, Kutztown, Pennsylvania. November 7, 2002.

26. Hanson James C., Jorge Lainez, James Smyle, and Wilfredo Diaz Arrazola. Honduras: Fondo para Productores de Ladera: Public Funding for a Private Extension System for the Hillside Farmers of Honduras. A Case Study published in the Proceedings and Case Studies of “New Approaches to Extension: A Workshop for Practitioners”, Washington, D.C. Web Page Address: The World Bank Group – Sustainable Agriculture – AKIS: Research and Extension. November 11-15, 2002.
27. Hanson, James C., Richard Just, and Jorge Lainez. “Comparative efficiency of contracting for private extension delivery versus public extension in Honduras”, 25<sup>th</sup> International Conference of Agricultural Economists, Durban, South Africa, August 19, 2003.
28. Rivera, William in collaboration with Gary Alex and James Hanson. “Challenges to Assessing R & E Impacts”, Impact Assessment of Food Policy Research: A Stocktaking Workshop, International Food Policy Research Institute, Washington, D.C. November 10, 2004.
29. Hanson, James, Dale Johnson, Raymond Miller, and Darlene Adams. “Training International Extension Professionals through Stateside Educational Workshops”, Public Issues Leadership Development Conference 2005: Leadership Development through Partnerships, Arlington, Virginia, April 18, 2005.
30. Hanson, Jim and Ted McConnell. “Nutrient Trading Approaches to Reducing the Costs of Abatement”. Presented at the Northeastern Agricultural and Resource Economics Association Meetings. Annapolis, Maryland, June 13, 2005.
31. Johnson, D.M., Hanson, J.C., & Miller, R.J. “Extending Educational Outreach to Farmers in Central Asia.” Presented as a Poster to Epsilon Sigma Phi National Conference, Colorado Springs, Colorado. November 10 & 11, 2005.
32. Rivera, W.M., G. Alex, J. Hanson, and R. Birner. "Enabling Agriculture: The Evolution and Promise of Agricultural Knowledge Frameworks", Proceedings of the 22nd Annual AIAEE Conference, Clearwater, Florida. May 14 – 18, 2006.
33. Johnson, D.M., J.C. Hanson, and R.J. Miller. “University Collaborations to Provide Extension Support to Farmers in Uzbekistan and Kazakhstan.” Presented as a Poster to 18<sup>th</sup> European Seminar on Extension Education, Prague, Czech Republic, September 5–8, 2007.
34. Hanson, James C., John G. Richardson, Miodrag Matavulj, and Gregory Manzuk. “Agricultural Cooperatives and Unions of Cooperatives in Bosnia and Herzegovina: Opportunities for Improvement.” Presented to the 18<sup>th</sup> European Seminar on Extension Education, Prague, Czech Republic, September 5–8, 2007.
35. Walsh, C.S. A.R. Ottesen, J.C. Hanson, M.J. Newell, and E.H. Leone. 2008. "The Effect of Organic and Conventional Management Programs on

- Apple and Pear Tree Growth, Productivity, Expenses, and Revenues in a Hot, Humid, Climate." *Acta Horticulturae* (In press).
36. 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. This was an invited paper but the authors did not personally travel to Stavropol to present the paper. Rather, the paper was presented by proxy and included in the conference proceedings.
  37. Hanson, James C. "Local Food Systems: A View from the Field". Presented at the Local Food Systems: Emerging Research and Policy Issues Conference (live, online webcast). Economic Research Service, USDA, Washington, D.C. , June 26, 2009.  
<http://www.ers.usda.gov/ConferenceCenter/localfoods/>
  38. Vanyan, Armen, Jim Hanson, and Ian Houseman. "Assessing the Impact of the Agricultural Advisory System in Armenia". Presented to the 19<sup>th</sup> European Seminar on Extension Education and included in Conference Proceedings, Assisi (Perugia), Italy, September 15-19, 2009.
  39. Hanson, J. C., C. Dimitri, and L. Oberholtzer. "Marketing Maryland Grown Food to Local Schools, Colleges, and Universities: Farm and Policy Implications". Presented at the Northeastern Agricultural and Resource Economics Association Workshop: "The Economics of Local Food Markets", Atlantic City, New Jersey, June 15, 2010.
  40. Hanson, J.C. "Role of EAS in Linking Farmers to Markets – Panelist". Global Learning Exchange on Best Fit Approaches in Extension and Advisory Services. Washington, D.C. Jun 6, 2012.
  41. Johnson, D.M. & Hanson, J.C. (July, 2012) Achieving Sustainability through Local Food Systems in the United States. 10th European International Farming Systems Symposium, Aarhus, Denmark.
  42. Greene, C.R., J.C. Hanson, A.A. Adalja, R. Ebel, and M. Barron. "Adoption and Coexistence of GE (genetically engineered), Conventional non-GE, and Organic Crops". Selected Poster prepared for presentation at the Agricultural & Applied Economics Association's 2013 AAEE & NAREA Joint Annual Meeting, Washington, DC, August 4-6, 2013.
  43. Adalja, A. A., J.C. Hanson, C. Towe, and E. Tselepidakis. "Are Consumers Willing to Pay for Grass Fed Beef? A Hypothetical and Non-Hypothetical Comparison". Selected Paper prepared for presentation at the Agricultural & Applied Economics Association's 2013 AAEE & NAREA Joint Annual Meeting, Washington, DC, August 4-6, 2013.
  44. Johnson, D.M., Hanson, J.C., Lichtenberg, E., Weil, R.R., Minegishi, K., Gilker, R. Sustainability of Management-intensive Grazing Dairy Farms versus Conventional Confinement Dairy Farms. Abstract and paper presented at, and published in the proceedings of the 11th European



International Farming Systems Association Symposium, Humbolt University, Berlin, Germany, April 1, 2014.

**Films, CDs, Photographs, etc.**

- Gunther, Paul and James C. Hanson. 1998. “German Branch Watershed Project” 36 minute video describing agricultural best management practices and community cooperation in improving water quality in the 7,000 acre German Branch Watershed in Queen Anne’s County (produced with \$24,351 SARE grant).

**Contracts and Grants (Total Grants = \$7,945,165; Served as PI = \$7,221,949).**

1. 2014 – 2017. “Afghanistan Agricultural Extension Project - II (AAEP-II)”, USAID, James Hill, University of California, Davis (PI) - \$20,000,000. October 1, 2014 to September 30, 2017,  
2014 – 2017. “Improving the Role of Women in Agriculture and Family Food Security in Afghanistan”. University of California, Davis, James C. Hanson (PI) - \$3,000,000. October 1, 2014 to September 30, 2017.
2. 2015. “Women in Agriculture Marketing in Afghanistan”, Global Partnership for Afghanistan. James C. Hanson (PI) - \$15,000. May 1, 2015 to September 30, 2015
3. 2014 – 2015. “Managing the Risk of Community Supported Agriculture Business Models”. Maryland Department of Agriculture. James C. Hanson (PI) - \$35,610. October 2, 2014 to September 30, 2015.
4. 2012 – 2015. “Maryland Collaborative for Beginning Farmer Success”. USDA-NIFA. James C. Hanson (PI) and Co-PIs (Benjamin Beale, Shannon Dill, William Lantz, and David Myers) - \$676,680. September 1, 2012 to August 31, 2015.
5. 2011 – 2014. “Investing in the Afghan Ministry of Agriculture, Irrigation and Livestock (MAIL/DAIL)”, USDA – NIFA, James Hill, University of California, Davis (PI) - \$14,019,135. October 1, 2011 to September 30, 2014.  
2011 – 2014. “Improving the Role of Women in Agriculture and Family Food Security in Afghanistan”. University of California, Davis, James C. Hanson (PI) and Raymond Miller (Co-PI) - \$1,455,118. September 1, 2011 to September 30, 2014.
6. 2011 – 2013. “Strengthening Extension in Afghanistan and Pakistan”. University of California – Davis. James C. Hanson (PI) - \$53,427. March 1, 2011 to December 31, 2013.
7. 2011 – 2013. “Updating the Certified Organic Acreage and Livestock Database”. USDA-Economic Research Service. James C. Hanson (PI) - \$100,000. September 30, 2011 to September 30, 2013.
8. 2010 – 2013. “Republic of Georgia Regional Veterinary Service Unit (RVSU) Pilot Project.” USDA-Foreign Agricultural Service. James C. Hanson (PI) - \$217,701. August 15, 2010 through December 31, 2013.

9. 2010 – 2011. “Farmers’ Markets in Maryland: Evaluating Economic Impact, Identifying Opportunities, and Assessing Feasibility of a Statewide Farmers’ Market Association as a Solution to Direct Marketing Challenges”. Maryland Department of Agriculture. James C. Hanson (PI) - \$8,000. October 1, 2010 through October 31, 2011.
10. 2009 – 2010. “Addressing Institutional Markets as New Outlets for Maryland Agricultural Products: Risk Management Education for Farmers”. The Northeast Center for Risk Management Education, USDA. James C. Hanson (PI) and Carolyn Dimitri (Co-PI) - \$32,700. July 1, 2009 through December 31, 2010.
11. 2008-2009. “James Hanson – Agricultural Innovations.” USDA-CSREES. Principal Investigator: James C. Hanson (\$9,807), September 1, 2008 through August 31, 2009.
12. 2008-2010. “Implementing and Evaluating Hulless Barley for Bio-Engineering Production and Winter Cover Crops for Water Quality Protection: Chester River”. National Fish and Wildlife Chesapeake Bay Targeted Watershed Grants Program. James C. Hanson (PI) and Kenneth E McConnell (Co-PI) - \$46,000. July 1, 2008 through September 30, 2010.
13. 2007-2008. “Establishing an Agricultural Demonstration Farm to Provide Educational Programs for Local Farmers in Akhaltsikhe, Georgia”. Travel Grant with International Orthodox Christian Charities, Baltimore, Maryland (July and September 2007). Principal Investigator James C. Hanson, Co-Principal Investigators: Stanley W. Fultz and Edward B. Rayburn, \$14,425.
14. 2005-2007. “Regional Variation in the Adoption of Organic Farming Systems”. USDA-Economic Research Service. Principal Investigator: James C. Hanson (\$60,500), September 30, 2005 through March 30, 2007.
15. 2004-2007. “Sustainable Agriculture Extension Publications”. USDA Smith-Lever. Principal Investigator: James C. Hanson (\$10,001). August 1, 2004 through July 31, 2007.
16. 2004-2007. “Evaluating the Potential for Variable Rate Fertilizer Applications to Reduce Nitrogen Runoff and Leaching into the Environment”. Chesapeake Bay Foundation. Principal Investigator: Frank Coale (Principal Investigator), James C. Hanson (Co-PI), \$95,000. October 25, 2004 through January 15, 2007.
17. 2003-2005. “Assess and Develop Opportunities for Green Payments Programs in Maryland”. Maryland Center for Agro-Ecology, Inc. Principal Investigator: Michael Heller, Co-Principal Investigators: James C. Hanson and others (\$59,300).
18. 2003-2003. “Assessing the Risk Management Needs of Organic Farmers”. USDA-Economic Research Service. Principal Investigator: James C. Hanson (\$12,000).
19. 2002-2007. “The Production of Organic Apples, Organic Pears, and Fruit Cider: To Promote Sustainability in Existing Orchards and as an Alternative Enterprise in the Baltimore-Washington Corridor and in Southern Maryland”. Christopher

- Walsh (PI) and James C. Hanson (Co-PI). University of Maryland Agro-Ecology Center, (\$44,174), June 1, 2002 through August 31, 2007.
20. 2002-2005. "Extending the Educational Outreach in Kazakhstan". United States Department of State. Principal Investigator: Hanson, James C. and Co-Principal Investigator: Dale Johnson, (\$152,231), August 26, 2002 through August 31, 2005.
  21. 2002-2004. "Production and Education for Organic Crops". Simpson, Thomas (PI) and James C. Hanson (Co-PI). Maryland Department of Agriculture, (\$70,000), March 1, 2002 through February 29, 2004.
  22. 2002 – 2003: "The Continued Viability of Rural Maryland: Implementation of the Maryland Strategic Plan for Training and Education in Sustainable Agriculture". Northeast Sustainable Agriculture Research and Education, University of Vermont. October 1, 2002 - September 30, 2003. Principal Investigator: James C. Hanson (\$10,000).
  23. 2001-2002. "Assessing the Risk Management Needs of Organic Farmers". USDA-Economic Research Service. Principal Investigator: James C. Hanson (\$91,186).
  24. 2000-2004. "Bridging the Urban-Rural Divide: Marketing Local Foods (Small Farm Success Project)". USDA Initiative for Future Agriculture and Food Systems Program (IFAFS). Principal Investigator: James C. Hanson (\$865,952), September 15, 2000 through September 30, 2004.
  25. 2000-2004. "Extending the Educational Outreach in Uzbekistan". U.S. Department of State. Principal Investigator: James C. Hanson, Co-Principal Investigators: Dale Johnson, Raymond Miller, and Boris Maydanik (\$251,420), August 28, 2000 through February 29, 2004.
  26. 2000–2003. "Regenerating Small Farms, Combining Research, Education, and Research". Rodale Institute, Kutztown, Pennsylvania (flow through of USDA IFAFS funds). Principal Investigator: James C. Hanson (\$4,950).
  27. 1998-2000. "Locally Led Farmer Groups for Sustainable Agriculture: The Study Circle Approach". Northeast SARE. Principal Investigator: James C. Hanson, Co-Principal Investigators: Marc Tefteau, Diana Friedman, and Michael Heller (\$6,500).
  28. 1997 - 1998. "Sustainable Rice Production and Water Management in the Coello River District". University of Maryland/Universidad de Los Andes. Principal Investigators: James C. Hanson and Ramon Rosales, Co-Principal Investigators: William Amezquita and Juan Jose Rivera (\$10,000).
  29. 1996 - 1997. "Assessing Hillside Farming Systems in Tropical Regions for Environmental and Economic Sustainability: A Case Study in the Rio Combeima Watershed of Colombia". University of Maryland/Universidad de Los Andes Fund. Principal Investigators: James C. Hanson and Ramon Rosales, Co-Principal Investigator: Juan Jose Rivera (\$9,000).
  30. 1996 - 1997. "Video Training on Improving Water Quality Featuring Farmers and their Practices in the German Branch Watershed". Northeast Sustainable

- Agriculture Research and Education. Principal Investigator: James C. Hanson and Co-Principal Investigator: Paul Gunther (\$24,351).
31. 1995 - 1997. "Future Harvest - Poultry Manure Project". W.K. Kellogg Foundation Integrated Farming Systems. Principal Investigator: Lewis Carr, Co-Principal Investigator: James C. Hanson (\$130,000). Hanson also served as a member of the Steering Committee for the overall Future Harvest Project (\$1,253,000).
  32. 1993-1996. "Economics of Transition to Sustainable Farming". USEPA. Co-Principal Investigator: Erik Lichtenberg, Co-Principal Investigators: Robert Chambers, and James C. Hanson (\$219,788).
  33. 1992-1996. "Economics of Sustainable Farming in the Mid-Atlantic". USDA-EPA ACE Program. Principal Investigator: Erik Lichtenberg, Co-Principal Investigators: Robert Chambers, and James C. Hanson (\$104,951).
  34. 1990-1993. "Expanding Farmer Access to Local Markets in the Mid-Atlantic Region". USDA-Federal State Marketing Improvement Program. Principal Investigator: James C. Hanson (\$100,000) - replaced James Russell.

**Fellowships, Prizes, and Awards.**

1. 1990 State Winner, MD Association of Agricultural County Agents: "Search for Excellence - Farm Income" for Southern MD Regional Farmers' Market.
2. 1990 Farm Foundation Travel Scholarship to the Extension Conference at the Annual Meeting of the AAEA, Vancouver, Canada.
3. 1991 National Winner, National Association of Agricultural County Agents: "Search for Excellence Award - Farm Income" for Southern MD Regional Farmers' Market.
4. 1992 Maryland FFA Honorary State Agriculturist Degree - for contributions for the Farm Business Management Test and inservice training for vocational agriculture teachers.
5. 1992 Award of Honor - The Maryland Extension Specialists' Association - for specialists with less than five years of service.
6. 1993 Excellence in Extension Programs - The University of Maryland at College Park Alumni Association: College of Agriculture Chapter.
7. 1994 Distinguished Individual Extension Program - American Agricultural Economics Association.
8. 1999-2001 National Extension Leadership Development Program (NELD) – Twenty-three extension professionals from twenty universities were selected to participate in this national leadership development program.
9. 2001 International Travel Grant, University of Maryland (\$900) to present a paper at the International Conference on Science and Technology, Beijing, China, November 7 – 9, 2001.
10. 2001 Top “Grant Getters” Award – Awarded by the University of Maryland’s Office of Research and Graduate Studies to the top 100 faculty at the University in securing contract and grant support.

11. 2002 Epsilon Sigma Phi Northeast Regional International Service Award. Honor bestowed on an individual who has contributed significantly to the development or expansion of Extension programs in other countries. Epsilon Sigma Phi (ESP) is dedicated to fostering standards of excellence in the Extension system and Extension professional.
12. 2002 Top “Grant Getters” Award – Awarded by the University of Maryland’s Office of Research and Graduate Studies to the top 100 faculty at the University in securing contract and grant support.
13. 2002 International Travel Grant, University of Maryland (\$900) to explore research and extension collaborations with the Xinjiang Agricultural University, Urumqi and Chinese Agricultural University, Beijing, China, December 9 – 15, 2002.
14. 2002 Maryland Association of County Agricultural Agents: Mid-Career Award.
15. 2006 Epsilon Sigma Phi Northeast Regional Visionary Leadership Award – Honor bestowed on Extension professional whose significant accomplishments have resulted in leading Extension forward in new directions. Epsilon Sigma Phi (ESP) is dedicated to fostering standards of excellence in the Extension system and Extension professional.
16. 2008 Distinguished Service Award, National Association of County Agricultural Agents (NACAA). Honorees are the top two percent of the membership of NACAA as chosen by their peers and Directors of Extension of the various states.
17. 2011 University of Maryland’s Distinguished International Service Award. Recognizes significant contributions to the development of international programs at the UMD, presented by President Wallace Loh.
18. 2012 Excellence in Extension Programs - The University of Maryland Alumni Association: College of Agriculture and Natural Resources.
19. 2013 15<sup>th</sup> Annual Research Leaders Luncheon at University of Maryland (one of the selected faculty honorees).
20. 2014 USDA Secretary’s Honor Award for Increasing Global Food Security (Secretary Vilsack). This award recognizes the Afghanistan Agricultural Extension Project for enhancing food security and improving the quality of life for thousands of farmers by building capacity in the Afghanistan’s agricultural extension system. The University of Maryland is a partner with three other universities in this project and Hanson is its Principal Investigator.
21. 2016 College of Agriculture and Natural Resources Dean Gordon Cairns Award for Distinguished Creative Work and Teaching in Agriculture.

**Editorships, Editorial Boards, and Reviewing Activities for Journals and Other Learned Publications.**

- Agronomy Journal Editorial Board (Agricultural Economics Expertise). 2008 – 2011.

**TEACHING, MENTORING, and ADVISING**

### **Courses Taught in the Last Five Years**

- AREC 435: Commodity Futures and Options Markets
  - Spring, 2010 (enrollment, 53 students)
  - Spring, 2011 (enrollment, 52 students)
  - Spring 2012 (enrollment, 38 students)
  - Spring 2013 (enrollment, 41 students)
- Undergraduate Research Paper
  - Fall 2014 (enrollment, 1 student, CONS 798)

### **Advising: Research Direction**

#### *Doctoral Defense Committees*

1. Shaikh Mahfuzur Rahman (Ph.D.), Department of Agricultural and Resource Economics, “Optimal Contracting and Vertical Coordination in the Beef Industry: An Assessment of Value Based Pricing”. October 27, 2007.
2. Mohammed Helal Uddin (Ph.D.), Department of Agricultural and Resource Economics, “Gains from Contracting for U.S. Hog Growers”. March 14, 2008.
3. Otteson, Andrea R. (Ph.D.), Plant Science and Landscape Architecture Department. “The Microbial Ecology and Horticultural Sustainability of Organically and Conventionally Managed Apples.” November 17, 2008.
4. Herberich, David H. (Ph.D.), Department of Agricultural and Resource Economics, “Three Quasi-Experimental and Experimental Papers in Environmental Economics.” October 20, 2010.
5. Himmelstein, Jennifer C. (Ph.D.), Department of Plant Science and Landscape Architecture, “Mechanisms of Disease Suppression by a Hairy Vetch (*Vicia Villosa*) Cover Crop on Fusarium Wilt of Watermelon and the Efficacy of the Biocontrol Activinovate.” March 25, 2013.
6. Minegishi, Kota. (Ph.D.), Department of Agricultural and Resource Economics, “Essays on the Comparisons of Production Technologies: Applications to Maryland Dairy Farms.” June 24, 2014.
7. Wechsler, Seth James. (Ph.D.), Department of Agricultural and Resource Economics, “A Structural Model of US Corn Farmers’ Pest Control Decisions: Rootworm Resistance in US Corn Fields.” September 24, 2014.

### **Extension Activities**

#### *Major Programs Established.*

**Maryland Tobacco Checkoff Fund, 1989 and 1990:** The Tobacco Committee of the Southern Maryland Agricultural Commission proposed that a checkoff fund

(1/2 cent per pound) be established for Maryland (Type 32) tobacco. Hanson and Gary Hodge of the Tri-County Council, as members of that committee, wrote farmer informational letters and the bylaws for the Southern Maryland Tobacco Board, Inc. Hanson also spoke at farmer meetings in Southern Maryland explaining the pros and cons of checkoff programs such as this. The checkoff passed in March, 1990. Approximately \$50,000 was raised annually to market Maryland tobacco.

**Mid-Atlantic Produce Project (MAPP), 1991 to 1993:** Served as project leader for a four state effort to improve produce wholesaling by local farmers in the Mid-Atlantic region. Over 180 produce buyers were personally interviewed in the Baltimore-Washington area to determine how farmers can increase their level of direct wholesaling. Hanson was senior author of the extension report which summarized this survey and which was distributed to farmers and agricultural extension agents in Maryland, Pennsylvania, Virginia, and West Virginia in 1992 (2,000 copies). He also co-wrote three extension fact sheets to complement the principal report and an article in the American Vegetable Grower. Through 1993, 16 presentations have been made to over 1,100 farmers concerning direct wholesaling (Hanson gave the majority of the talks).

**Southern Maryland Regional Farmers' Market (SMRFM), 1988 to 1996:** Wrote the proposal and co-directed the establishment of the SMRFM produce auction and retail markets at the State Tobacco Warehouse in Cheltenham, Maryland. SMRFM was established in 1989 to provide a market for fruits and vegetables grown in the region and to help tobacco farmers diversify out of tobacco production into viable alternatives. Over \$100,000 was raised from county, state, and university sources to establish the market. Hanson's activities included serving as liaison among financial contributors, promoting the market, organizing its operation, working at the market, analyzing yearly performance, helping to incorporate the market, and serving as Secretary of Board. Currently (through 2012), the SMRFM auction market still operates and grosses approximately \$300,000 annually with 100+ farmers and 100+ buyers participating through the season that runs from May 1 to October 31.

**Profitable Agriculture and a Clean Environment (PACE), 1990 to 1996:** Hanson designed and initiated the Maryland Cooperative Extension Service's *PACE* program. Profitable agriculture must exist harmoniously with a clean environment for either to prosper. *PACE* is Cooperative Extension Service's umbrella program and philosophy that brings these two goals together. Hanson served as Conference Coordinator for the four *PACE* conferences that have been held. 1991 (February 28): Conference Coordinator for the first regional conference on sustainable agriculture in the Chesapeake Bay Region. Over 225 people registered for this conference that was held in Timonium, Maryland. 1992

(January 23): Conference Coordinator - "Adaptive Onfarm Research in the Chesapeake Bay Region" in Annapolis, Maryland. 1994 (January 14): Coordinator for Concurrent Session at Delaware-Maryland Vegetable Meeting - "*PACE* Onfarm Reports", Dover, Delaware. 1995 (January 13): Coordinator for Concurrent Session at Delaware-Maryland Corn, Soybean, Fruit, and Vegetable Conference - "Profitable Agriculture and a Clean Environment", Dover, Delaware. A major part of the *PACE* program was its participatory onfarm research/demonstration projects. Hanson solicited projects and served as Editor of the *PACE Update* that summarize these projects:

1991 *PACE Update*, 33 projects involving 60 farmers and 37 extension faculty, 92 pp.

1992 *PACE Update*, 38 projects involving 68 farmers and 55 extension faculty,, 78 pp.

1993 *PACE Update*, 22 projects involving 40 farmers and 37 extension faculty, 49 pp.

1994 *PACE Update*, 26 projects involving 53 farmers and 40 extension faculty, 63 pp.

1995 *PACE Update*, 17 projects involving 55 farmers and 35 extension faculty, 53 pp.

**PRO-FARM Leadership and Management Training, 1993-1996:** The objective of this Extension program was to help farmers improve their management skills so that they will be able to develop and implement strategic and tactical plans to improve productivity, increase profitability, and fulfill long-term aspirations. This 12 hour workshop, spread over two to four days, taught farmers and business operators to use many important tools that improve their management skills and increase the survivability of their farms. One to three hour seminars were also conducted on individual topics for specific audiences. Farmers were introduced to the concepts of leadership, management, proactivity, and paradigms. Farmers learned how to use a mission statement to set the direction for their farm business. They learned how to do an effective needs assessment and strategic planning. They learned the decision making process of problem identification and diagnosis, generating alternatives, analyzing alternatives, planning and controlling. They also learned time management skills.

Hanson served as the initial chair of the PRO-FARM Leadership and Management Focus Team which developed the program and materials. Hanson coauthored five extension fact sheets for the Pro-Farm program and taught at many Pro-Farm workshops. Hanson resigned from the PRO-FARM team when he became Assistant Director for Agriculture and Natural Resources, University of Maryland Extension in 1996. The program continued until 2005.



Overall, fifty-three workshops and seminars were conducted for 815 participants. A sample of 71 workshop participants from 59 farm businesses were surveyed to determine the impact of the PRO-FARM program. As a result,

- 76% of participants indicated that they were able to differentiate between their leadership and management roles in their operations;
- 56% reported that they had changed paradigms related to their farm business after attending the workshop;
- 40% reported that they had developed mission statements for their businesses;
- 60% said that they had carried out strategic planning as outlined in the workshop; and,
- 92% indicated that they were using problem solving methods taught in the course. Similar results were informally reported from other workshop participants.

**Future Harvest Poultry Project, 1994 to 1996:** Future Harvest is Kellogg's Integrated Farming System program in Maryland and Delaware; Hanson served on the steering committee. With Lew Carr, Hanson directed the sub-initiative, Poultry Project. They had a multi-disciplinary team evaluating different methods of composting poultry litter so as to develop a value-added product that can be marketed outside of the poultry production region.

**Small Farm Success Project (Hanson was Leader of Project and Principal Investigator), 2000 to 2004:** A coalition of land grant universities, USDA, and nonprofit organizations in the Mid-Atlantic region is dedicated to helping small and emerging farmers improve their financial success. With funding from the USDA's IFAFS (Initiative for Future Agricultural Food Systems, 2000-2003, \$865,953) program, the coalition developed an initiative entitled, *The Small Farm Success Project*. The coalition included Maryland Cooperative Extension, Future Harvest/CASA, Accokeek Foundation, Wallace Center for Agricultural and Environmental Policy at Winrock International, USDA Beltsville Agriculture Research Center, Farm to City (Philadelphia), Pennsylvania Association for Sustainable Agriculture, and Penn State Cooperative Extension. Specific outcomes included:

- **Farmer Grants Program:** The Small Farm Success Farmer Grants Programs was designed to improve the profitability of farmers and farmer groups through innovative marketing ideas. Approximately 40 grants in these categories were awarded in the areas of farm innovation, on-farm marketing, and off-farm marketing.
- **Applied Research and Outreach Publications:** Applied research projects were combined with farmer profiles so that besides offering greater insights into problems faced by farmers, individual farmers could speak to

their experience with designated technologies. Such publications included profiles on successful farmers, outreach marketing publications to increase farmer sales and productivity, and applied research publications on various topics such as characteristics of successful sustainable farms and farmers, and organic production systems that regenerate poor soils.

- **Conferences and Workshops:** Financial support was provided to multiple annual conferences of Future Harvest/CASA, Pennsylvania Association of Sustainable Agriculture (PASA), and the Mid-Atlantic Direct Marketing Conference. Multiple presentations were offered around the region on the subjects of high tunnel hoop houses, cover crops in organic systems, direct marketing, organic production, safe food handling, fruit display, and on-farm marketing. In addition, the Small Farm Success team gave presentations at national and regional conferences that included 3<sup>rd</sup> National Small Farm Conference, September 17-20, 2002, Albuquerque, New Mexico and 5<sup>th</sup> Annual Future of our Food and Farms Summit, Wilmington, Delaware, December 4, 2003.
- **Community Farm Initiative:** A Community Farm Initiative was begun in southeast Pennsylvania. The purpose of this effort was to improve and strengthen marketing opportunities for farmers and enhance community awareness about the importance of local and sustainable agriculture. Accomplishments include a) expanding marketing opportunities in Philadelphia, b) initiating a Buy Fresh/Buy Local campaign in Philadelphia (in cooperation with two local partners and FoodRoutes, a national non-profit), and c) providing marketing support to diversified sustainable farm in the southeast region that included starting Farmer-to-Chef and Farmer-to-College networks.

**Nutrient Management Strategies to Improve the Health of the Chesapeake Bay, 2004 to 2007:** Hanson explored nutrient trading strategies to improve the efficiency of the 2004 Maryland Flush Tax (with Ted McConnell). Presentations of this research have been made to representatives from Maryland Sea Grant (Dec 1, 2004), Maryland Department of the Environment (January 12, 2005), and College of Agriculture and Natural Resources (January 31, 2005).

**Farm to School, 2009 to 2011:** Hanson served as project leader of a consortium of organizations and Principal Investigator of a grant to investigate and develop a strategy to increase the purchase of local food in Maryland public schools.

**Small Farms, Sustainable Agriculture, and Organic Agriculture, 2001 to present:** The needs of farmers involved in these three topics are closely intertwined in the Mid-Atlantic. To be profitable, small farms should consider marketing high value crops (i.e., organic agriculture) and substituting on-farm

resources for purchased inputs for cost and environmental reasons (sustainable agriculture). Past and current activities include

- Certifying organic acreage on seven of the College's research farms for organic research (with Tom Simpson);
- Economics of organic fruit production (with Chris Walsh);
- Risk management strategies of organic farmers (with USDA Economic Research Service);
- Small farm management for equine operations,
- Evaluating organic grain cropping systems (with Rodale Institute),
- Working jointly with the West Virginia University and West Virginia State University to provide sustainable agricultural training to agricultural extension educators in West Virginia and Western Maryland
- Evaluating the potential for co-existence among organic, identity-preserved, and genetically-modified grain production systems (with USDA Economic Research Service).

**Grain Marketing, 2008 to 2013:** Hanson works with the grain marketing focus team as the state specialist. Providing basis tables, supply and demand information, and marketing strategies to be used with farmers and writing annual updates for three fact sheets on historical price and basis information for corn, soybeans, and wheat.

**Maryland Collaborative for Beginning Farmer Success, 2012 to present:**

Recently, Hanson has focused his work on developing effective extension programs for beginning farmers in Maryland. He is the Principal Investigator for Beginning Farmer and Rancher Development Program USDA-funded program totaling \$676,680 that supports this initiative. Typically, Hanson focuses his extension programs on providing educational programs to existing farmers, who having a good base of knowledge, need specific help in certain topics. Now, he works with beginning farmers who have little agricultural knowledge. Workshops on specific topics are not sufficient to guarantee agricultural success. Hanson is providing leadership for extension faculty from UMD and UMD Eastern Shore, and other non-profit organizations such as Future Harvest and Southern MD Agricultural Development Commission. The members of the team are providing a series of comprehensive workshops, personal mentoring, business planning, field demonstrations, one-on-one coaching, advising, and on-farm training programs to help these beginning farmers, located either in Maryland to succeed. In September 2014, the Maryland team hosted a national conference of Beginning Farmer programs that are located in other states.

**Delmarva Land and Litter Project, 2014 to present:** Hanson serves on a self-directed work group of agricultural and conservation leaders who will work to

identify economically viable landscape scale agronomic, technological, and/or market based strategies and solutions that might be deployed to utilize poultry litter than can no longer be land applied on phosphorus saturated soils.

*Major Programs Established - International.*

**Extending the Educational Outreach to Farmers in Uzbekistan, 2000 – 2004.**

Hanson was Principal Investigator and worked with Dale Johnson and Ray Miller in this joint project between the University of Maryland and Tashkent State Agrarian University (TSAU). The four-year project was funded (\$251,420) by the U.S. State Department's NIS College and University Partnership Program. The University of Maryland and TSAU collaborated with Namangan Economic Engineering Institute, Bukhara State University, and Bukhara Agricultural College to offer extension educational programs to the agricultural communities in the provinces of Tashkent, Namangan, and Bukhara. Three Extension centers were established in these provinces. These institutions did not previously have Extension programs. During the project, faculty exchanges helped the Uzbeks understand how Extension works and assisted them in developing programs that will help farmers improve production, marketing, and profits. Three teams of Uzbek faculty members (23 total) visited the University of Maryland for 2-4 weeks for intensive training in Extension methods, business management, and production agriculture provided by many faculty members in the College of Agriculture and Natural Resources. University of Maryland faculty (7 total) followed up by traveling to Uzbekistan for a combined total of 19 weeks to assist in implementing the Extension programs. During the project a 24 day-long school was developed and conducted by TSAU for about 300 farmers. The other Extension centers conducted workshops for over 1,000 farmers. Ten research projects on agricultural methods were conducted and 12 technical bulletins were published. A biweekly television program was developed and broadcast to feature innovative farmers. A book was published by the Rector of TSAU to describe the function of Extension.

**Extending the Educational Outreach to Farmers in Kazakhstan, 2002 – 2005.**

Hanson was Principal Investigator and worked with Dale Johnson and Raymond Miller in this joint project between the University of Maryland (UM) and Kazakh National Agrarian University (KazNAU). The three-year project was funded (\$152,231) by the U.S. State Department's NIS College and University Partnership Program. Through this project, KazNAU and the University of Maryland established three Extension Centers (EC). They are located in Almaty (KazNau), Enbekshi-Kazakh District (local governmental center), and Karasai District (Kazakh Institute of Land Cultivation). During the project, faculty exchanges helped the Kazakhs understand how Extension works and assisted them in developing programs that will help farmers improve production, marketing, and

profits. One team of Kazakh faculty members visited the University of Maryland for two weeks for intensive training in Extension methods, business management, and production agriculture provided by many faculty members in the College of Agriculture and Natural Resources. University of Maryland faculty (8 total) followed up by traveling to Kazakhstan for a combined total of 21 weeks to assist in implementing the Extension programs. During the project the Kazakhstan faculty members conducted Extension workshops for over 400 farmers and conducted six research projects on improved production technologies.

**Improving the Role of Women in Agriculture and Family Food Security in Afghanistan, 2012 – present:** Hanson is leader and Principal Investigator (\$1,455,118) of this project to improve the lives of vulnerable women in Kabul so as to improve the quality and quantity of the food provided to their families and to increase the amount of money earned (and controlled by women) from the sale of produce from their home gardens. University of Maryland female faculty are working with Afghan female extension educators and trainers from women's associations in Kabul. The primary effort centers around a Farmer Field School established by UMD for women at Darulaman Farm in Kabul (established by President Karsai as the first state-sponsored educational farm for women in Afghanistan). The women trainers have their own kitchen garden demonstration plots at Darulaman and received trainings on Saturday (appropriate to the growing season but including horticulture practices, backyard poultry, nutrition, food preservation, and marketing). The trainers go and share what they learn with vulnerable women at their own kitchen demonstration gardens around Kabul on Sunday. On Monday through Wednesday, the trainers visit the women they are working with in their homes to help them in their efforts to improve family food security. Day to day management of the Farm Field School is led by the UMD-AREC's Deputy Chief of Party in Kabul and five Afghans who work on the project. Female extension faculty from Maryland visit Kabul quarterly to provide workshops on specific topics to the trainers. In October 2014, the WIA was funded by USAID with \$3,000,000 to be continued three more years until September 30, 2017.

#### *Educational Presentations*

Hanson was Assistant Director and Program Leader for University of Maryland Extension between 1996 and 2001. Extension presentations during that period are not listed below. Hanson is assumed to be the presenter unless co-presenters are listed.

#### ***1988 - 1995***

1. Farm Management · Seminar to 1988 Summer Workshop for Maryland Agriculture/Agribusiness teachers (with Robert Frazee and Ken Lewis), Clinton, MD, July 11, 1988.
2. Southern Maryland Field Day (July 27, 1988) - "Relative Returns of Alternate Crops & Tobacco", Upper Marlboro, MD.
3. Farm Management (October 18, 19, and 20, 1988) with other specialists. Taught a session on "Profitability" and organized a field study in Southern Maryland.
4. Agricultural Commodity Marketing (October 24-25, 1988) with James R. Russell. Presented four talks on grain basis, evaluating marketing alternatives, cost of storage, and the crop pricing summary.
5. Farm Record Keeping · Charles County (November 7, 14, and 28, 1988).
6. Agronomy Update (November 15, 1988). Invited speaker, led a session entitled, "Alternative Agriculture".
7. Southern Maryland Crops Conference (December 7, 1988) - "Alternative Agriculture - An Update for Southern Maryland", Mechanicsville, MD.
8. Prince George's Mini-Conference on Agriculture (December 13, 1988) - "Alternative Agriculture in Southern Maryland", Clinton, MD.
9. Grain Marketing Workshop with James Russell· Cecil County (December 13 and 15, 1988).
10. 1989 Farm Program Workshop with David Conrad - Southern Maryland counties (January 6, 1989).
11. Grain Marketing Workshop with James Russell - Somerset County (mornings - January 11, 18, and 25, February 1, 1989).
12. Grain Marketing Workshop with James Russell - Worcester County (afternoons - January 11, 18, and 25, February 1, 1989).
13. Grain Marketing Workshop with James Russell - Wicomico County (evenings - January 11, 18, and 25, February 1, 1989).
14. Grain Marketing Workshop with James Russell - Southern Maryland counties (January 23, 30 and February 13, 1989).
15. Southern Maryland Vegetable & Fruit Conference (January 25, 1989) - "Resources for Vegetable Prices", Davidsonville, MD.
16. Grain Marketing Workshop with James Russell - Dorchester County (February 2, 9, 16, and 23, 1989).
17. Grain Marketing Workshop with James Russell - Montgomery County (February 22, 1989).
18. Hog Management Seminar with Thomas Hartsock - St. Mary's and Charles' Counties (February 22, 1989).
19. Tri-County Fruit and Vegetable Meeting - St. Mary's, Charles, and Calvert Counties (February 27, 1989). "Profit in Fruit and Vegetables – An Overview".
20. "Pros and Cons of the Tobacco Referendum", Hughesville, MD (March 20, 1989).

21. "Information about the Proposed Market at Cheltenham" (with Allen Swann), New Market, MD (March 22, 1989).
22. "Information about the Proposed Market at Cheltenham" (with Allen Swann), Cheltenham, MD (April 25, 1989).
23. "Information about the Proposed Market at Cheltenham" to an Eastern Shore Farm Tour, Cheltenham, MD (June 15, 1989).
24. Prince George's Farm Bureau Annual Meeting (April 8, 1989) - "A Perspective on the Opportunities for Agriculture in Southern Maryland". Brandywine, MD.
25. Southern Maryland Field Day (July 26, 1989) - "Report on the Cheltenham Market", Upper Marlboro, MD.
26. Wye Field Day - Afternoon Session (August 24, 1989), "Low Input Sustainable Agriculture" (with Dale Johnson), Wye Mills, MD.
27. Agricultural Program Update for Extension Agents (October 10, 1989). Invited speaker - "Southern Maryland Marketing".
28. "The Advantages and Disadvantages of Commodity Checkoff Programs", Hughesville, MD (October 23, 1989).
29. "The Advantages and Disadvantages of Commodity Checkoff Programs", Dunkirk, MD (October 24, 1989).
30. "The Advantages and Disadvantages of Commodity Checkoff Programs", Leonardtown, MD (October 25, 1989).
31. Calvert County Farm Bureau Annual Meeting (November 3, 1989), "A Perspective on Southern Maryland Agriculture", Chaneyville, MD.
32. Southern Maryland Crops Conference (November 30, 1989), "Status Report on the Southern Maryland Regional Farmers' Market", Mechanicsville, MD.
33. Mini-Conference on Agriculture in Prince George's County (December 11, 1989), "Status Report on the Southern Maryland Regional Farmers' Market - Input from Prince George's County". Clinton, MD.
34. "A Financial Comparison of Low Input and Conventional Farming Systems - Nine Years of Data" with Dale Johnson at a Low Input Farming Workshop, Wye Mills, MD (January 4, 1990).
35. University of Delaware Melon Meeting (January 10, 1990), "Southern Maryland Regional Farmers' Market". Georgetown, Delaware.
36. Vegetable Growers Association of Delaware (January 11, 1990), "The Cheltenham, Maryland Farmers' Market and Auction - A Successful Beginning." Dover, Delaware.
37. 1990 Farm Program Workshop with David Conrad - Southern Maryland counties (January 16, 1990). Clinton, MD.
38. "Issues of Importance to Maryland Tobacco Growers - Price Support, Check Off, and Grading" at Southern Maryland Tobacco Short Course (January 19, 1990). Waldorf, MD.
39. Central Maryland Vegetable Growers Meeting (January 22, 1990), "Helpful Hints for Successful Marketing", White Marsh, MD.

40. Southern Maryland Vegetable and Fruit Growers' Winter Meeting (January 24, 1990), "Cheltenham Regional Farmers' Market Update", Davidsonville, MD.
41. Southern Maryland Grain Marketing Workshop with James R. Russell (January 29 and February 5, 1990). Clinton, MD.
42. "Evaluating the Profitability of Low Input Agriculture" with Dale Johnson at Low Input Farming Workshop (February 1, 1990).
43. 1990 Washington County Farm Winter Meetings (February 7, 1990), "Marketing Strategies for 1990 and Beyond", Hagerstown, MD.
44. Northeast Economic Training Program for Soil and Water Conservation Agents (February 13, 1990), "Low-Input Agriculture", Annapolis, MD.
45. "Evaluating Marketing Alternatives" at Montgomery County Commodity Marketing Workshop (February 13, 1990). Derwood, Maryland.
46. 1990 South Jersey Crop Growers' Meeting (February 14, 1990), "An Economic Analysis of Low-Input Sustainable Agriculture (LISA) for Field Crops" with Dale Johnson, Runnemede, New Jersey.
47. Vansville Farmers' Club (February 17, 1990), "The Southern Maryland Regional Farmers' Market", Dunkirk, Maryland.
48. 1990 Howard County Winter Meeting for Agriculture (February 20, 1990), "What's the Future of Agriculture in Howard County", West Friendship, Maryland.
49. Economic Development Forum organized by the Governor's Task Force for Southern Maryland (February 26, 1990), "Prospects for Agricultural Enterprise", Solomons, Maryland.
50. Farm Management Decision Making (March 26-27, 1990) with other specialists. Taught a session on the use of Finpack in assessing the profitability of sustainable agriculture.
51. Accokeek Foundation Meeting (April 24, 1990), "Southern Maryland Agriculture", Accokeek, Maryland.
52. Charles County Rotary Club (May 9, 1990), "The Southern Maryland Tobacco Checkoff and the Southern Maryland Regional Farmers' Market", La Plata, Maryland.
53. Advanced Farm Management Workshop on Risk Management (May 29-30, 1990) with Vernon Eidman, Dale Johnson, and James R. Russell.
54. "Enterprise Budgets for the Greenhouse Industry" at Greenhouse Management Short Course (June 21, 1990). Clarksville, Maryland.
55. "How to Use Income Statements" and "Analyzing Financial Statements" to Maryland Vocational Agricultural Teachers (July 19, 1990). Timonium, Maryland.
56. Southern Maryland Field Day (July 25, 1990) - "Reducing Labor at Tobacco Harvest", Upper Marlboro, MD.
57. "Grain Marketing Update" at the Caroline County Grain Marketing Club (October 16, 1990). Denton, Maryland.



58. Southern Maryland Crops Conference (November 29, 1990), "The 2<sup>nd</sup> Year Report - Southern Maryland Regional Farmers' Market", Mechanicsville, MD.
59. "Use of the Grain Basis" and "Hedging in the Futures Market" at a Washington County Grain Marketing Workshop (January 16, 1991). Hagerstown, Maryland.
60. "Enterprise Budgets for Cut Flower Production" at the Cut Flower Management Short Course (January 17, 1991). Westminster, Maryland.
61. Anne Arundel Crop Producer's Breakfast (January 21, 1991), "Grain Marketing Strategies", Davidsonville, MD.
62. Southern Maryland Fruit and Vegetable Conference (January 23, 1991), "Status Report on Cheltenham", Davidsonville, MD.
63. "Grain Basis and Preharvest Marketing Alternatives" at the Montgomery County Grain Marketing Workshop (January 30, 1991). Derwood, Maryland.
64. "Analysis of Multiple Harvesting and Barning Systems with Maryland Tobacco - Is Labor Reduction Possible?" with Claude McKee at the Southern Maryland Tobacco Short Course (January 31, 1991). Waldorf, Maryland.
65. Frederick Association of Landscape Contractors and Nurserymen - FALCAN (February 6, 1991), "Preparing Financially for the Upcoming Recession", Frederick, MD.
66. Southern Maryland Marketing Conference (February 13, 1991), "What Price Do I Charge for My Products and Services?", Waldorf, MD.
67. Shippensburg Growers' Meeting (February 14, 1991), "The Cheltenham Produce Auction", Walnut Bottom, PA.
68. Sustainable Agriculture in the Chesapeake Bay Region (February 28, 1991), "Profitability of Sustainable Agriculture" with Dale Johnson; Moderator for a panel on "Research and Extension Programs for Sustainable Agriculture, Timonium, MD.
69. North Carolina Farm Group (March 7, 1991), "Southern Maryland Regional Farmers' Market", Cheltenham, MD. MCES Region Two Meeting of Extension Agents (April 5, 1991), "The Agricultural Profitability Initiative", Queen Anne, MD.
70. "Grain Basis" and "Futures Hedging" at the Southern Maryland Grain Marketing Workshop (March 19, 1991). Lothian, MD.
71. Maryland State Agricultural Commission (June 12, 1991), "Southern Maryland Regional Farmers' Market", Cheltenham, MD.
72. "Economics of Producing Bedding Plants in a Greenhouse" at the Greenhouse Growers' Short Course (June 20, 1991). Derwood, MD.
73. Maryland Fruit Growers (June 26, 1991). "Information Regarding Southern Maryland Regional Farmers' Market", Cheltenham, MD.
74. Maryland Secondary Agricultural Teachers' Association (July 10, 1991). "Agribusiness Education", Frederick, MD.
75. Southern Maryland Field Day (July 30, 1991). "A One-Person System for Harvesting and Barning Maryland Tobacco", Upper Marlboro, MD.

76. Prince George's County Senior Citizens' Association (September 26, 1991). "Southern Maryland Regional Farmers' Market", Cheltenham, MD.
77. "Using Futures Options to Market Hogs" at St. Mary's County Livestock Workshop (October 24, 1991). New Market, MD.
78. "Local/Regional Markets: An International Perspective" at a workshop on Developing a Global Perspective for Extension in Maryland - Chairman: William Rivera (November 13, 1991). Riverdale, MD.
79. 5th Mini Conference for Agriculture in Prince George's County (December 17, 1991). "Progress Report - Southern Maryland Regional Farmers' Market", Clinton, MD.
80. 1991 Participation in Grain Marketing Clubs - Gave 13 presentations in Prince George's, St. Mary's, and Carroll Counties.
81. Northern Neck Vegetable Association (January 10, 1992). "Developing a Wholesale Marketing Strategy for Produce in the Mid-Atlantic Region". Tappahannock, VA.
82. "The Economics of Growing Cut Flowers" at the Maryland Cut Flower Management Course (January 16, 1992). Derwood, MD.
83. "Selling Yourself" at the Maryland Cut Flower Marketing Short Course (January 17, 1992). Derwood, Maryland.
84. 1992 Pennsylvania Vegetable Conference & Trade Show (January 19, 1992). "Strategies for More Effective Wholesaling", Hershey, Pennsylvania.
85. *PACE* Adaptive Onfarm Research in the Chesapeake Bay Region (January 23, 1992). Served as Morning Moderator, Annapolis, Maryland.
86. "Understanding the Basis" and "Hedging as a Grain Marketing Alternative" at the Southern Maryland Grain Marketing Short Course (March 18, 1992). Waldorf, Maryland.
87. Mountain Fresh Producers Annual Meeting (April 9, 1992). "Developing a Wholesaling Marketing Strategy", Oakland, Maryland.
88. MCES Region II Extension Meeting (April 28, 1992). "Profitable Agriculture and a Clean Environment", Queen Anne, Maryland.
89. Farmers from the Baltic States (July 1, 1992). "Developing Markets for Produce", Cheltenham, Maryland.
90. USDA/EPA Professionals and Congressional Staff People (July 16, 1992). "Profitable Agriculture and a Clean Environment", Queenstown, Maryland.
91. 1992 Southern Maryland Field Day (July 29, 1992). Luncheon Moderator, Upper Marlboro, Maryland.
92. University of Maryland Sustainable Agriculture Class (October 1, 1992). "Economics of Sustainable Agriculture", College Park, Md.
93. 1992 Participation in Grain Marketing Clubs - Gave 10 presentations in Prince George's, St. Mary's, and Carroll Counties.
94. New Jersey Annual Vegetable Meeting (January 12, 1993). "Developing a Wholesale Strategy for Produce in the Mid-Atlantic Region", Atlantic City, New Jersey.

95. Southern Maryland Fruit and Vegetable Growers' Association (January 20, 1993). "Report on the Mid-Atlantic Produce Project", Davidsonville, Maryland.
96. West Virginia Direct Marketing Conference (February 6, 1993). "A Systematic Approach to Produce Wholesaling", Morgantown, West Virginia.
97. Eastern Shore Vine Crops Meeting (February 9, 1993). "Direct to Retailer Marketing", Hurlock, MD.
98. West Virginia Winter Tree Fruit School (March 9, 1993). "Marketing Opportunities for West Virginia Producers in the Washington-Baltimore Metropolitan Area", Kearneysville, WVA.
99. Polish Farmers (May 21, 1993). "Southern Maryland Regional Farmers' Market", Cheltenham, MD.
100. Polish and Czechoslovakia Farmers (June 25, 1993). "Southern Maryland Regional Farmers' Market", Cheltenham, MD.
101. Southern Maryland Field Day (July 28, 1993). Emcee for Luncheon Program, Upper Marlboro, MD.
102. Virginia Farm Bureau Marketing Committee (July 28, 1993). "Marketing Apples", Winchester, Virginia.
103. Pennsylvania Environmental Field Days (August 10, 1993). "Profitability of Sustainable Agriculture", Gap, Pennsylvania.
104. National Association of County Agents (August 25, 1993). "Southern Maryland Regional Farmers' Market", Cheltenham, Maryland.
105. Realtor's Land Institute (November 29, 1993). "The Importance of Marketing for the Viability of Small Farm Operations", College Park, MD.
106. Southern Maryland Crops Conference (December 2, 1993). "Grain Market Outlook for Southern Maryland", Waldorf, Maryland.
107. Pro-Farm Workshop (December 13-14, 1993) with 6 other agents and specialists. Taught three sessions with Dale Johnson on "Farm Leadership & Management", "Needs Assessment", and "Strategic Planning".
108. 1993 Participation in Grain Marketing Clubs - Gave a presentation in St. Mary's County.
109. 1994 Mid-Atlantic Variety Showcase (January 11, 1994). "It's not just an Apple, It's Your Apple", Martinsburg, West Virginia.
110. Delaware-Maryland Vegetable Growers Conference (January 14, 1994). "The *PACE* Program and On-farm Research", Dover, Delaware.
111. "Developing a Direct Wholesaling Strategy for Cut Flowers" at the 1994 Cut Flower Management Short Course (January 21, 1994). Derwood, Maryland.
112. Maryland Greenhouse Growers Association (February 1, 1994). "Developing a Direct Wholesaling Strategy for Greenhouse Products", Westminster, Maryland.
113. Group Risk Plan Crop Insurance (February 3, 1994) with Jim Downes. Explained new crop insurance program and taught computer applications. Queenstown, Maryland.

114. Pennsylvania Association for Sustainable Agriculture (February 5, 1994). "Basics of Wholesale Produce Marketing", State College, Pennsylvania.
115. "Conducting a Needs Assessment" at Dorchester County Pro-Farm Workshop (February 8, 1994), Cambridge, Maryland.
116. Hedging with Futures and Options in the Grain Markets" at Carroll County Grain Marketing Workshop (February 18, 1994), Westminster, Maryland.
117. Lower Shore Agronomy Day (February 24, 1994). "Group Risk Plant Crop Insurance", Snow Hill, Maryland.
118. Maryland Organic Food and Farming Association (February 26, 1994). "Five Easy Steps to Financial Management" and "Direct Wholesaling Strategies for Produce", Annapolis, Maryland.
119. Dorchester County Field Crops Day (March 1, 1994). "Group Risk Plan Crop Insurance", Cambridge, Maryland
120. Washington County Agronomy Day (March 8, 1994). "Marketing Strategies and Outlook for 1994", Hagerstown, Maryland.
121. Caroline/Talbot Counties Agronomy Breakfast (March 10, 1994). "Group Risk Plan Crop Insurance", Denton, Maryland.
122. Maryland/Delaware Sustainable Agriculture Association (March 31, 1994). "Economics of Sustainable Grain Production on the Delmarva", Dover, Delaware.
123. Queen Anne/Kent Counties Grain Marketing Breakfast (April 1, 1994). "Group Risk Plan Crop Insurance", Millington, Maryland.
124. Maryland CES Annual Conference (April 8, 1994). Two sessions on Farm Management Focus Teams, Columbia, Maryland.
125. Vegetable Production Inservice (May 10, 1994). Invited Speaker - "Wholesale Vegetable Markets". State College, Pennsylvania.
126. Rodale Research Farm (June 22, 1994). "Attitudes of Sustainable Farmers in the Mid-Atlantic Region", Kutztown, Pennsylvania.
127. Southern Maryland Agricultural Field Day (July 27, 1994). "Economics of Tobacco Production", Upper Marlboro, Maryland.
128. MDA Program for Kyrgyzstan Agricultural Officials (August 15, 1994). "Overview of Agricultural Marketing", Annapolis, Maryland.
129. MDA Program for Kyrgyzstan Agricultural Officials (August 16, 1994). "Marketing Strategies for Farmers", Annapolis, Maryland.
130. New Farming Traditions: Pathways to Sustainability (October 17, 1994). "Preparing a Business Plan for Success", Keedysville, Maryland.
131. Federal Crop Insurance Programs with Kevin McNew. Analyzed catastrophic crop insurance, group risk plan, and actual production history crop insurance. Queenstown, Maryland.
132. 1994 Participation in Grain Marketing Clubs - Gave two presentations in St. Mary's and Anne Arundel Counties.
133. Kent County Corn Club (January 4, 1995). "Factors Affecting Profitable Corn Production", Millington, Maryland.

134. Carroll County Crop Insurance Meeting (February 1, 1995). "Buying Up with APH Crop Insurance", Westminster, Maryland.
135. PASA Conference: Farming for a Greener Future (February 3, 1995). "Short and Long-Term Economics of Conventional and Alternative Cropping Systems", State College, Pennsylvania.
136. "Needs Assessment & Strategic Planning" at Garrett County Pro-Farm Workshop (February 16, 1995), Bittinger, Maryland.
137. "Understanding Basis", "Hedging as a Grain Marketing Alternative", and "When to Implement a Grain Pricing Decision using Technical Analysis" at Southern Maryland Grain Marketing Short Course (February 27-28, 1995), Waldorf, Maryland.
138. 1995 Spring Meeting of the Sustainable Agriculture Association of Maryland and Delaware (February 17, 1995). "Farming Systems Trial - 15 year Economic and Environmental Analysis", Chestertown, Maryland.
139. Lower Shore Agronomy Day (February 21, 1995). "The New Federal Crop Insurance Program", Snow Hill, Maryland.
140. 1995 Gloucester-Cumberland Vegetable Meeting (February 22, 1995). "Developing a Wholesale Marketing Strategy for Produce", Glassboro, New Jersey.
141. 1995 Participation in Grain Marketing Clubs - Gave one presentation in St. Mary's County.

***1996 – 2001: Hanson served as Assistant Director and Program Leader for Agriculture and Natural Resources, University of Maryland.***

***2001 - Present***

142. "Successful IFAFS Grant-Writing Strategies", IFAFS Grant Writing Workshop for interested faculty of the Northeast Land Grant Universities, College Park, Maryland (50 people, 60 minutes), January 25, 2001.
143. "Trends in Maryland Agriculture" to LEAD Maryland: Class Two, Port Deposit, Maryland, February 14, 2001.
144. "Trends in Maryland Agriculture with a special emphasis on Southern Maryland" to the Rural Commission of Charles County, MD, La Plata, Maryland, September 5, 2001.
145. "Granting Sources and Grant Writing" to a 3-day workshop on Conducting Field Research on Farms, Nurseries, and Greenhouses, College Park, Maryland, September 13, 2001.
146. "Organic Crop Production Inservice", Chair of the planning committee of an inservice for Extension Faculty and USDA personnel, Stevensville, Maryland, November 29, 2001.
147. "Developing a Grants Program", Maryland Horse Industry Board, Annapolis, Maryland, March 4, 2002

148. "Small Farm Success on the Eastern Shore" Moderator. Shore Small Farm Forum, Salisbury, Maryland. March 9, 2002.
149. "Additional Farm Bill Programs of Potential Importance to Maryland Farmers". 2002 AREC Farm Bill Workshops. Hanson participated in workshops in Easton (August 16), Hughesville (August 19), Upperco (August 20), Chestertown (August 21), New Market (August 23), and Salisbury (August 27, 2002).
150. "Sustainable Agriculture Update and Opportunities", AGNR Extension In-service, Annapolis, Maryland, January 13, 2003.
151. "The National Organic Standards: What do they mean to you?" State moderator for satellite program based in Pullman, Washington. In-state locations included College Park, Princess Anne, and Westminster, Maryland, March 21, 2003.
152. "Exploring Northeast SARE Grants", Agriculture and Rural Enterprises Conference, Garrett College, McHenry, Maryland, March 22, 2003.
153. "Developing Organic Research and Educational Programs at UM Research Stations", Maryland Agricultural Commission, Annapolis, Maryland, May 14, 2003.
154. "PRO-FARM Equine Financial Management using QuickBooks" (with Dale Johnson and Michael Bell), Carroll Community College, Westminster, Maryland, May 22, 2003.
155. "Organic Research and Education in Maryland" (with Tom Simpson), Maryland Organic Food and Farming Association (MOFFA) Field Day, Accokeek, Maryland, October 11, 2003.
156. "How to Write Successful Northeast SARE Farmer/Producer Grants" (with Ed Johnson and Bob Tjaden), Salisbury (November 7) and Upper Marlboro (November 11, 2003).
157. "Keys to Small Farm Financial Success" (with Charles Kauffman, Bruce Mertz, and Bob Pierson), Our Future Grows Here: 5<sup>th</sup> Annual Future of our Food and Farms Summit, Wilmington, Delaware, December 4, 2003.
158. "Organic Research at University Maryland Farms" in Organic Research: On Maryland Farms and at the University Farms Workshop (with Mike Klein, Charles Kauffman, Laura Romano), Maryland Organic Food and Farming Association. Annapolis, Maryland, January 10, 2004.
159. "Risk Management Strategies for Organic Farmers" in Managing Risk on your Farm Workshop (with Wesley Musser), 5<sup>th</sup> Future Harvest-CASA Conference, Hagerstown, Maryland, January 17, 2004.
160. "Small Farm Business Management", Cecil County, Elkton, Maryland, February 4, 2004.
161. "PRO-FARM Equine Financial Management using QuickBooks" (with Dale Johnson and Dan Ludwig), Montgomery County, Derwood, Maryland, February 9 and 12, 2004.

162. “New Marketing Opportunities for Farmers”, Regional Risk Management Education Conference, Harrisburg, Pennsylvania, May 5, 2004.
163. “Farming for Profit and the Environment” (with Prabhakar Tamboli), One-Day Educational Field Trip for World Bank Employees, Central Maryland, May 26, 2004.
164. “Horse Business Bookkeeping 101” (with Mary-Key Leary and Jane Seigler), Maryland Horse Council’s Running a Successful Horse Business Conference, Laurel, Maryland, August 8, 2004.
165. “Managing Your Risk”, Maryland Organic Food and Farming Association: 14<sup>th</sup> Annual Winter Meeting, Annapolis, Maryland, January 8, 2005.
166. “Managing Risk on Your Farm” (with Tom McConnell), Farming for Profit and Stewardship: 6<sup>th</sup> Annual Conference, Hagerstown, Maryland, January 15, 2005.
167. “Creating an Agricultural Extension Service”, Regional Seminar on Sustainable Rural Development in Central Asia (field trip at USDA Beltsville Agricultural Research Center), Beltsville, Maryland, June 17, 2005.
168. “Small Farm Success”, USDA Small Farm Working Group – Quarterly Seminar, Washington, D.C., June 29, 2005.
169. “Insights from Team Grant Writers”, USDA/CSREES Grantsmanship Workshop, Washington, D.C., September 8, 2005. The Land Grant University System and its Cooperative Extension Service, USDA Foreign Agricultural Service with emphasis on Afghanistan, College Park, Maryland, May 8, 2007.
170. “Economics of Organic Systems”, USDA Conference on Sustainable Agriculture: Current Trends, Challenges, and Achievements for Iranian Agricultural Professionals, Beltsville, Maryland, August 8, 2007.
171. “The Agriculture and Natural Resource Educational Program of Maryland Cooperative Extension”, Turkish Agricultural Training Program, College Park, Maryland, September 17, 2007.
172. “Small Farm Success”, Maryland Small Farm Cooperative Farmer Education/Resource Day”, Frederick, Maryland, November 3, 2007.
173. “Small Farm Management: Recommendations based on 20/20 Hindsight”, 3<sup>rd</sup> Annual University of Maryland Horse Conference, Germantown, Maryland, November 10, 2007.
174. “Writing Successful Northeast Sustainable Agricultural Research and Education Partnership/Farmer Grants”, Salisbury, Maryland, November 8, 2007.
175. “Writing Successful Northeast Sustainable Agricultural Research and Education Partnership/Farmer Grants”, College Park, Maryland, November 9, 2007.
176. “Sustainable Agriculture and the Future of Bio-Fuels”, Focus the Nation, Oxon Hill, Maryland, January 31, 2008

177. "Economic Analysis of Organic Apple Production", 2008 Bay Area Fruit Meeting, Queenstown, Maryland, February 26, 2008.
178. "Farm Management for the Small Equine Farm (after 9 years of learning the hard way)", Southern Maryland Equine Conference, Lexington Park, Maryland, April 4, 2008.
179. "Energy, Organic, and Sustainable Agriculture", USDA Farm Policy Workshop sponsored by the Department of Agricultural and Resource Economics, Chestertown, Maryland, August 26, 2008
180. "Energy, Organic, and Sustainable Agriculture", USDA Farm Policy Workshop sponsored by the Department of Agricultural and Resource Economics, Wye Mills, Maryland, August 27, 2008
181. "Energy, Organic, and Sustainable Agriculture", USDA Farm Policy Workshop sponsored by the Department of Agricultural and Resource Economics, Mt. Airey, Maryland, September 2, 2008
182. "Energy, Organic, and Sustainable Agriculture", USDA Farm Policy Workshop sponsored by the Department of Agricultural and Resource Economics, Upperco, Maryland, September 4, 2008
183. "Grain Marketing, An Economic Perspective". Carroll County Winter Agricultural programs, Westminster, Maryland, January 29, 2009.
184. "Overview of the Organic Agricultural Industry in the U.S. and its Opportunities for Growth and Challenges". Chinese Delegation. College Park, Maryland, March 9, 2009.
185. "State of the Farm Economy in Maryland". Blue Ribbon Panel on Smart Growth and Rural Development, Queen Anne's County, Maryland. March 20, 2009.
186. "Managing an Equine Operation". Pasture walk at Hanson/Lavine farm (25 people in attendance), July 8, 2009.
187. "Observations regarding Organic Agriculture in the U.S". Association for India's Development. College Park, MD, May 9, 2010.
188. "Exploring Access to Locally Grown Foods at School". Farm-to-School Mock Press Conference. College Gardens Elementary School - Fifth Grade, Rockville, MD, May 12, 2010.
189. "Small Agricultural Business Development and Extension Evaluation in the Balkans". Serbian Extension Workers, College Park, Maryland, June 23, 2010.
190. "Toward Sustainable Agricultural Systems in the 21<sup>st</sup> Century", Overview and discussion of the report by the National Academies, National Research Council, USDA Council for Sustainable Development, Washington, D.C., July 14, 2010 (with Gus Schumacher).
191. "Regional Veterinary Service Units: Observations from a Recent Visit & Implications for Evaluation Design". USDA-FAS, Caucasus Agricultural Development Initiative, Washington, D.C., July 15, 2010.



192. “Outlook for Grain Marketing”. Montgomery County Grain Marketing Club, Germantown, Maryland, July 29, 2010.
193. “Agricultural Extension in Maryland and Jordan”. Officials from USDA and Jordan, Beltsville, Maryland, October 20, 2010.
194. “Farm to School”. Women in Agriculture, 10<sup>th</sup> Annual Conference, Dover, Delaware, January 26, 2011.
195. “Issues facing Maryland Agriculture”. Southern Maryland Agricultural Development Commission. Hughesville, Maryland, February 7, 2011.
196. “Summarizing Farmer Experiences in On-Farm Organic Research”. In Organic Farming Systems Research – Farmer Perspectives section at the Organic Farming Systems Research Conference, Washington, D.C., March 16, 2011.
197. “Urban Agriculture – Institutional Requirements for its Growth”. U.S. House of Representatives ‘staffers’. Program organized by Council on Food, Agricultural and Resource Economics (CFARE), Soil Science Society, and American Society for Nutrition Program. Washington, D.C. May 9, 2011
198. “Urban Agriculture – Institutional Requirements for its Growth”. U.S. Senate ‘staffers’. Program organized by Council on Food, Agricultural and Resource Economics (CFARE), Soil Science Society, and American Society for Nutrition. Washington, D.C. May 9, 2011
199. “Farm Management for the Small Equine Operation”. University of Maryland Horse Pasture Walk Series – Session 2. Clarksville, Maryland, May 26, 2011.
200. “Maryland Agriculture and Extension”. Russian Agriculturalists from the North Caucasus. College Park, Maryland. November 16, 2011.
201. “Sustainable Agriculture”, *America Eats Series* sponsored by The National Archives Experience. Washington, DC. November 21, 2011.
202. “Local Food Systems in Maryland: Current Situation and Outlook.” 13<sup>th</sup> Annual Center for Agricultural and Natural Resource Policy Center. Annapolis, MD. November 30, 2011.
203. “Strategies Toward a More Sustainable Agriculture”. Invited Speaker at the 10<sup>th</sup> Annual Mid-Atlantic Nutrition Conference. Timonium, Maryland. March 28, 2012.
204. “Agricultural Business Incubators in the Eastern Balkans”. Serbian Ministry of Agricultural, Extension Professionals. College Park, Maryland. April 20, 2012.
205. “Local Food Systems in Maryland: Current Situation and Outlook.” Prince George’s Countywide Planning Division: 2012 Speaker Series, Upper Marlboro, Maryland. May 16, 2012
206. “Economics of Urban Agriculture” (with Dale Johnson). URSP 705-Community Planning Studio: A Concept Design for an Urban Farm and

- Urban Agriculture Education Center in College Park, MD. University of Maryland, College Park, June 18, 2012.
207. “Opportunities for Ag & Natural Resource Educators in International Extension”. MACAA Annual Meeting and Professional Improvement Conference, Ocean City, Maryland. June 21, 2012.
  208. “Economics of Agriculture”. Maryland Planning Directors’ Roundtable. Cockeysville, Maryland. September 25, 2012.
  209. “Improving the Role of Women in Agriculture and Family Food Security in Afghanistan”. AGNR International Programs for Agriculture and Natural Resources ‘Brown Bag’. College Park, Maryland. October 2, 2012
  210. “Beginning Farmer Success”. Ben Beale, Shannon Dill, and Jim Hanson. Winter UME Agriculture and Natural Resource In-Service. Bowie, MD. January 9, 2013.
  211. “Biofuel Policies and their Effect on the Prices of Corn and Soybeans”. Carroll County Agribusiness Club. Westminster, MD, April 4, 2013.
  212. “Afghanistan Agriculture Extension Project: Women in Agriculture”. USDA Foreign Agricultural Service. Washington, D.C. May 1, 2013 (with Becky Ramsing).
  213. “USDA Animal Health Capacity Building Program in Georgia”. USDA Foreign Agricultural Service. Washington, D.C. July 11, 2013 (with Elizabeth Leonardi).
  214. “Local Food Systems in Maryland”. Future Harvest-CASA’s ‘A Farmer on Your Land: Land Linking for Landowners and Farmers’ Workshop. Cockeysville, Maryland. September 24, 2013.
  215. “Economics of Grass-Based Livestock Systems in Maryland”. 2013 Agricultural Outlook and Policy Conference. Annapolis, Maryland. December 4, 2013.
  216. “Demonstration Farm and Farmer Field Schools in Afghanistan”. USDA-Foreign Agriculture Service. Washington, D.C. January 28, 2014 (with Becky Ramsing).
  217. “Understanding Demand Drivers for Beef in Maryland”. Maryland Cattle Industry Convention & Hay and Pasture Conference. Hagerstown, Maryland. March 7, 2014
  218. “Women in Agriculture”. College Park Rotary. College Park, Maryland. March 5, 2014 (with Becky Ramsing, Sophia Wilcox, and Hiwot Menbere).
  219. “Agricultural Cooperatives in Bosnia and Herzegovina: Changes and Opportunities at a Unique Point in History.” USDA-Foreign Agricultural Service. Washington, D.C. April 24, 2014.
  220. “Managing Agriculture and Natural Resource Extension Educators in Maryland.” Afghanistan Agricultural Extension Program Study Tour, College Park, Maryland. June 5, 2014.
  221. “Utilizing Pasture for Profit. Advanced Horse Pasture Management Seminar: Beyond the Basics, Clarksville, MD. September 13, 2014.

222. “Women in Agriculture”, as part of a panel on the Afghanistan Agricultural Extension Project. USDA-NIFA. Washington, D.C. September 15, 2014.
223. “Buying and Sourcing Local” panel member. Image of Agriculture, Ag Evolution, Food Revolution Symposium, Ellicott City, MD. December 3, 2014.

*Media Activities.*

- Featured in a Voice of America radio broadcast concerning "Agriculture in Hungary and the United States - A Comparison" (October, 1990).
- Maryland Public Television: “Newsnight Maryland” Live, daily television program (30 minutes) with phone calls during broadcast. Hanson participated as a member of a 3-person panel discussing the tobacco settlement and tobacco farmers in Maryland, January 13, 1999.
- Maryland Public Television: Rasmusson, E., Kevin Mathias, Wanda MacLachlan, Jim Hanson, Tom Miller (Guests), and J. Salkin (Host). "Direct Connection Drought Information." Hanson talked about Maryland farmers and the drought. Show aired twice more in June and was made into a videotape (April 26, 2002).
- Maryland Public Radio: James C. Hanson and Michel Cavigelli. “Organic Agriculture in Maryland”. *Maryland Morning with Sheilah Kast*, July 9, 2008.

**SERVICE.**

**Professional.**

*Offices and committee memberships held in professional organizations.*

American Agricultural Economics Association, 1989 - present.

- Economic Education Committee, 1994.
- Quality of Communication Awards Subcommittee – 1995
- Extension Section Board of Directors, Representative from Northeast Region, 2010 – 2013

Northeastern Agricultural and Resource Economics Association, 1989 - present.

- Selected Paper Review Committee - Farm Management, 1991.
- Farm Management Committee, 1993 - 1995.
- Board of Directors, 2003-2006.

Epsilon Sigma Phi, 1999 – present.

- Chair – Global Relations Committee, Maryland Chapter, 2003 – 2004

Maryland Association of County Agricultural Agents, 1988-present.

- Treasurer's Audit Committee, 1991.
- Chair: MD Communications Award Program, 2004 – 2005.

Maryland Extension Specialists' Association, 1988 - 2003.

- Vice-President, 1992-93.
- President, 1993-94.

*Reviewing activities for agencies*

- Competitive Grants Program: FY 2007 Iraq Agricultural Extension Revitalization Project, USDA Cooperative State Research, Education, and Extension Service, 2006
- Competitive Grants Program: Agricultural Prosperity for Small and Medium-Sized Farms, National Research Initiative, 2007

*Other unpaid services to local, state, and federal agencies.*

- Governor's Commission on Migratory and Seasonal Farm Labor (1994 - 1996).
- Northeast Sustainable Agricultural Research and Education (SARE) Professional Development Program Committee, 1994 – 2002.
- Northeast Sustainable Agricultural Research and Education (SARE) Administrative Council, 2001 – 2003.
- Maryland State Organic Certification Advisory Committee, 2001 – 2005.
- Northeast Sustainable Agricultural Research and Education (SARE) Professional Development Program Committee, 2007 - 2008.

*International activities not listed above under Contracts and Grants.*

- **Sri Lanka**, participated in a University of Maryland Fulbright-Hayes Group Scholarship in Sri Lanka studying the supply and demand for agricultural labor (Summer 1983).
- **Hungary**, leader of a University of Maryland team that evaluated a feasibility study written by Pannon Agricultural University, Kaposvar for agricultural investment (\$20 million) in the Surjan Valley Agricultural Cooperative (September 1990).
- **Russia**, evaluated opportunities for developing wholesale fruits and vegetable markets in Moscow for local farmers (August 1993).
- **Colombia**, evaluated the competitiveness and sustainability of Colombian farming systems within representative agro-ecosystems, partnering with three Latin American institutions (January and March 1994, July and September 1995).
- **Kuwait**, analyzed the relative strengths of animal agriculture and made suggestions for its re-establishment after having been largely decimated during the Iraqi War (May 1995).
- **Estonia**, worked with University of Maryland and Estonian Agriculture University faculty to offer dairy educational programs for farmers (funding by Maryland National Guard, April and August 2004, April 2005).

- **Bosnia and Herzegovina**, advising the International Orthodox Christian Charities on developing an economic development program in agriculture (February and November 2003, December 2006, November 2007, February 2008).
- **Iraq**, advised the U.S. Department of Defense on how to spend Commander Emergency Response Funds in rural areas so as to maximize economic development (February and May 2007).
- **Kosovo**, advising the International Orthodox Christian Charities in developing an economic development program in agriculture to reduce the incidence of non-Albanian minorities being internally displaced, June 2008 and April 2009.
- **Ethiopia**, advising the International Orthodox Christian Charities on developing an economic development program in agriculture, June 2008 and May 2009.
- **Kosovo, Montenegro, and Albania**, working with International Orthodox Christian Charities created a tri-state agricultural business incubator program with a conference in November 2010 at which farmers from all three countries were present. (February 2010, November 2010, and June 2011).

*Paid consultancies.*

- **Bulgaria**, taught farm management, farm finance, policy, agricultural marketing, and economic principles to sixty faculty members and graduate students at the Agrarian University in Plovdiv (February 1992).
- **Albania**, taught farm management and agricultural marketing to two newly formed agricultural cooperatives in Korca and Shkoder. A text and instructor's guide were developed and translated for future use by Albanians (March 1993)
- **Honduras**, advised a World Bank project in establishing a publicly funded, private delivery extension service to small-land holders on the hillsides in the states of Francisco Morazán, Yoro, and Olancho (October and December 2001, June 2002, October 2003).
- **Jordan**, participated in a USDA project to evaluate the agricultural research and extension programs at National Center for Agricultural Research and Technology Transfer (NCARTT) and the Ministry of Agriculture Extension (July and October 2005).
- **Armenia**, worked with World Bank to develop a survey to evaluate farmer satisfaction with the extension services provided by Marz Agricultural Support Centers, March 2008
- **Iraq**, participated in a U.S. State Department project to introduce electron beam accelerators as substitutes for Cobalt 60 in research uses at the Ministry of Science and Technology and to explore commercial

applications such as food irradiation, medical sterilization, and strengthening of plastic materials (January 2009).

- **Kazakhstan**, worked with the World Bank to evaluate initial steps in the establishment of an Agricultural Extension Service in that country (July 2009).
- **Afghanistan**, developing a strategic plan to revitalize agricultural research and extension centers in that country (November 2010), evaluating Farm Service Centers (November 2011), training agricultural research and extension professionals (November 2012) and evaluating a Phyto-Sanitary project (June 2014).
- **Nepal**, evaluating an agricultural development project (August 2014).

### **Campus.**

#### *Departmental.*

- Awards Committee, Department of Agricultural and Resource Economics, 1989 to 1993, 1995.
- Faculty Advisory Committee, Department of Agricultural and Resource Economics, 1994 - 1996.
- Search Committee for Resource and Environmental Economics Extension position, Department of Agricultural and Resource Economics, 1996.
- Chair: Department of Agricultural and Resource Economics Extension Committee, 2001 to 2005.
- University Senate, Representative from the Department of Agricultural and Resource Economics, 2003 to 2005.
- External Review Committee, Department of Agricultural and Resource Economics, 2008 - 2009.
- Chair: Department of Agricultural and Resource Economics Extension Committee, 2007, 2009 – 2014
- Faculty Advisory Committee, Department of Agricultural and Resource Economics, 2010 – 2014 (Chair 2012-13).
- Extension Mentor: Sebastien Houde, Dave Newburn, Jorge Holzer, and Mary Zaki, 2013 – present.

#### *College.*

- Member, AGNR Strategic Positioning Initiative, 2017.
- Chair, Five-Year Review of Ms. Glori Hyman as Director of the Institute of Applied Agriculture, 2016.
- Study Group for the "Present and Future Marketing Facility Needs for Locally Produced Fruits and Vegetables in Southern Maryland", June, 1988 - January, 1989.
- Faculty Senate - Cooperative Extension Service (MIANR), Representative from the Department of Agricultural and Resource Economics, University of Maryland System, 1989 - 1994.

Legislative Affairs Committee (Co-chair).

- Advisory group to assess Agricultural Production and Profitability, University of Maryland System, 1990.
- Advisory group to assess Human Capital, University of Maryland System, 1990.
- Region II Concept Paper Committee, Maryland Cooperative Extension Service, 1990 to 1991.
- Planning Committee for 1990-92 Southern Maryland Field Days.
- State Agricultural Profitability Task Force, 1991.
- Region II Program Review Committee, Maryland Cooperative Extension Service, 1992 to 1993.
- Chair: Farm Management Focus Group (statewide), Cooperative Extension Service, 1993 - 1996.
- Search Committee for Associate Dean and Associate Director for Maryland Cooperative Extension Service, 1995.
- Chair: 5-Year Review Committee for Thomas Hartsock, Institute of Applied Agriculture. 2004.
- Chair: 5-Year Review Committee for Richard Byrne, Assistant Director for Family, Youth, and Communities, Maryland Cooperative Extension. 2005.

*University.*

- Graduate School Operations Review Committee, 2016.
- University Provost's Academic Planning Advisory Committee (APAC), September 2004 to 2007.

*Special Administrative Assignments.*

- Assistant Director and Program Leader for Agriculture and Natural Resources, Maryland Cooperative Extension. 1996-2001 (100% appointment).
- Assistant Director, International Programs for Agriculture and Natural Resources, College of Agriculture and Natural Resources, 2001 – August 2005 (50% appointment).
- Associate Director and Associate Dean (Acting), Maryland Cooperative Extension. August 2005 to October 2006 (100% appointment).

**Community, State, National.**

- Calvert County Marketing Committee for Farm Products, 1992.
- Southern Maryland Agricultural Commission - 1988 to 1996.
  - Tobacco Committee (1988-1990).
  - Co-director (With Allen Swann): Cheltenham Board Committee (1989).

- Annual Southern Maryland Agricultural Breakfast Planning Committee (1990, 1991, and 1992).
- Southern Maryland Regional Farmers' Market Board, Inc. (1990 to 1996).  
Executive Secretary of Board (1990 to 1996).
- Accokeek Foundation Agriculture and the Environment Committee, 1991 - 1996.
- National Crop Insurance Educational Committee, 1993 - 1994.
- Southern Maryland Alternative Agricultural Commission - 1994 to 1996.
- LEAD Maryland Executive Board – 1998 to 2001.

March 10, 2017