

## Profile: Don McLeod

*Professor, Department of Agricultural and Applied Economics*

My work is Natural Resource Planning and Economics with an emphasis on Sustainable Rural Communities. I received my undergraduate education from St. Johns College in New Mexico and completed graduate studies at Oregon State University. I came to Wyoming 23 years ago from western Oregon with a penchant for eclectic agricultural enterprises (small plot, heirloom and/or organic production as well as consumer cooperatives) and undeveloped rural landscapes both private and public. My primary interests concern public policy work involving resources and controversies concerning exurban development and multiple use lands in the western U.S., particularly Wyoming.

Lately what I've been working on is further work to understand the valued attributes of rural lands; federal fire suppression costs (as they involve neighboring private lands); and the provision of public services in rural areas (currently focusing on law enforcement).

I was recently asked what my favorite projects have been. One was the Sublette County Land Use Planning Project (1996-2000) and another was the Factors Affecting Conservation Easements for Rural Land Preservation Project (2006 to present). Both projects involved working with faculty, students, public and private resource decision makers and con-

cerned citizens. I have enjoyed the benefits of working with very talented faculty and students as well as non-university folks. I really enjoy grappling with controversy while gathering fresh insights and new perspectives; all the while striving to add to the public good.

Students ask me about meritorious work. I point out quality effort reflects a responsible and diligent individual who shows native inquisitiveness. My advice to students is to *read, write and speak* well, and to be a *productive member* of a team. Above all: *learn how to learn*.



Wyoming is a state that is resource rich, possessing treasured rural amenities and is poised for additional growth in various aspects of farming, ranching, their respective support sectors and recreation. It is a great time to live in Wyoming and work at the University of Wyoming. ■

Don can be reached at (307) 766-3116 and [dmcleod@uwyo.edu](mailto:dmcleod@uwyo.edu).

## Winchell Named Outstanding Alumni

Martin Winchell, Managing Director of Schneider Logistics in China, was recognized during Ag Appreciation Weekend in September as one of the College of Agriculture's 2018 Outstanding Alumni. He leads about 1,000 people as Schneider delivers to over a thousand locations in more than 300 Chinese cities from 26 operating sites.

After graduating from high school in Gering, Nebraska, Winchell earned an AgEcon degree in 1995.



Winchell credits the early direction he received from Professor

Ed Bradley who encouraged him to pursue a study-abroad experience in France.

"I was a small-town kid, and he opened my eyes."

As Managing Director, Winchell is responsible for leading Schneider Logistics (Tianjin) Co. Ltd. which offers logistics, transportation and supply chain management services for the domestic Chi-

*Continued back page.*

### Inside this Edition

Letter from the Department Head  
 Book Corner  
 Student Showcase  
 Interview with Vanvig Awardee  
 Coupal Steps Downs  
 New Study Abroad Program  
 Presentations, Publications  
 Upcoming Programs  
 20 states with the best college ROI  
 Thesis Presentations  
 Roehrkasse Scholarship  
 Estate Planning and AgEcon  
 Tex Taylor Honored

## Department Head Letter

Friends of AgEcon,

The fall semester is rapidly approaching its end - despite the unseasonably warm weather here in Laramie as I write this over Thanksgiving break. It has been a busy semester. We welcomed our largest undergraduate class in anyone's memory, and now support nearly 200 majors and minors. We also welcomed seven new MS students representing four different states (California, Missouri, Virginia and Wyoming) and two foreign countries (Georgia and Ghana).

In this edition of *In the Margins* you will find a few highlights about the accomplishments of our fantastic students and the faculty and staff that make it all possible. And you will see the themes that define AgEcon weaved throughout – student learning to expand minds and opportunities, and applied research and outreach to inform the region and the world.



You will read about Martin Winchell, this year's College of Agriculture and Natural Resource's outstanding alumni recipient, who credits studying abroad in France as part of the foundation for his exceptional career. I am happy to report that under Tom Foulke's and others leadership, our France program is entering its 32<sup>nd</sup> year and we recently initiated a new study abroad program in Australia (see p. 5). Over the next year we will be working with the University and our friends around the globe to expand support for these programs. We hope that as many students as possible can take advantage of meaningful international experiences and, like Martin, use their education and an open mind to explore a literal world of possibilities.

Looking forward, we are currently working on the Department's strategic plan, which will be our roadmap for the next five years. The University's recently-completed plan envisions a vibrant UW that serves students and WY communities, and expands scientific knowledge. AgEcon is working to effectively contribute to and build on this University-wide vision – after all, the devil is in the details and the details happen at the department level. Our strategic planning process, led by Kristi Hansen, John Hewlett and Chian Jones Ritten, is exploring how to grow our programs while continuing our personalized approach to student learning; how to integrate our teaching, research and extension programs to expand our effectiveness; and how to engage our alumni to enrich everything we do. Do not be surprised if we reach out to you soon for your perspective on our planning efforts.

Thanks to Cole Ehmke and all the contributors for putting together another great newsletter, and thanks again to Roger Coupal for his years of service as our department head.

~ Ben Rashford, Department Head

## Book Corner

**Title:** *The Heart of Everything That Is: The Untold Story of Red Cloud, An American Legend*

**Author:** Bob Drury and Tom Clavin

**Publisher:** Simon & Schuster (2013)

The title, *The Heart of Everything That Is*, refers to the Paha Sapa, the Black Hills. This is the heart of Sioux country, and its name suggests sense of the importance of the region to native peoples. In reading this book, I have dipped back into western history after a long hiatus. And I have to say that this is probably the best western history book I have ever read. Yep, it's that good.

The story centers around "Red Cloud's War", a loose term for the period 1866-1868 that was part of the broader period of America's 19<sup>th</sup> century frontier expansion.

Most of our "wild west" clichés come from this period (A warning, the book can be grim in detailing atrocities on both sides).

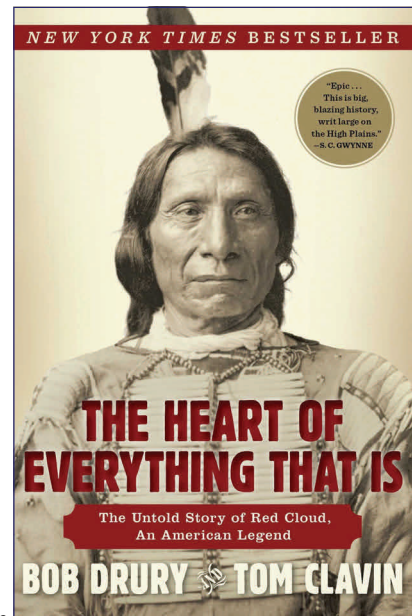
The book says that Red Cloud's war was the only Indian war that the United States lost. That may be debatable on some points, but the fact is a group of virtually Stone Age people put the United States Army on the back foot, forcing it to the negotiating table and gaining concessions, such as the abandonment of Fort Phil Kearney in the Powder River country.

Chronicling Red Cloud's remarkable and long life is at the heart of the book. He was truly a great warrior, who established his credentials at a young age. Coming from a disadvantaged (in tribal society terms) background, he earned his right to sit with the *akicita*, the warrior class, and worked his way up to the *blotahunka*, the leadership class, through deeds on the battlefield.

Besides the well written, detailed history of the period, the book has some good lessons for today. Like how technology can be used or mis-used in prosecuting military and political objectives. How misunderstandings can escalate in a clash of cultures. And how arrogance and ignorance are no respecters of the level of advancement of a society. Some of the events chronicled foreshadowed events in both Vietnam and our current involvement in the Middle East. Something to take note of.

Red Cloud himself knew how the story would end. He saw what was happening with white encroachment and broken promises. He saw the vast numbers back east and the huge gulf in technology. And he fought for his people, to carve out a place for them for their future. *"The white men made me a lot of promises, and they kept only one. They promised to take my land and they took it."* —Makhipiya Luta (Red Cloud)

Recommended for your library by Tom Foulke. 📖





# Student Showcase

## AgEcon Scholarship Awardees



The University of Wyoming College of Agriculture and Natural Resources had their 2017 Brand of Excellence Scholarship Banquet to honor all Ag College scholarship recipients in November with a reception and a dinner at the Marian H. Rochelle Gateway Center Ballroom. Fifty-one undergraduate recipients from the AgEcon department received scholarships from 24 funds — our most sincere congratulations go to these promising students.

Information on the individual funds can be found at [www.uwyo.edu/agprograms/scholarships/](http://www.uwyo.edu/agprograms/scholarships/)

### Graduate Program Recipients

**Andrew and Connie Vanvig**

**Graduate Fellowship:** Haylee Gobert

**Roehrkasse Scholarship:** Karsyn Lamb

### Agricultural Business Program Scholarship Winners

#### **Andrew and Connie Vanvig Scholarship**

Abbey Shelton, Ellinor Trader and Kelsey Stonier

#### **David H and Ruth Harris Eddington Memorial Scholarship**

Matthew Klein

#### **Don and June Lobdell Scholarship**

Miranda Young, Carson Averill and Katie Gilbert

#### **Earl and Minnie Lynch Agriculture Scholarship**

James Sturgeon

#### **Ella Schloredt Fund**

Lexie Dockery

#### **Farm Credit Services of America Land-Grant Scholarships**

Bobby Dorvall, William Flitner, Katelyn Olson and Jessica Rossi

#### **Henry Petz Scholarship Fund**

Lexie Dockery and Christopher Holmes

#### **Joe and Arlene Watt Agriculture Scholarship**

Wyatt Anderson

#### **John A Hill Memorial Scholarship Trust**

Tanner Sperle

#### **Lee Wiegand Excellence Fund in Agriculture**

Timothy Gill

#### **Mary Mead Scholarship for Women in Agriculture**

Meghan Smith

#### **Mill Family Scholarship**

Scott Gross

#### **National Western Livestock Leadership Scholarship**

Laura Fereday

#### **National Western Stock Show Scholarship**

Hunter Petsch, Bree Dooley and Bobby Dorvall

#### **Oletha Likins Fund**

Barry Greenwald, Makenna Greenwald, Kaylee Greenwald, Lane Hageman, Noelle Chapman and Jacob Lake

#### **Paul Stock Foundation Agriculture Scholarship**

Braxton Crofts

#### **Philo Ayers Goodrich Memorial Scholarship**

Lexie Dockery

#### **The Amanda and Oscar Schmale Scholarship**

Maeve McCaffrey, Drew Ellis and Jacob Wintermote

#### **The Richard and Joyce Thorvaldson Clark Scholarship**

Jared Marquardt

#### **W G Kearl Agricultural Economics Scholarship & Agronomy Economics Research**

Kylie Mertens and Jessica Gordon

#### **Western AgCredit Scholarship**

Jaycee Hendrickson

#### **Wilbur and Jean Harris Memorial Scholarship**

Taylor Kirkbride

#### **Woodrow and Glyda May Scholarship and Student Enrichment Fund**

Ashley Hyche and Tyler Shockley

#### **Wyoming Beef Cattle Improvement Association Scholarship**

Britton Bentz, Jedidiah Hewlett

#### **Y Cross Ranch Endowment**

Taylor Kirkbride, Christopher Holmes, Scott Gross, Rian James, Alexander Pierson, Jordan McCracken and Luke Byers





# Vanvig Graduate Fellowship Awardee Profile

This year's recipient of the Andrew and Connie Vanvig Graduate Fellowship is **Haylee Gobert**. The Vanvig Fellowship is the premier award for graduate students in Agricultural and Applied Economics. The fellowship is made possible by a generous endowment from former Department Head Andy Vanvig and his wife Connie. The Fellowship, which includes a \$5,000 award to support the winner's graduate studies, is given annually to recognize an outstanding graduate student who excels in the classroom, as a researcher, and as a University citizen. Each awardee's name is placed on the honor roll plaque displayed in the main hall of our department. The graduate committee of the AgEcon department selected Haylee, and we are pleased to share an interview with her.

**Q: What is the focus of your thesis work?** The focus of my thesis work is household production of early childhood literacy and music in New Zealand and its effect on human capital. My project involves working with a large longitudinal data set housed with the University of Auckland's *Growing Up in New Zealand* research group. I sought funding from the University of Wyoming's Center for Global Studies to visit the University of Auckland, and visited there in summer 2017. I took the opportunity to meet and interact with early childhood and health experts, visit rural Maori children in Northland, and observe multiple early childhood education centers in the Auckland region.

Early music and literacy exposure in the household improve knowledge and skills acquisition, which improves human capital development. We are using an alternative theory to neoclassical economics in which the household produces these music and literacy experiences for the child by combining time and resources. Enhanced human capital leads to increased individual employment

opportunities, a higher standard of living, and economic growth.

**Q: Do you have results you can share – key findings?** I'm continuing my classwork and data analysis, and I'm still working on my model, so I don't have any results I can share yet. Overall, we will be looking in the data for what effect exposure to music and literacy has on developmental outcomes, such as language and numeracy skills, as a measure of enhanced human capital.

**Q: What is your background – where do you come from and what do you aim to do when you finish?** I was born and raised in Browning, Montana, a small town located on the Blackfeet Indian Reservation, of which I am an enrolled tribal member. I received my B.S. in Resource Economics from the University of Connecticut. After graduating I plan on pursuing professional work in the public sector in the Rocky Mountain region.



**Q: What brought you to UW AgEcon?** I chose UW AgEcon because I felt like it would be a great fit for me and close to home. I always planned on continuing my education after completing my undergraduate career, but knew I was ready to leave the East Coast. Wyoming is very similar to Montana and I've felt right at home since moving here for my graduate studies. ■

## Coupal Steps Down: Rashford Steps Up

Earlier this summer we in the AgEcon Department feted long-serving department head Professor Roger Coupal. Roger returned full time to the faculty after 11 years in the position. He will continue his work in community development and natural resource policy, especially working with community groups and public officials on policy.

We asked him about the transition.

"First let me say that it has been an honor to serve this Department and a great group of faculty and students. Over the past decade our Department has built considerable capacity in areas vital to issues and concerns in the State and the West. Our faculty have national reputations with their applied economics work to the point that some of that ends up on the United States Senate floor. We have built strong collaborations with scientists in the College and across campus and across universities in the region. We have strong connections with industry and political leaders across this state and neighboring states.

"Our student numbers are the best they have been in over two decades, both undergraduate and graduate. Alumni from both our undergraduate and graduate programs are mak-



ing careers in some of the major agribusiness firms, operating ranches and farms, and contributing to their communities. We are getting more students involved in our international field courses and who are willing to take the chance on international work. In sum, our faculty are building a reputation that expands research, extension, and teaching that has been noticed.

"We are looking forward to Dr. Rashford's leadership and guidance. He has strong reputation in the University administration already and has a well defined vision of where he would like to see the Department go. He is a strong researcher, a strong teacher, and understands engagement with the people of the state. We are all happy to have him agree to take over the Head position. It would be hard to find someone better. I wish him and the faculty all the luck and ask that alumni and stakeholders give him strong support. Thanks for the opportunity.

As Roger noted, **Dean Galey has appointed Ben Rashford** as head of the department. Rashford came to our faculty in 2006 after getting his doctorate at Oregon State University (previously getting his BS and MS degrees in Economics from UW). Promoted to associate professor in 2012, his work has been in the area of natural resource economics with an emphasis on wildlife conservation within agro-ecosystems.

Rashford is excited about taking on this new personal and professional challenge, and looks forward to doing everything he can to help the Department, the College and the University to move forward. See the department head's column on page 2. ■





# Ag Econ's New Australia Program

By Tom Foulke



Ag Econ has a new international program. This past August, I had the opportunity to lead a group of 11 students on a three-week trip to Australia. The trip was the brain-child of Dr. Nicole Ballenger and her Australian colleague Dr. Garry Griffith from the University of New England, located in Armidale, New South Wales. I was brought in to help with logistics because of my experience with our department's annual study-abroad in France program. But Nicole had to back out at the last minute due to health issues (she is fine now).



The theme of the trip was: *Australia's Export-led Ag Sector*. Australia has a small population relative to its agricultural output, thus a large proportion of its ag production is exported. At the producer level, this means that farmers (ranchers are called cattle or sheep "farmers" in Australia) have to take into account international markets in their production decisions.

The trip was a partnership between the University of New England (UNE) and UW. UNE sent a small group to UW in June for a few days. We provided some lectures, transportation and agricultural site visits.

Our trip began in Brisbane. We visited a few sites at Queensland University followed by a unique tour of General Douglas MacArthur's World War II command headquarters in Brisbane.

After leaving Brisbane, we worked our way south, along the coast, visiting sugar cane, and macadamia nut farms. We were

able to see different styles of production from boutique "mac" farming to the more industrial scale "crackers" who send shipping containers full of nuts to China for processing. Getting this type of global ag business perspective was what this trip was all about.

After getting our "tropical fix" on the beach at Byron Bay, we worked inland to Armidale. At about 4,000 feet, Armidale sometimes gets snow in the winter. In fact they had some right before we arrived. But the weather was beautiful for us. We spent a week living in the dorms at UNE. They provided a bus and driver and some site visits in the New England area. We visited an industrial greenhouse tomato operation, a couple of shearings, beef cattle operations and a satellite tracking facility.

After leaving Armidale, we continued west into more rural country, visiting cotton and wheat farms, a pecan operation, and a coal mine (similarities with Wyoming abound).

Then we finally turned south for Sydney, making a stop along the way at a horse stud. In Sydney we had a Sydney Opera House tour and a quick visit to the renowned zoo before a dinner cruise on Sydney harbor.

If feedback from our student travelers and partners in Australia is any guide, the trip was a resounding success. I will be looking to put something like this together again in 2019. ■





# New Publications

Beierman, Jenny, Chian Jones-Ritten, Linda Thunstrom and Mariah Ehmke. Forthcoming. **Measuring the Value of Information—Revealed Preferences for Country of Origin Information.** *Journal of Behavioral and Experimental Economics*. DOI: 10.1016/j.socec.2017.10.002

Jones-Ritten, Chian, Christopher Bastian, Jason Shogren, Thadchaigeni Panchalingamv, Mariah Ehmke and Gregory Parkhurst. 2017. **Understanding Pollinator Habitat Conservation under Current Policy Using Economic Experiments.** *Land* 6(57). DOI: 10.3390/land030057

Munsick, Tristram, Danelle Peck, John Ritten, Randall Jones, Michelle Jones and Myrna Miler. **“Expected Net Benefit of Vaccinating a Rangeland Sheep Flock against Bluetongue Virus.”** *Frontiers in Veterinary Science*, 4. Open access available at: <https://doi.org/10.3389/fvets.2017.00166>



Ritten, John, Maria Fernandez-Gimenez, James Pritchett, Emily Kachergis and Willow Hibbs. 2017. **“Using STMs to Show Economic Interdependence of Ecological Sites at the Ranch Level.”** *Rangeland Ecology and Management*, 70: 666-674.

Adjesiwor, Albert, Anowar Islam, Valtcho Jeliakov, John Ritten and Axel Garcia y Garcia. 2017. **“Grass-legume seed mass ratios and nitrogen rates influence forage yield, nutritive**

**value, and profitability.”** *Crop Science* 57(5): 2852-2864.

Bastian, Christopher, John Ritten and Bridger Feuz. 2017. **“Which Market Gives Me the Best Price for My Cattle? Think About Marketing Costs as Well As Price!”** Part of the *Wyoming Beef Manual*. Fact Sheet. Bulletin B-1303. University of Wyoming Extension, College of Agriculture & Natural Resources, University of Wyoming, Laramie.



Derner, Justin, Judith Capper, Guodong Han, Leigh Hunt, Kepler Euclides Filjo and John Ritten. 2017. **“Livestock Production Systems.”** For *Rangeland Systems: Processes, Management and Challenges*. Edited by David Briske.

Feuz, Bridger and John Ritten. 2017. **“An Effective Combination: Partial Budgeting and Sensitivity Analysis.”** Part of the *Wyoming Beef Manual*. Fact Sheet. Bulletin B-1304. University of Wyoming Extension, College of Agriculture & Natural Resources, University of Wyoming, Laramie.

Feuz, Bridger and John Ritten. 2017. **“Net Present Value (NPV).”** Part of the *Wyoming Beef Manual*. Fact Sheet. Bulletin B-1302. University of Wyoming Extension, College of Agriculture and Natural Resources, University of Wyoming, Laramie.

## Presentations

Mariah Ehmke gave the Saturday University lecture on October 14 at the National Wildlife Museum of Wildlife Art. The title was *Sour Whiskey, Cheap Wine, Plastic Milk, and Snake Oil: Food Fraud across National and International Supply Chains*. Find the Saturday U locations for Spring 2018 at [www.uwyo.edu/saturdayu](http://www.uwyo.edu/saturdayu).



John Ritten, Chris Bastian, Justin Derner, John Tanaka. **“Flexible Stocking as a Strategy for Enhancing Ranch Profitability in the Face of a Changing and Variable Climate.”** Presented at the *Western Agricultural Economics Association Meetings*, July 10, 2017, Lake Tahoe, CA.

Holly Dyer, John Ritten, John Tanaka, David Taylor, Kristie Maczko, and Jennifer Moore Kucera. **“Wyoming Ranchers’ Profitability from Improved Forage Production on Private Rangeland: An Approach to Measure Soil Health Benefits.”** Presented at the *Western Agricultural Economics Association Meetings*, July 10, 2017, Lake Tahoe, CA.

## Upcoming Programs Across Wyoming

Look for members of the AgEcon Department at programs across the state this winter season. Be sure to say hello!

**Annie’s Project**, a multisession program for women in ag to build knowledge, skills and comradery. Casper in January/February (Ashley at [ashleyg@uwyo.edu](mailto:ashleyg@uwyo.edu)) and Powell in January/February (Jeremiah at [jvardima@uwyo.edu](mailto:jvardima@uwyo.edu)).

**Johnson County CattleWomen’s 2018 Women’s Ag Summit**, January 20. John at [john.ritten@uwyo.edu](mailto:john.ritten@uwyo.edu).

**Master Money Manager Coach (M3C)** program—learn about teaching and coaching money management. Cheyenne January 30-31 (Julie at [juliet.daniels@uwyo.edu](mailto:juliet.daniels@uwyo.edu)) and Gillette March 7-8 (Michelle at [mrpl0@ccgov.net](mailto:mrpl0@ccgov.net)).

**WESTI Ag Days** February 14-15 in Worland, Caitlin at [cy-oungqu@uwyo.edu](mailto:cy-oungqu@uwyo.edu).

**Fremont County Farm and Ranch Days**, February 8-9 in Riverton. Chance at [cmarshal@uwyo.edu](mailto:cmarshal@uwyo.edu).

**High Plains Organic Farming Conference**, February 27-28 in Cheyenne. Jay at [jnorton4@uwyo.edu](mailto:jnorton4@uwyo.edu).

**Wyoming Farmers Market Conference & Market Manager Training**. April 13-14 in Cheyenne. Catherine at [cwissner@uwyo.edu](mailto:cwissner@uwyo.edu).



## The 20 states with the best college ROI

Colleges in Wyoming generate the largest return on investment (ROI) for their students, according to a study by Student Loan Hero.

To create the ranking, Student Loan Hero used wage and educational attainment data from the **U.S. Census Bureau**. Researchers pulled data related to college costs from a previous Student Loan Hero study that was based on tuition data from the **Department of Education**. Finally, researchers calculated ROI by estimating the difference between wages of someone with only a high school diploma versus someone with a bachelor's degree over the course of five years.

Here are the states with colleges that have the highest ROI over five years, according to Student Loan Hero:

- |                     |                         |
|---------------------|-------------------------|
| 1. Wyoming, 203%    | 11. New Jersey, 85%     |
| 2. New Mexico, 151% | 12. Mississippi, 84%    |
| 3. Arkansas, 120%   | 13. Maryland, 82%       |
| 4. Texas, 114%      | 14. Louisiana, 81%      |
| 5. Georgia, 105%    | 15. Washington, 80%     |
| 6. Arizona, 102%    | 16. Hawaii, 75%         |
| 7. California, 102% | 17. Virginia, 72%       |
| 8. Alabama, 96%     | 18. North Carolina, 71% |
| 9. Alaska, 95%      | 19. North Dakota, 69%   |
| 10. Montana, 92%    | 20. Michigan, 66%       |

Wyoming also scored high on other recent higher education lists. A report in March from **McKinsey & Company** rated Wyoming as the No. 4 state for higher education in America. Wyoming also appeared on a January list of the four states with the lowest public tuition for in-state and out-of-state students from website **Trade-schools.net** that compared data from the **College Board** (Kirkham, Student Loan Hero ranking, accessed 7/18). ■

## Roehrkasse Winner Announced

The Glenn P. Roehrkasse Scholarship in Agricultural and Applied Economics is made possible by a generous gift from Marion Roehrkasse in memory of her husband and former AgEcon faculty member Glenn Roehrkasse. The \$1,000 scholarship is given to an outstanding graduate student whose research focuses on quantitative or statistical modeling.

This year, the committee has selected **Karsyn Lamb** as the 2017-18 recipient. Karsyn's thesis research uses experimental economics to explore how the challenges of generating conservation (for example high-quality sage-grouse habitat) affect the quantity and price of conservation — an extremely relevant issue for newly developing market-based conservation programs in the western U.S. Karsyn was raised in Sheridan, Wyoming and did her undergraduate degree at the University of Washington. Karsyn has demonstrated enthusiasm and initiative in her research; she is also a good citizen who has made a positive contribution to the life of the department. When she graduates she hopes to consult on environmental and natural resource issues in either the public or private sectors. Congratulations! ■

## Recent Master's Candidate Presentations

Hunter Bruce: *Characterizing Demand for Rock Climbing in the Vedaauwo Recreation Area: Does Crowding Affect Visitation?*

Selena Rose Gerace: *Gender Differences in Negotiation Behavior and Market Outcomes in US Agricultural Markets*

Murukkuwadura Sachintha Sarani Mendis: *Estimating Demand for Food Quantity and Quality in Urban China*

## Where has your road taken you?

Just about anywhere in the world, you'll find UW AgEcon graduates — often enjoying careers that are very different from what their studies suggested.

We'd love to hear about your career journey.  
Send your story to [cehmke@uwyo.edu](mailto:cehmke@uwyo.edu).

## Planned Giving and Estate Planning Gifts: Don't forget AgEcon

The AgEcon "family" has been thinking a lot about the future lately, because it's the end of the year and, honestly, we're not getting any younger. We want to make sure that this group remains relevant for future generations in the same way it serves Wyoming and the West today.

For this reason, we're inviting you, our extended family of alumni and stakeholders, to consider AgEcon in your estate plans.

More specifically, we are asking that you consider UW AgEcon as a beneficiary in your will, trust, or IRA. Your gift will create a legacy to amplify the work we do to help make Wyoming a place we're proud of for our kids and grandkids.

Please consult your legal and financial advisors about how you can use a variety of estate planning tools (wills, trusts, insurance, IRAs) to support one of UW's most engaged departments, and how you might benefit. For example, there is an exemption of estate taxes of up to \$5.6 million (per person) in 2018. **And don't forget AgEcon as you maximize your year-end donations** (give up to \$14,000 in 2017!). Thank you! If you have any questions, please give Ben Rashford a call at (307) 766-2386. ■

**BUILD  
SOMETHING  
THAT  
OUTLIVES  
YOU**



# *In the Margins*

University of Wyoming  
Agricultural and Applied Economics, Dept. 3354  
1000 E. University Ave.  
Laramie, WY 82071

Nonprofit Organization  
US Postage  
Paid  
Laramie, WY 82072  
Permit #75

*Return Service Requested*

## Quick Reference

Department of Agricultural and  
Applied Economics  
(307) 766-2386

[www.uwyo.edu/agecon](http://www.uwyo.edu/agecon)

[www.facebook.com/UWAgEcon](https://www.facebook.com/UWAgEcon)

### Staff

Matt Andersen, Associate Professor  
Chris Bastian, Professor  
Mariah Ehmke, Associate Professor  
Kristi Hansen, Associate Professor  
Vardges Hovhannisyan, Assistant Prof.  
Don McLeod, Professor  
Ben Rashford, Associate Professor  
John Ritten, Associate Professor  
Steve Smutko, Professor  
David "Tex" Taylor, Professor  
Jeff Edgens, Senior Lecturer (and Dean  
at UW Casper)  
Justina Floy, Lecturer  
Cole Ehmke, Snr. Extension Specialist  
Selena Gerace, Extension Specialist  
John Hewlett, Snr. Extn. Specialist  
Duane Williams, Snr. Extn. Specialist  
Tom Foulke, Senior Research Scientist  
Amy Nagler, Research Scientist  
Trish Hysong, Accounting Associate  
Janet Marsh, Office Associate  
Nicole Ballenger, *Professor Emeritus*  
Ed Bradley, *Professor Emeritus*  
Larry Held, *Professor Emeritus*  
Jim Jacobs, *Professor Emeritus*  
Dale Menkhaus, *Professor Emeritus*  
Carl Olson, *Professor Emeritus*  
Alan Schroeder, *Professor Emeritus*

*In the Margins* is the semiannual newsletter of the Department of Agricultural and Applied Economics at the University of Wyoming in the College of Agriculture and Natural Resources. The editor is Cole Ehmke.

To make a contribution or find out how you can help the department, contact Ben Rashford, Associate Professor and Department Head: [brashfor@uwyo.edu](mailto:brashfor@uwyo.edu) or (307)766-2386.

*Winchell, continued.*

nese market. He has worked in China since the mid-1990s and was responsible for Schneider's entry into China, including its acquisition strategy and further growth. He moved full-time to Shanghai in 2005.

"I think there's a good balance that comes with being UW-practical," says Winchell. "Mix that with complex international experience, and it gives you a good sense of how to get things done."

One supporter said that Winchell had the ability to build relationships from the warehouse floor to the highest positions in China's Ministry of Transportation.

While on campus he spent some time sharing some astonishing stories of working and living China. He also suggested that China is reaching a point where it will be thinking more about the return on capital of its large projects than in the past. ■

## Tex Taylor Honored

David "Tex" Taylor is the recipient of the Andrew Vanvig Lifetime Distinguished Faculty Achievement Award. The community development specialist is the go-to guy for economic analyses of environmental, tourism and recreation, endangered species and many other issues affecting Wyoming and Wyoming communities, notes Dale Menkhaus, a *professor emeritus* in the Department of Agricultural and Applied Economics, who worked with Taylor for decades.

Taylor has worked on documenting the growth and redistribution of Wyoming's population and how that affects the loss of the open spaces Wyoming residents value.

Taylor also is a longtime member of the Consensus Revenue Estimating Group (CREG), which estimates near-future revenues received by Wyoming's government. Congratulations! ■