



VITA

J. Shannon Neibergs, Associate Professor Livestock Economist, E-3

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DATE OF FIRST EMPLOYMENT AT WSU: August 16, 2006

TENURED? No Yes **DATE OF TENURE:**

DATE OF PRESENT RANK OR TITLE:

EDUCATION

A. Degrees Earned

- 1993 Ph.D., Agricultural Economics, Texas A & M University
- 1987 M.A., Agricultural Economics, Washington State University
- 1983 B.S., Animal Science, Washington State University

B. Additional Coursework for Credit – none

C. Certificates and Licenses - none

EMPLOYMENT

A. University Related

Associate Professor Extension Livestock Specialist E-3, School of Economic Sciences, Washington State University, 2006 to present

Assistant and Associate Professor, Department of Equine Business, College of Business, University of Louisville, 1995 -2006.

B. Other - none

HONORS AND AWARDS

NACAA, National Finalist for Team Newsletter, Central Washington Animal Agriculture Team, 2010.

NACAA, Regional Finalist for Team Newsletter, Central Washington Animal Agriculture Team, 2008.

Meritorious Service Evaluation, College of Business and Public Administration, University of Louisville, 2003.

Outstanding Service Award Bonus, College of Business and Public Administration, University of Louisville, \$1,000, 2001.

Exceptionally Meritorious Annual Evaluation, College of Business and Public Administration, University of Louisville, 1999.

Research Award Bonus, College of Business and Public Administration, University of Louisville, \$1,000, 1998.

AAEA Research Poster Competition, Finalist, American Agricultural Economics Association, 1998.

Faculty Member of the Year Award, Equine Industry Program, College of Business and Public Administration, University of Louisville, 1997.

Best Paper Award, Kentucky Economics Association, 1996.

Superior Service Team Award, Texas Agricultural Extension Service, Texas A&M University, 1993.

Outstanding Thesis, Department of Agricultural Economics, Washington State University, Major Professor - Dr. Norman K. Whittlesey, 1987.

FUND GENERATION

A. Grants and Awards - Funded

2010 - Organic Dairy Production Budget and Market Analysis, CSNAR, \$17,312, Project Director

2010 – Sustainable Alternatives to the Conservation Reserve Program, WSARE, \$50,000 Project Collaborator

2009 – Risk Management Education for Washington Livestock Producers and Cull Cow Marketing Strategies, Western Center for Risk Management Education, \$42,977, Co-PI.

2009 – Economics of Asparagus Mechanized Harvest and Economic Effect of Free Trade Agreements on the Asparagus Industry, USDA Specialty Crops, \$18,196, Project Director.

2008 – Nutrient Capture and Redistribution in a Community Anaerobic Digester, USDA CIG, \$414,013, Project Collaborator.

2008 – Economics of Asparagus Establishment and Production, USDA CSREES, \$8,981, Project Director.

2008 - Western Regional Beef Quality Assurance: Implementation & Enhancement of Record Keeping, NCBA BQA, \$20,000, Co-PI.

2007 – Washington State Certified Beef Quality Assurance Program, National Cattlemen’s Beef Association, \$11,000, Co-PI.

2007 – Development of a WA State Cattle Health Assurance Program: BVD Pilot Project, WSU Extension, \$75,270, Co-PI.

2007 – Grass Fed Beef Production Systems/Pasture Management. WSU Extension, \$71,729, Team Member.

2007 - Phosphorous and Solids Removal from Anaerobic Digestion Effluent through Electrochemical Technology, USDA CIG, \$398,454, Co-Director

2007 - An Integrated, Multifunction Ammonia Removal and Nutrient Recovery System for Mitigating Air and Water Quality Impacts of Animal Operations, USDA NRI, \$544,853, Project Member.

2007 - Beefing Up the Palouse - A Sustainable Alternative to the CRP, Ag Pilots Project - William D. Ruckelshaus Center, \$81,713, Project member.

2006 – Washington Dairy Farms Economic Impact, Washington Dairy Federation, \$17,283, PI

B. Grant Proposals – Unfunded

Year	Total Grants	Total Dollars
2007	4	\$420,853
2008	1	\$44,363
2009	3	\$814,525

C. Program Sponsors, Partners, and Revenue

2009 – Beef 300 and Lamb 300 Registrations and Donations, \$25,400.

2008 – Washington Hay Growers Association, \$500.

2007 - WSU Beef 300 Programming Registration & Donations, State Organizations, Feedlots, and Producers, \$18,000.

PUBLICATIONS

A. Books and Chapters in Books, Monographs – none

B. Professional Articles, Refereed or Peer Reviewed

Neibergs, J. Shannon and David Holland, “Dairy Farm Economic Impact and Applications to Extension Programming in Washington State”, *Journal of Extension*, Revise and Resubmit, November 6 2008, resubmitted and under review.

Neibergs, J. Shannon, "Speculative Investment: Risk and Return Evidence from Thoroughbred Auction Markets", *Agricultural Finance Review*, Revise and Resubmit, October 21, 2008, resubmitted and under review.

Bosch, K.A., Powell, D., Neibergs, J.S., Shelton, B., & Zent, W., “Impact of Reproductive Performance over Time and Mare Quality on Economic Returns among Thoroughbred Mares in Lexington, Kentucky USA”. *Equine Veterinary Journal*. 41:9(2009), 889-894.

Neibergs, J. Shannon, “The Importance of Estate Planning”, *The Good Fruit Grower*, 59(2008):52.

Neibergs, J. Shannon, “Economics of Broodmare Reproduction”, *Equine Disease Quarterly* 15(2006):4-5.

Neibergs, J. Shannon, “A Hedonic Price Analysis of Thoroughbred Broodmare Characteristics”, *Agribusiness: An International Journal*, 17(2001):299-314.

Neibergs, J. Shannon and Richard Thalheimer, “An Economic Analysis of the Effectiveness of Thoroughbred Breeder/Owner Incentive Policies”, *Journal of Agricultural and Applied Economics*, 31(1999):581-592.

Neibergs, J. Shannon, “Kentucky Parimutuel Revenue Policy Simulator”, *Gaming Research and Review Journal*, 5(1999):17-31.

Neibergs J. Shannon and Patrick L. Vinzant, “Maximum-Likelihood Estimates of Racehorse Earnings and Profitability”, *Journal of Agribusiness*, 17(1999):37-49.

Neibergs, J. Shannon, “Macroeconomic Conditions and Agribusiness Profitability: An Analysis Using Pooled Data”, *International Food and Agribusiness Management Review*, 1(1998):91-105.

Neibergs J. Shannon and Richard Thalheimer, “Price Expectations and Supply Response in the Thoroughbred Yearling Market”, *Journal of Agricultural and Applied Economics*, 29(1997):419-435.

C. Abstracts and Proceedings

Heitstuman, M.D., Smith, S.M., Busboom, J.R., & Neibergs, J.S. (2007). 2007 WSU BEEF 300 Program Summary of Cattle Evaluation. *Beef 300 Workshop proceedings*

D. Extension Publications, Peer Reviewed

Neibergs, J.S. and T. Waters, Establishment and Annual Production Costs for Washington Asparagus in 2009. WSU Extension Publication, Under Review.

Neibergs, J.S. and Don Nelson, 2008 Estimated Costs and Returns for a 150-Head Cow-Calf to Grass Finished Beef Production System in the Channel Scablands Range Area of East-Central Washington, Extension Bulletin, EM010, 2009.

Platt, T.E., Hinman, H.R., & Neibergs, J.S. (2007). Financial Measures used in FINPACK. WSU Lincoln, County Extension

E. Curriculum Development - none

F. Other Publications

Moore, Dale, Jan Busboom and J. Shannon Neibergs, "Cow-Calf Herd Notebook" Western Region Alliance for Beef Quality Assurance, 2008.

Neibergs, J. Shannon "COOL Economics". Ketch Pen - News of the Washington Cattlemen's Association, 2007 26(2), pp 7.

Neibergs, J. Shannon, James M. McGrann and John Parker, "FINYEAR - Financial Statement Preparation Software that Conforms to the Farm Financial Standards Task Force Guidelines", Abstract Southern Journal of Agricultural Economics, 24(1992):295.

Neibergs, J. Shannon and Bruce A. McCarl, "Application of a Discrete Stochastic Programming Model to Marketing Decisions Under Price Uncertainty", Abstract, American Journal of Agricultural Economics 73(1991):1544.

Neibergs, J. Shannon, Robert G. Lawrence and Richard D. Morgan, "2001 American Saddlebred Horse Association Demographic Study, University of Louisville, 2002.

Robert G. Lawrence, Richard D. Morgan and J. Shannon Neibergs, "A Feasibility Study for an Equestrian Facility in Oldham County", Equine Industry Program, University of Louisville, 2002.

Neibergs, J. Shannon and Robert G. Lawrence, "Kentucky Breeding Industry Issues Survey - Summary Results", Equine Industry Program, University of Louisville, 1999.

Osei, Edward, P.B. Lakshminarayan, J. Shannon Neibergs, Aziz Bouzaher and Stanley R. Johnson, "Livestock and the Environment: A National Pilot Project - The Policy Space, Economic Model, and Environmental Model Linkages", Staff Report 95-SR 78 (1995).

Neibergs, J. Shannon and Aziz Bouzaher, "A Conceptual Framework to Analyze Livestock Waste Issues", Great Plains Agricultural Council, Confined Animal Waste and Water Quality Task Force, Proceedings, (1994).

Bouzaher, Aziz., Stanley. R. Johnson, J. Shannon Neibergs, and Ron Jones, "The Conceptual Framework for the National Pilot Project on Livestock and the Environment", Staff Report 93-SR 67, Iowa State University, Ames Iowa, (1993).

Jones, Ron, Larry Frarey, Aziz Bouzaher, Stanley R. Johnson, and J. Shannon Neibergs, "Livestock and the Environment: A Detailed Problem Statement", TIAER, Staff Report, Stephenville TX, (1993).

McGrann, James M., and J. Shannon Neibergs, "Beef Cattle Breeding Stock Accounting", Texas Agricultural Extension Service, Farm Management Handbook, RI-6 (1992).

McGrann, James M., and J. Shannon Neibergs, "Accounting for Cattle Transfers Between Business Entities", Texas Agricultural Extension Service, Farm Management Handbook, RI-7 (1992).

McGrann, James M., J. Shannon Neibergs, K. Karkosh, and L. Falconer, "AFAES - Agricultural Financial Analysis Expert Systems", Department of Agricultural Economics, Texas Agricultural Experiment Station, (1990).

Neibergs, J. Shannon and Herb Hinman, "Cost of Producing Crops in Kittitas County", Extension Bulletin No. 1293, Cooperative Extension Service, Washington State University, Pullman WA. 1987.

PRESENTATIONS

A. International

Cross Hedging Alfalfa to CME Corn Futures Contracts, Invited speaker 2010 Canadian Agricultural Economics Society, Workshop on Risk Management, Robson Square, Vancouver BC, April 12, 2010,

B. National

An Economic Analysis of BVD-PI Incidence in Washington, NACAA National Annual Conference, Selected Presentation, Portland, OR, 09/21/2009.

NPR Market Place Radio Nationally Broadcast radio interview, Livestock Market Situation and Consumer Impacts, 10/14/2009.

C. State

Beef Cattle Production Performance Targets, Country Living Expo & Cattlemen's Winter School, Stanwood, WA, January 30, 2010.

An Economic Analysis of BVDV-PI Prevalence in Washington Cattle Herds, Klickitat Co. Cattle Producers' Education Program, Goldendale, WA, DVD Presentation produced at WSU, February 19, 2010.

2010 Hay Situation and Outlook, Walla Walla Hay Growers Meeting, Walla Walla, WA, 04/29/2010.

Risk Management Strategies and Revenue Insurance Programs for Washington Livestock Producers, WSU Extension Research Webinars: Research that Works for You, <http://ext.wsu.edu/pd/Researchforyou.htm>, June 2, 2010.

Beef 300, Pullman WA 1/7/2009 to 1/9/2009.

How to Survive and Be Profitable in the Beef Business: Process Verified Systems and Mandatory Country of Origin Labeling, Cattlemen Association Meetings,
1/15/2009 Goldendale
1/17/2009 Omak
3/23/2009 Clarkston

Economic Outlook for Pigs, Pork and Feed Cost and Mandatory Country of Origin Labeling, Annual Pork Producers Meeting, Pasco, WA, 2/6/2009.

2009 Hay Situation and Outlook, Walla Walla Hay Growers Meeting, 04/30/2009.

How to be Profitable and Survive in the Beef Business: Planned Grazing and Grass-Fed Beef Production, Ag Pilots Planned Grazing Conference, Richland, WA, 05/19/2009.

Economic Analysis of Mechanized Asparagus Field Trial, Asparagus Growers Field Day, Pasco WA, 08/06/2009.

Lamb 300, Pullman WA 10/01/2009 to 10/03/2009

Asparagus Production Economics, Mechanical Harvesting and Trade, Vegetable Growers Association Annual Meeting, Kennewick WA, 11/11/2009.

An Economic Analysis of BVD-PI Incidence in Washington, Washington Cattlemens Annual Convention, Pasco, WA, 11/12/2009.

Women in Agriculture Workshop Series, Leases – Economic, Tax and Legal Issues,
11/30/2009 Spokane
12/09/2009 Goldendale

Cap and Trade Carbon Market – Overview and Agriculture Carbon Offset Opportunities, WSU Nutrient Management Webinar Series, 12/01/2009.

Farm Leases – Economic, Tax and Legal Issues, Surviving as a Grain Farm in Tough Economic Times, Asotin and Columbia County Workshop, Clarkston, WA, 12/9/2008.

Washington Hay Market Review and Outlook, North East Washington Hay Growers Association, Annual Meeting, Clayton WA, 12/6/2008

Unit Cost of Production: The Measuring Stick of Beef Production, Washington Cattlemen's Association Convention, Pasco WA, 11/14/2008.

Cow-Calf Herd Notebook: How to Use This Notebook Effectively to Enhance Your Operation, Washington Cattlemen's Association Convention, Pasco WA, 11/13/2008.

Increased Input Cost Impact on Farm Leases, American Society of Farm Managers and Rural Appraisers, Northwest Chapter Fall Meeting, Spokane, WA, 10/3/2008.

Central Washington Livestock and Hay Market Outlook, Ag. Professional Group Meeting, Pasco WA, 4/17/2008.

Beef Market Outlook and Managing for Profit, Central Washington Beef Information Day, Ellensburg, WA, 2/19/2008.

Economics and Marketing for Tomorrow's Beef Industry, Okanogan Beef Information Days, Omak WA, 1/21/2008.

2008 Washington State Hay Situation Report, Washington State Hay Growers Association, Kennewick, WA, 1/17/2008.

Developing and Maintaining a Business Mentality, 2008 American Angus Association Boot Camp, Pullman, WA, 1/3/2008

SES 2007 Annual Conference on Economic Issues and Outlook, Livestock Outlook, Pasco, WA 12/6/2007.

Estate Planning and Transfer, Washington Grape Growers Society, Prosser, WA, 11/18/2007.

Morbidity, Mortality and Performance: BVD Economic Costs, Washington Cattlemen's Association, Pasco, WA, 11/8/2007.

The Economic Impact of Washington Dairy Farms, Washington Dairy Federation's Annual Meeting, Olympia, WA, 10/24/2007.

Beef 300, Extension Workshop, Pullman, WA, 10/3/2007.

Business Plan Basics, Meat Goat Producer Group Seminar Series,, Prosser and WallaWalla, WA, 5/5/2007 and 9/29/2007.

2007 Central Washington Hay Outlook, Tri Cities Ag Professionals Association, Pasco, WA, 3/15/2007.

Overview of Economic Issues Facing the Swine Industry, Whitman County Swine Producers, 2/22/2007.

Economics and Marketing of Grass-Fed Beef, Spokane Ag. Expo, 2/6/2007.

You Manage What You Measure: Cow-Calf Business Management, Colfax Cattlemen's Association, Colfax, WA, 1/23/2007.

2007 Washington State Hay Situation Report, Washington State Hay Growers Association, Kennewick, WA, 1/18/2007.

Meeting the Needs of Animal Agriculture in the Pacific Northwest, Statewide Extension Workshop, Pullman, WA, 1/3/2007.

OTHER CREATIVE ACTIVITIES

A. Media Presentations - none

B. E-Mail List Serves - none

C. Manuals - none

D. Computer Programs Developed - none

E. Video Programs - none

F. Web Pages – Central Washington Animal Agriculture Team Member,
<http://animalag.wsu.edu/>

Livestock Economics, <http://livestockeconomics.wsu.edu/>

UNIVERSITY INSTRUCTION

A. Credit Courses Taught

EconS 305, Theory of the Firm and Market Policy, Spring 2006 to 2008, WSU

EconS 451, Advanced Agricultural Marketing, Spring 2006 to 2008, WSU

EconS 335, Business Finance Economics, Spring 2009 and 2010, WSU

EconS 352, Business Management Economics, Spring 2010, WSU

B. Additional Teaching - none

C. Advising - none

PROFESSIONAL SERVICE

A. University

Faculty Senate Representative, Eastern Extension District, 2010.

SES Undergraduate Curriculum Committee, 2006-2009

B. Community

C. Review Activities

Book Review, "Risk Navigator SRM", CRC Press, Taylor and Francis Group, 2009

Recreational and Urban Influences on Agricultural Land Values, Ag. Finance Review, 2008

Hedonic Pricing Models for Australian Thoroughbred Yearlings Australian Journal of Agricultural and Resource Economics, 2008

What Value do Nevada's Horse Owners Place on Cool Season Hay Characteristics? University of Nevada's Extension Fact Sheet, 2007

LMIC Fact Sheet, LM-2, Alternative Marketing Arrangements in the Beef Industry: Definition, Use, and Motives, Livestock Marketing Information Center, 2007

PROFESSIONAL & SCHOLARLY ORGANIZATIONS

American Association of Agricultural Economists

PROFESSIONAL DEVELOPMENT

Livestock Marketing Information Center, Technical Advisory Committee Meeting, 2008-2010.

Livestock Marketing Information Center, International Beef Industry Study to Argentina, Tour, 2007.

Office of Research Faculty Development Series (FDS), The Productive Proposal Writing Track Workshop, 2007.