

ANDREW M. NOVAKOVIĆ

Charles H. Dyson School of
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Areas of Interest and Expertise

Economics of the dairy sector: pricing, supply, demand, marketing costs, market operations, market performance, and policy analysis.

Agricultural policy and economic regulation of agricultural and food markets.

Price analysis and marketing, spatial economics, international trade, and market logistics

Current Cornell Position

The Charles H. Dyson School of Applied Economics and Management is a unit within the Cornell SC Johnson College of Business and also affiliated with the College of Agriculture and Life Sciences. The following is my current appointment:

The E.V. Baker Professor of Agricultural Economics Emeritus, 3 January 2020 to present.

Graduate School Professor, 15 July 2020 through 30 June 2025

Senior Consultant/Adviser, temporary, January 2020 to December 2023

Current Position

Expert Consultant (senior economist), U.S. Department of Agriculture, Agricultural Marketing Service, Dairy Program, May 2022 to present. (this is a part-time but regular employee position)

Positions Held

Professor, Cornell University, 1 July 1992 to 2 January 2020. (Senior Consultant/Adviser, 3 January to 15 July 2020, January to December 2023)

Director of Land Grant Programs, 1 January 2015 to 30 June 2020

Senior Economist, Office of the Chief Economist, US Department of Agriculture, July 2011 to June 2015 (under an IPA agreement with Cornell University).

Special Government Employee, US Department of Agriculture, January 2010 to June 2011

Director, Cornell Program on Dairy Markets and Policy, Cornell University, October 1988 to June 2011 (program terminated). Co-Chair, National Program on Dairy Markets and Policy, July 2012 to 2019.

Department Chair, Cornell University, 24 May 1993 to 30 June 2003.

The E.V. Baker Professor of Agricultural Economics, Cornell University, appointed July 1989

Associate Professor (with tenure), Cornell University, 1 July 1985 to 30 June 1992.

Visiting Associate Professor, Department of Agricultural Economics, University of Wisconsin, August 1986 to July 1987.

Consultant, Wisconsin Milk Marketing Board, August 1986 to July 1987.

Assistant Professor, Cornell University, 26 January 1979 to 30 June 1985.

Instructor, Cornell University, 24 August 1978 to 25 January 1979

Research Assistant or Teaching Assistant, Department of Agricultural Economics, Purdue University, Fall 1974 to Fall 1978.

Assistant to Marketing Analyst, Farmers' Union Central Exchange, St. Paul, Minnesota, June 1973 to April 1974.

Summer Intern, Whitelaw Cooperative Exchange, Whitelaw, Wisconsin, June 1972 to August 1972.

Worked on small, diversified dairy farm in central Wisconsin during summers of 1965 to 1970.

Education

Ph.D., Purdue University, May 1979.

Dissertation title: An Economic Analysis of the U.S. Dairy Price Support Program and Alternate Policies.

Major Professor: Dr. Emerson M. Babb, Jr.

Outstanding Dissertation Award: Purdue University

M.S., Purdue University, August 1976.

Thesis title: The Impact of Imports of Manufactured Milk Products on the United States Dairy Industry.

Major Professor: Dr. Robert L. Thompson

Outstanding Thesis Award: Purdue University and the American Agricultural Economics Association

B.S. with High Honors, University of Wisconsin-River Falls, May 1974.

Major: Agricultural Economics

Minor: Mathematics

Administrative Experience

As Chair I was the chief administrator for a large academic department that has an active mission in research, teaching, and extension. The department consisted of about 40 professors, 8 non-professorial faculty, 35 professional staff, 25 support staff, scores of temporary and student employees, 700-750 undergraduate majors, and 65-85 graduate students.

Financially, the department represented about \$15 million in revenue and expenditures and grew about 30% during my term as Chair. With only about \$5 million from our core allocation, the remainder came from sponsored projects, enterprise income, and gifts and endowment income. During my time as chair I was required to manage several reductions from our core budget, including a large one that necessitated a reduction in force of over 10%. This necessitated completely redesigning our administrative staff support within the department. I also was required to manage a considerable loss in office space and orchestrated the restructuring of over half of our total space allocation by working with two other departments in the building and the College administration. Despite these challenges, we ended up with a larger faculty, a larger budget and a foundation for a total building renovation that is beginning in 2011.

The Department has long offered a diverse set of academic programs that span traditional fields of agricultural economics, environmental and resource economics, development economics and international trade. Starting in the 1960s it began to develop a large undergraduate program with a business focus. Originally building on our roots in farm business management, the program slowly evolved toward a more general business orientation. Under my leadership, we formally entered the community of undergraduate business schools when we achieved recognition as an AACSB-accredited undergraduate business degree program, a status held by about 1/3 of the degree-granting business schools in the US. Our first ranking by Business Week placed us at number 10 at the end of my term. In February 1997, I proposed evolving the Department of Applied Economics and Management into an endowed School of Applied Economics and Management. That dream became reality in 2010 with the naming of the Charles H. Dyson School of Applied Economics and Management, which has been a school held jointly by the Cornell S.C. Johnson College of Business and the College of Agriculture and Life Science.

Major Research Projects

Total Amount of CPDMP and Novakovic Contract Funding, 1980 to 2018 = \$5,637,406

n.b., I was ineligible for federal grants for the duration of my USDA appointment.

The Dairy Program of the National Institute for Livestock and Dairy Policy, May 1989 through September 2010 (U.S. Department of Agriculture, Cooperative State Research, Education, and Extension Service - \$4,091,562).

Analysis of NYS Milk Price Gouging Law Effects on Fluid Milk Markets, 1 April 2007 to 31 March 2009 (NYS Department of Agriculture and Markets - \$60,000)

Analysis of NYS Milk Price Gouging Law Effects on Fluid Milk Markets, 1 October 2006 – 30 September 2007. (CU Ag. Exp. Sta. \$20,000)

Technical and Economic Development of a Milk Refinery, 1 January 2000 to 31 December 2002 (National Dairy Board in conjunction with Northeast Dairy Foods Research Center - total project \$290,251, co-PI amount of \$95,822)

International Dairy Markets: Paths from Regulation to Competition, October 2000 to September 2001 (U.S. Department of Agriculture, Cooperative State Research, Education, and Extension Service/National Research Initiative - \$92,549).

An Economic Analysis of the U.S. Market for Lactose, October 2000 through December 2001 (California Dairy Research Foundation - \$40,642)

A Survey of the Costs of Processing in Cheese Plants, September 1999 to September 2000 (U.S. Department of Agriculture, Agricultural Marketing Service - \$50,123).

Optimal Milk Resource Utilization in Cheese Making, September 1999 to September 2000 (U.S. Department of Agriculture, RBS/Cooperative Marketing Division -- 19,644).

Dairy Markets and Policy Issues and Options -- An Internet-based Educational Series, September 1999 to September 2000 (U.S. Department of Agriculture, Agricultural Marketing Service - \$25,357).

National Training Program on Federal Milk Marketing Order Reform, February 1997 to January 1998 (U.S. Department of Agriculture, Cooperative State Research, Education, and Extension Service - \$21,467).

Analysis of Federal Milk Marketing Order Mergers and Pricing Structures, July 1996 to June 1998 (U.S. Department of Agriculture, Agricultural Marketing Service - \$101,314)

Factors Affecting the Competitiveness of New York Milk Producers, July 1996 to June 1998 (NYS Department of Agriculture and Markets - \$20,938)

An Evaluation of Dairy Market Structure in the Northeast and Mid-Atlantic Region, June 1996 to December 1996 (Northeast Dairy Conference - \$16,650)

Dairy Markets and Policy Issues and Options--A Series of Educational Leaflets, January 1994 through July 1999 (U.S. Department of Agriculture, Agricultural Marketing Service - \$153,907)

Impact of Trade Liberalization on Federal Milk Marketing Orders, May 1995 through June 1996 (U.S. Department of Agriculture, Agricultural Marketing Service - \$45,152)

An Evaluation of Hedging Fluid Milk with Cheddar Cheese and/or Nonfat Dry Milk Futures Contracts, 1993 (Coffee, Sugar, and Cocoa Exchange - \$11,090)

The Cornell Dairy Farm Family Household and Business Survey: Part I, 1993, (Canadian Embassy, Canadian Studies Faculty Research Program - \$5,000).

Analyses of Selected Economic Factors Affecting the Long Run Viability of the Northern Dairy Industry, North Central Regional Research Project 198, October 1989 through September 1994.

Small Business Counseling, October 1993 through September 1994 (Small Business Administration - \$10,000)

New York State Milk Hauling Systems, May to December 1992 (NY-NJ Milk Market Administrator - \$1,420)

The Economics of Marketing Milk and Milk Products in New York, October 1979 through March 1991 (New York Department of Agriculture and Markets - \$605,000).

Evaluation of Milk Manufacturing Operations and Strategies, October 1988 through September 1990 (Agri-Mark, Inc. - \$5,000).

Anticipated Changes in the Structure and Organization of the Dairy Industry in the Absence of Regulation, October 1986 through September 1989 (U.S. Department of Agriculture, Economic Research Service - \$15,000).

Implications of Policies to Balance National Milk Production and Consumption, Northeast Regional Research Project 153, October 1985 through September 1989.

The Economic Implications of Ultrafiltration of Farm Milk and the Use of Retentate in Cheese-making, July 1985 through December 1986 (Wisconsin Milk Marketing Board - \$18,213).

Developing Information Systems on National and State-Level Dairy Markets, April 1985 through March 1986 (Kraft, Inc. - \$9,501).

An Analysis of the Spatial Organization of the Northeast Dairy Industry, Northeast Regional Research Project 126, October 1978 through September 1985.

An Analysis of Alternative Multiple Component Pricing Systems, 1984 (National All-Jersey, Inc. and New York Jersey Cattle Club - \$1,500).

A Comprehensive Study of U.S. Dairy Program Operations and Alternative Policies, July 1982 through September 1983 (U.S. Department of Agriculture, Economic Research Service - \$33,500).

An Examination of Dairy Policy Proposals, March 1982 through May 1982 (Milk Industry Foundation - \$1,240).

Reconstituted Milk--The Costs, Energy Use, Technical and Economic Efficiencies, and Problems of Reconstituting Fluid Milk Products, September 1980 through December 1981 (U.S. Department of Agriculture, Agricultural Cooperative Service - \$13,815).

Graduate Student Supervision and Theses

Chairman of Special Committee for:

Stephanie Bryant, "An Economic Feasibility Study of Exporting Kenyan Cheese to the United Arab Emirates", MPA Research Paper, August 2012 (thesis adviser).

Huiyuan Zou, "The Chinese Dairy Sector: Interregional and International Trade Patterns Implications For Modeling, Markets, and Development Policy", Ph.D. dissertation, May 2010.

Erica Pagel, "Dynamic Patterns of Change in Structure Under Different Support Policy Regimes: An Examination of U.S. Dairy Farming as a Dynamic System," M.S. thesis, January 2005.

Phillip Bishop, "Dairy Market Impacts of US Milk Protein Imports and Trade Policy Alternatives," Ph.D. dissertation, May 2004.

Dabin Wang, "Price Transmission and the Role of Federal Dairy Policy in U.S. Dairy Markets, M.S. thesis, January 2003.

Eric Erba, "Milk Marketing Order Reform and Options for Order Merger and the Valuation of Milk," Ph.D. dissertation, August 1997.

Maurice Doyon, "The Effect of U.S. Dairy Deregulation on Farm Level Markets: A Laboratory Experiment," Ph.D. dissertation, August 1997.

Meng Zhou, "Studies in Rethinking Applied Welfare Analysis of U.S. Dairy Regulation," Ph.D. dissertation, August 1996.

Phillip Bishop, "The Implications of Trade Liberalization for Federal Milk Marketing Orders," M.S. thesis, January 1996.

Maurice Doyon, "Regional Impact of Dairy Trade Liberalization on the Northeast U.S. and Central Canada Dairy Sectors," M.S. thesis, January 1996.

Charles Nicholson, "Economic Liberalization, Free Trade, and Structural Change: A Spatial Economics Analysis of Mexico's Dairy Sector, Ph.D. dissertation, January 1996.

Paula Emerick, "An Econometric Analysis of Dairy Market Price Transmission Processes," M.S. thesis, May 1994.

Ioannis Samakidis, "Optimization of Milk Resource Utilization in Cheese Production," M.S. thesis, January 1994.

Daniel Taylor, "An Analysis of the Alternatives to the Minnesota-Wisconsin Price Series," M.S. thesis, January 1993.

William Francis, "Economic Impacts of Federal Milk Marketing Order Regulations on Dairy Markets," M.S. thesis, January 1992.

Mark W. Stephenson, "The Cost of Processing Butter and Nonfat Dry Milk and the Price of Balancing Seasonally Disparate Supply and Demand for Dairy Products in the Northeast," Ph.D. dissertation, August 1990.

Mark William Stephenson, "The Effects of Cash Flow on the Milk Supply of Selected Farms in New York State," M.S. thesis, January 1987.

Fabio Arruda Mortara, "Potential Economic Impacts of On-Farm Ultrafiltration on Milk Marketing," M.S. thesis, January 1986.

Juan Carlos Batista, "Regional Opportunity Cost of Producing Milk and the Agricultural Production Effects of Alternative Spatial Pricing Policies in Dairying," Ph.D. dissertation, June 1985.

Craig Alexander, "The Economic Impact of Milk Composition and Multiple Component Pricing on Dairy Farmers and Processors of Dairy Products," M.S. thesis, January 1985.

Jean M. Schulster, "The Potential for Increasing Efficiency in Milk Assembly: A Case Study in Cortland County, New York," M.S. thesis, January 1983.

Minor Member of Special Committee for:

Hanyu Chen, Nonthermal and Physicochemical Approaches for Combating Pathogenic Bacteria in Food Processing and Handling, and Healthcare Environments, Ph.D. dissertation, June 2023.

Emma Peterson, Ph.D. student in food science.

Hanyu Chen, "Using Light Emitting Diodes for Inactivating Foodborne Pathogenic Bacteria in Food Processing Environments", M.S. thesis, January 2020.

Ghadeer Makki, "Biopreservation to Control Spoilage in Dairy Products: Protective Cultures and Lactose Oxidase, Opportunities and Challenges", M.S. thesis, August 2019.

Pedro Menchik, "Membrane Processing Strategies for Value Added Utilization of Acid Whey from Greek-Style Yogurt", Ph.D. dissertation, August 2019.

Brenda Margolies, "Systematic Evaluation and Analysis System for Yield Control in Large Cheese Factories", M.S. thesis, August 2017.

Courtenay Simmons, "Preventing foodborne disease from environmental sources from retail and processing plants to K-12 education", Ph.D. dissertation, August 2016.

Clint Hervert, "The use of coliforms, *Enterobacteriaceae*, and Gram-negative organisms as microbial hygiene indicators in the dairy industry", M.S. thesis, August 2016.

Xue Jiang, "Anti-Breast Cancer Activities of 2 α -Hydroxyursolic Acid: Potential Mechanisms of Action", Ph.D. dissertation, May 2016.

Holim Jang, " Protective Effects of Phenolic Acid Derivatives of Coffee and Indian Gooseberry Extracts on Retinal Degeneration", Ph.D. dissertation, January 2015.

Silin Tang, Phylogenetic, Phenotypic and Transcriptomic Characterizations of Ready-to-Eat Food Associated *Listeria monocytogenes*", Ph.D. dissertation, January 2015.

Emily E. Hurt, "Production of Micellar Casein Concentrates Using Ceramic Microfiltration Membranes: Optimal Process Design and System Operation", Ph.D. dissertation, January 2015.

Dustin Baker, "Spatial Econometric Model of Milk Supply and Demand: Analysis of the Farm Bill Dairy Title, M.S. thesis, May 2014.

Gaoyan Wang, "Purification, Characterization, Site-Directed Mutagenesis and Mode of Action Studies of the *Bacillus* Bacteriocin Thurincin H, Ph.D. dissertation, January 2014.

Michael Ranieri, Real-Time Pcr Detection of *Paenibacillus* to Predict the Shelf- Life of Fluid Milk and Development of a Pcr and Sequence Based Method to Serotype *Salmonella*, Ph.D. dissertation, January 2013.

Lena S. Halabi, Rheological Properties of Wheat Dough Using a Novel Compression Recovery Technique, MS thesis, December 2012.

Quishi Huang, "Bioactive Compounds in The Prevention of Cancer Mechanisms of Action", M.S. thesis, January 2012.

Aaron Uesugi, Mechanisms of inactivation and microbial inactivation kinetics in the Pulsed Light treatment of food related microorganisms, Ph.D. dissertation, January 2008.

Effie Epke, "Retronasal Smell, Detection Thresholds and Descriptive Analyses of Iron and Copper Salts," M.S. thesis, 2007.

Brandon Nelson, "Composition and Dynamics of the Water Phase of Cheddar Cheese", Ph.D. dissertation, 2005.

Andres Victor Ardisson Korat, "Vatless Manufacture of Low Moisture Part-Skim Mozzarella Cheese from Highly Concentrated Milk Microfiltration Retentate", MS thesis, January 2005.

Brandon Nelson, "Reduced-fat Cheddar Cheese Manufactured Using a Novel Fat Removal Process," M.S. thesis, 2002.

Jose Gobbee, "Internationalization Process and Strategies for Firms Without Expertise to Use in Entering Foreign Markets: The Case of the US Dairy Industry," M.S. thesis, Cornell University, May 2000.

Michael Leonard Dunn. "Interesterification of Butteroil/Oleic Acid Mixtures Catalyzed by *Mucor Miehei*

Lipase," Ph.D. thesis, 1996.

Erika Smith, "Impact of Homogenization Efficiency on Precision and Accuracy of Infrared Milk Analysis January 1995.

Ioannis Samakidis, M.S. student, "Removal of Fat from Skim Milk by Microfiltration," M.S. thesis, Cornell University, May 1991.

Lisbeth Goddik, "Milk Ultrafiltration: Impact of pH and Heat and Hold Pretreatment on Flux and Fouling," M.S. thesis, Cornell University, January 1991.

Harry Douglas Goff, "The Role of Chemical Emulsifiers and Dairy Proteins in Fat Destabilization During the Manufacture of Ice Cream," Ph.D. thesis, Cornell University, January 1988.

Loretta Anne Wiscomb, "Quality Attributes of Frozen-Thawed Strawberries as Affected by Freezing in High Fructose Corn Syrups and Sucrose Syrup," M.S. thesis, January 1982.

Temporary Supervisor for Research or Teaching Assistant:

Margaret Jodlowski – Spring 2018, teaching assistant for AEM 3040.

Shuang (Elaine) Qiu – Spring 2017, teaching assistant for AEM 3040.

Elaine Hill – 2009-10, assisting on several projects conducting data analysis, statistical analysis, and economic analysis. Major projects included interpretation of a survey on policy attitudes, an econometric analysis of the behavior of spot cheese prices on the Chicago Mercantile Exchange, and price transmission and marketing patterns in NE fluid milk markets.

Esther Washburn – Fall 2007 to Fall 2008, assisted in a research project on marketing and pricing of beverage milk products in New York. Conducted analyses and prepared a draft paper on the transmission of prices from farm to retail levels in New York City and Syracuse under two regulatory regimes.

Jane Wu -- Fall 1994, research assistant, data collection, estimation, and analysis for an econometric model of dairy product price transmission.

Meng Zhou -- Spring 1992, graduate assistant, data collection and estimation for a multiple equation model of U.S. dairy markets.

Paula Emerick -- Fall 1991, teaching assistant, Agricultural Economics 345--Dairy Markets and Policy and Spring 1992 research assistant.

Maurice Doyon -- 1991 to 1997, graduate assistant, assistance on the Dairy Farm Household and Business Performance project conducted with Charles Nicholson (see description below). Activities entailed assistance on computer applications to analysis of survey data.

Thomas Cosgrove -- Spring 1990 to January 1991, Research Specialist and UG research assistant, edited a

conference proceedings on production and utilization of milkfat and conducted an analysis of the implications of the WIC program for dairy product sales.

Susan McDowell -- Summer 1983, research assistant, work involved the development and construction of a simulation model of U.S. dairy markets, focusing on the interaction of price policy instruments and market variables. The model has been used extensively to analyze dairy price support alternatives.

Mildred Warner -- Fall 1982, research assistant, project to estimate market cost implications of routing milk to dairy processing plants on the basis of assembly costs and milk protein content. Work resulted in a Selected Paper for the 1983 AAEA annual meeting, a departmental research bulletin, and an article in the Journal of Dairy Science.

Supervisory Responsibilities for Other Professional Support Staff

Stephanie Bryant, Graduate Assistant, 2010-11, Ms. Bryant assisted in the cataloguing and digitalization of the extensive reference collection on dairy markets and policy.

Elaine Hill, Research Support Specialist, 2008-09, Ms. Hill provides assistance across a broad range of projects, primarily in the area of data preparation and econometric analysis.

Charles Nicholson, Senior Research Associate, 2000 to 2009. Dr. Nicholson is responsible for planning, executing, and completing a broad agenda of applied research in support of the Program on Dairy Markets and Policy

Angela Gloy, Research Associate, 2003 to 2007. Dr. Gloy supports the applied research activities of the Program on Dairy Markets and Policy. Her focus is on dairy product and market development.

Craig Alexander, Extension Associate, 1997 to 2002. Mr. Alexander supports the extension and applied research activities of the Program on Dairy Markets and Policy. He has responsibility for maintaining databases, preparing extension materials from research projects, and conducting research on dairy industry operations and markets.

Jay Mattison, Research Support Specialist, 1991 to 1995. Mr. Mattison supports the Dairy Database project, along with other related duties. His primary responsibility is to implement and improve the computerized access to dairy market statistics and dairy marketing and policy literature databases that have been developed in conjunction with the Cornell Program on Dairy Markets and Policy.

Kevin Jack, Extension Associate, 1990 to 1993. Mr. Jack had research and extension responsibilities in support of the dairy market and policy program, with special emphasis on dairy farms and how they respond to or are affected by changes in federal policy.

Maura Keniston, Research Support Specialist, 1988 to 1992. Ms. Keniston prepared materials for publications and presentations, wrote reports and articles, and provided support for empirical research.

Charles Nicholson, Research Support Specialist, 1990. The focus of Mr. Nicholson's work was to identify structural and performance characteristics which distinguish dairy farms in northern and western New York from nearby farms in Ontario, Canada, and to ascertain the exogenous factors that lead to these

differences, including federal and state or provincial regulations. A survey was conducted with the assistance of the New York Agricultural Statistics Service and in collaboration with colleagues from the University of Guelph.

James Pratt, Research Associate, 1980 to 1988. Dr. Pratt had broad responsibilities in our dairy market research program. In particular, he took leadership in analyses of spatial dimensions of dairy markets and pricing and the application of quantitative techniques to models of dairy markets. Dr. Pratt was promoted to the rank of a Senior Research Associate in 1988 and retired in 1999.

Craig Alexander, Research Support Specialist, 1985 to 1986. Mr. Alexander conducted research in the areas of milk composition, component pricing, and the ultrafiltration of milk on the farm. He also assisted in the development of a computer system for handling and reporting dairy market data and a broad range of extension support activities.

Stanley Payson, Programmer, 1984 to 1985. Mr. Payson provided general programming support for microcomputer based software and applications.

Karen Bunch, Research Support Specialist, 1982 to 1983. Ms. Bunch assisted in the development and estimation of a multiple equation econometric model of the U.S. dairy sector.

David Jensen, Research Support Specialist and Ph.D. candidate in operations research, 1982 to 1983. Mr. Jensen worked on solution procedures and software implementations for a spatial transshipment and plant location model of the Northeast dairy sector.

Arthur Samplaski, Programmer, 1982 to 1983. Mr. Samplaski was responsible for making modifications to the software representing the Dairy Market Policy Simulator, a transshipment model of the U.S. dairy sector.

David Baldwin, Programmer, 1981 to 1982. Mr. Baldwin assisted in the translation and modification of the computer code representing the Dairy Market Policy Simulator to enable transferring the model from Purdue's mainframe computer to Cornell's.

Publications

Currently, I am the author or co-author of 432 publications, including 64 peer-reviewed articles, papers, and book chapters, 100 research bulletins, notes, and abstracts, 155 extension bulletins and briefing papers, and 113 other popular articles and papers. A complete listing of publications is provided at the end of this vitae.

Extension Program, Activities, and Achievements

My original appointment and position description emphasized extension and research. Very soon I became involved in teaching and advising, and later I had a major commitment to administration. Nevertheless, Extension and Outreach have always been a major commitment, coupled with an active and synergistic program of problem-solving research. Early in my career I had the opportunity of external funding to hire people to support my "lab", which came to be known as the Cornell Program on Dairy Markets and Policy. Several staffing arrangements existed over the course of my career, but the

primary model was two senior academic positions with one to support our extension program and the other to support research. The outputs and activities recorded here were achieved under my direction, but they most definitely represent the combined efforts of my team.

My extension program has encompassed a broad array of dairy marketing and policy subjects, emphasizing the economics of marketing activities, market pricing, and federal and state pricing programs and other regulations of economic activity. An objective that has guided the structure of my program has been to build and maintain a bridge to those in or involved with the dairy industry, particularly dairy cooperatives, processors, and federal and state regulatory agencies. I aim to provide them with useful information and analyses of policies and problems facing their industry, and I seek their input to enhance my knowledge of dairy markets and thereby enhance the quality of my problem-solving research. Priorities have been generally guided towards issues having national importance as well as relevance to the Northeast. The interrelationships between the US sector and the larger global community, through commercial trade as well as other interactions, is also a part of this portfolio.

An aspect of my interest and work in supply chain economics is an involvement with dairy foods scientists. I collaborate with faculty and extension staff informally and formally on applied research and extension projects and am involved as a minor adviser to food science graduate students.

In addition to my longstanding work on dairy markets and policy, I have a secondary extension effort on agricultural policy. The purpose is to provide information from Cornell for agricultural and food industry members in New York and Northeast.

One formal extension activity has been market and policy situation and outlook. I have participated in the Dyson School's annual Agribusiness Outlook Conference, and I have often been asked to comment on market and policy events and conditions and make presentations at various industry or Cooperative Extension sponsored conferences and meetings. I have similarly spoken on policy developments for a variety of groups and with various media outlets.

Another formal ongoing activity has been in-service training for extension agents. I have regularly participated in training programs for New York educators and provide electronic information letters. To a lesser degree, I and my program have also been resources for educators in the Northeast and elsewhere around the US.

In addition to numerous departmental extension bulletins, I have been a frequent contributor of articles for trade journals, farm magazines, and other popular press. I do periodic and occasional contributions to Hoards Dairyman, the leading magazine for dairy farmers, and was an organizer in 2020 of the Hoards Dairyman Livestream, a bimonthly webinar, as well as a regular contributor. I have prepared news stories for Cornell's various media services outlets. Over the years, information I have supplied has been used by the Associated Press, United Press International, the Newhouse News Service, and FactCheck.org. Likewise, I have contributed information to articles appearing in numerous newspapers and magazines in New York, Wisconsin, and many other parts of the country, including the general press, such as The Chicago Tribune, The New York Times, The Washington Post, USA Today, Business Week, US News and World Report, The National Journal, Consumer Reports, Congressional Quarterly, and the farm and manufacturing press, such as, Hoard's Dairyman, Farm Journal, Dairy Profit Weekly, Dairy Herd Management, Dairy Today, Dairy Field, Dairy Foods, The Cheese Reporter, Cheese Market News, Dairy Business Association Newsletter, the Farmer's Hotline, and the like. Educational spots and

interviews have been prepared through Cornell's media services for radio and TV. Radio interviews and television interviews have been solicited from various New York stations and also include interviews with National Public Radio, Vice News, CNN, Planet Money, Netflix, Spectrum News, BBC, Al Jazeera America, and local and syndicated spots in other parts of the country, such as Washington, Wisconsin, Minnesota, Washington, DC, Vermont, and New Mexico.

I have presented papers at numerous industry conferences, including the U.S. Dairy Forum, the International Dairy Federation, the International Association of Milk Control Agencies, the Northeast Dairy Conference, the Midwest Milk Marketing Conference, the Southern Dairy Conference, the Western Dairy Conference, the Minnesota-Wisconsin Dairy Policy Conference, the U.S. Dairy Summit, the New York Cheese Manufacturers Association Meeting, the joint meeting of New York Dairy Foods Association and Pennsylvania Milk Dealers Association, the U.S./Wisconsin Cheesemakers Associations Meeting, The World Dairy Expo, the Oregon Dairy Industries Conference, numerous county extension seminars and conferences, cooperative annual meetings, and the like.

A national approach to extension education has always been a goal. This means working with faculty at other universities as well as being available as a resource to them. From 1989 to 2010, I formally convened a working group organized under the auspices of the National Institute for Livestock and Dairy Policy. NILDP was a federally funded collaboration between Texas A&M and Cornell. I was a co-founder and co-director. The extension education committee involved dairy marketing economists from Ohio State, Clemson, Michigan State, Wisconsin, Pennsylvania State, Missouri, Louisiana State, Vermont, and Texas A&M Universities at various points in time. The Cornell Program on Dairy Markets and Policy evolved into the National Program on Dairy Markets and Policy that is represented on WWW.DAIRYMARKETS.ORG and includes a variety of web-based tools, publications, podcasts, and other video projects.

As described below, a hallmark of my program has been several major educational initiatives, often related to federal programs, several of which have garnered national awards of recognition. A number of these are described below.

In Fall 1987, I organized a college-wide group to review issues and challenges related to New York's apparent declining performance in milk production per cow. Following several months of study, review, and discussion, a multidisciplinary group agreed that the appropriate response was to focus on a more intensive management education program. I wrote the first proposal for state funding for what would become the Pro-Dairy Program. Following receipt of the grant, I led the process by which co-directors were named from the agricultural economics and animal sciences faculty. This integrated and comprehensive dairy management program has flourished and continues to this day. It became a model for similar programs in other states. One tangential outcome of this team effort was the discovery of a conceptual error in the methodology the USDA National Agricultural Statistics Service was using to estimate milk production per cow. Once brought to their attention, these estimates were revised upwards.

In 1988, David Barbano, a colleague in Cornell's Food Science Department, and I initiated an annual conference series that we called the Cornell Conference on Dairy Market and Product Research. The series' purpose was to pull together economic and food science-based research on subjects of interest to dairy processors and others in the dairy industry. Approximately 100 people attended this annual conference in March for over 20 years. This conference was formally concluded in 2010 and was

incorporated as part of the annual meeting of the NYS Cheese Manufacturer's Association.

Because of my interest and expertise in dairy policy and markets, I have worked very closely on policy formulation and analysis with representatives of the U.S. House Subcommittee on Livestock, Dairy, and Poultry, the U.S. House Committee on Agriculture, the New York Department of Agriculture and Markets, and the U.S. Senate Committee on Agriculture, Nutrition, and Forestry. I have also assisted various agencies or representatives of the U.S. Department of Agriculture (ERS, ASCS, AMS, FSA, OCE and the IG), the New York Assembly and Senate, the Congressional Budget Office, the Congressional Research Service, the General Accounting Office, the Office of Technology Assessment, the Office of the Special Trade Representative, and the Council of Economic Advisors.

I have served on the Milk Marketing Advisory Committee of the NY Commissioner of Agriculture and Markets spanning four decades, beginning in 1985 and continuing to the present. On three occasions, spanning ten years I served as Chair of the committee, a position I currently hold.

In the mid to late 1970s, the US government and, later, the US Congress made a series of decisions with respect to the Milk Price Support Program that resulted in massive and expensive purchases of surplus dairy products by the US government. In my Masters and PhD thesis work, I conducted studies that examined the roots of this federal action and explored the *ex ante* and *ex post* consequences of raising support prices above natural market clearing levels. This work would become a foundation for my interactions with Congressional committees and members, and USDA as they tried to find and apply corrective measures.

One of my first forays into trying to identify options for dealing with the growing problem of surpluses was a first ever Dairy Economics Symposium held in Kansas City on March 22-23, 1982. Called by Secretary of Agriculture John Block in the early days of President Reagan's administration, I was invited to be the keynote speaker in a symposium that sought input from all elements of the US dairy sector and at which dozens of people offered their recommendations. This laid a foundation for my involvement with USDA and various Congressional Members and leaders involved in dairy policy development. During the following years of that decade, new legislation was introduced almost every year and a couple of unprecedented programs were initiated.

In late 1983 and early 1984, I, with a group of Cornell colleagues, developed written materials and conducted several educational meetings relative to the Milk Diversion Program, created under the Dairy Production Stabilization Act of 1982. The purpose was to help producers and others understand the rationale of the program and how it would work. A framework was offered to assist in farmer decision-making. Research that estimated likely outcomes was reported both before and after the participation decisions were made. Our efforts earned us the American Agricultural Economics Association award of merit for group extension programs.

In 1984 and 1989, I worked with a national group of agricultural economists to develop a series of leaflets describing and discussing a range of dairy policy options for future farm bills. I helped initiate and coordinate both projects, served as general editor of the leaflets, and supervised their printing and national distribution. In 1989 and 1990, the committee produced an extensive series of 25 leaflets covering topics relevant to the 1990 farm bill and the 1990 Hearing on Federal Milk Marketing Orders. A new, expanded series of over 40 leaflets was later updated and developed for general education purposes and was used throughout the United States. In more recent years, educational tools migrated

to web-based publications and podcasts.

In late 1985 and early 1986, I helped organize the National Dairy Herd Buyout Extension Program Committee. This *ad hoc* group of agricultural economists from across the country put together a set of informational bulletins and a decision tool on the Dairy Termination Program. This one-time federal program was part of the omnibus Food Security Act of 1985 and was developed in part with my assistance as a consultant to the House Committee on Agriculture. Written materials and a decision tool were widely distributed to cooperative extension and dairy industry people, including at least one outlet in every state of the U.S. I prepared one of the bulletins, made contact with people in those states not directly represented by the committee, supervised the distribution of all committee publications and administered the overall project. In addition, Cornell conducted a major outreach effort to extension agents, farm lenders, and other farm advisers in New York, based on these and other materials. In recognition of our efforts, the national committee received the 1987 award of merit for group extension programs from the American Agricultural Economics Association.

In the 1990s I worked closely with members of the House Agriculture committee to develop and analyze sweeping changes to Federal Milk Marketing Orders. Indeed, for a brief period of time I served on the staff of the House Committee on Agriculture. With the stimulus of a Congressional legislative review, this ultimately led to a formal administrative review of federal orders by USDA, involving an exhaustive administrative hearing process. The National Extension group I sponsored previously also generated a number of educational materials for industry members at this time. In addition, we participated in two key USDA committees organized to consider specific options for critical elements of the regulation, including substantive research projects to inform those decisions. My Cornell team was responsible for one topic. Our partners from other universities led the second project. In 2000, this joint USDA and university effort culminated in a significant reorganization of the structure and content of the marketing order system, an entirely new method for pricing milk, and many other changes to the rules and operation of the system. This effort would be nominated for another AAEA extension award.

At a time when national programs and policies seemed to be under continuous review and markets seemed to become increasingly complex and volatile, my Cornell-based group organized a National Workshop for Dairy Economists and Policy Analysts. First offered in 1994, it became an annual event attended by over 100 people in industry, government, and academia from across the US. Its purpose was to create a forum for discussion across these target groups that transcends industry-oriented conferences and creates a climate and opportunity for professional development among individuals responsible for analyzing and shaping dairy policies and/or strategic market plans for their organizations. This workshop built on a similar activity that I organized for Northeast Dairy Economists, beginning in 1988. Like the Northeast group, this Workshop proved to be an effective vehicle for practitioners to explore and discuss issues in a context separate from formal public policymaking venues and to develop interactions with colleagues and counterparts whom they do not normally see in the course of their normal business.

In 2010-2011, the Secretary of Agriculture appointed an *ad hoc* Dairy Industry Advisory Committee to advise him on dairy policy implementation and development. I served as Chair of that committee and was the primary author of our ultimate report.

Following that I was appointed as a Senior Economist in the Office of the Chief Economist for a four-year term, under an Intergovernmental Personnel Act contract with Cornell. I spent one year in residence in

Washington. During this time, I was awarded the Bruce Gardner Outstanding Visiting Economist Award.

In 2014, a new federal program was launched that aimed to provide dairy farmers with income supplements in periods when a national average estimate of returns to milk sales were low compared to the cost of feeds for a dairy herd. Our multi-university National Program on Dairy Markets and Policy team was chosen to develop a decision management tool and provide train-the-trainer and direct training materials to help launch and sustain the Margin Protection Program for Dairy Producers. The tool we developed is still offered by USDA and used by many farmers to assist them in making their annual participation decision. This resulted in another award of merit for group extension programs from the Agricultural and Applied Economics Association.

Beginning in 2020, long time members of my Cornell group, one of whom had moved to the University of Wisconsin, developed and continue to plan and deliver a series of bimonthly webinars in conjunction with Hoards Dairyman, the leading trade magazine for dairy farm owners, managers, and workers. This series began in response to industry questions related to the pandemic but has evolved to become an ongoing series that addresses current topical economic issues of importance to the sector.

I am also deeply involved in the International Dairy Federation, which represents the dairy sectors of over 40 countries. IDF serves to advocate for the dairy sector globally through science and fact-based educational and research activities intended to advance the sector. Its programs span the sector from milk production to consumption, including issues related to diet and health, sustainability, and socio-economic development. The committees and activities of IDF bring together government, industry, and academic professionals from across the world.

I first became involved with IDF as an invited speaker at its 1994 Dairy Congress, an international conference. It was around this time that the Uruguay Round of discussions under the General Agreement on Tariffs and Trade was reaching its final conclusion. As that process completed in 1996, the US dairy sector went from being one of the most closed and protected in terms of international trade to being quite open for both exports and imports. Consequently, I made a particular effort to become more involved in the international dimensions of the global dairy sector. IDF proved to be an excellent mechanism and conduit for that interest. After I stepped down from my administrative role at Cornell, I became increasingly involved in IDF work. I have been and remain Cornell's delegate to the US National Committee of IDF. I am an active member of the Standing Committee for Dairy Policy and Economics (SCDPE) and the Standing Committee for Marketing. And, I have led or participated in a number of Action Teams and Task Forces to complete various IDF approved projects. I have served three terms as an elected member of the IDF Science and Programme Coordinating Committee, which is responsible for reviewing and evaluating the 100-150 projects sponsored by IDF and serving as an advisory committee to the governing and administrative structures of the organization.

Teaching Experience

At Cornell –

AEM 346/3460/3040 (Dairy Markets and Policy), Spring 1981 to Fall 1991, Spring 2004 to 2020

AEM 302/3020 (Farm Business Management), Spring 2006 to 2019, teach one-week unit on agricultural markets, including field trip.

AEM 431/4310 (Agricultural and Food Policy), Spring 2004 to 2008, Fall 2008 to Fall 2010

AEM 102/1102 (Personal Evaluation and Development), Spring 2008 to Spring 2011.

AEM 101/1101 (Introduction to Applied Economics and Management), Fall 2003 to 2009, co-teach with Dale Grossman.

AAEM 497/AEM 4970 (Individual Study in Dairy Policy and Markets), Spring 1990, Spring 2010, Spring 2013, Spring 2014

AEM 497/4970 (Individual Study in Agricultural Policy), Spring 2007, Fall 2008

AGEC 4990 (Undergraduate Research in Dairy Policy and Markets), Fall 2008, Spring 2010

AEM 4980 (Supervised Teaching Experience), Fall 2005-08, Spring 2009-11

AEM 7000 (Graduate Individual Study in Dairy Markets and Policy), Spring 2013

AEM 700 (Individual Study in Agricultural Policy), Spring 2007, Fall 2009

AGEC 700 (Special Topics in Agricultural Marketing), Fall 1982, Spring 1988, Fall 1991

AGEC 700 (Special Topics in Federal Milk Marketing Order Policy Analysis), Fall 1988

AGEC 700 (Special Topics in Applied Marketing and Policy Analysis), Fall 1983

At Purdue --

Instructor: ECON 217 (principles of macroeconomics), Fall 1976, Dr. R.W. Taylor - coordinator

Assistant: AGECE 605, (price analysis), Fall 1977, Dr. L.F. Schrader

AGECE 651, (econometrics), Spring 1977, Dr. G.L. Nelson

AGECE 506, (marketing and price analysis), Fall 1976, Dr. L.F. Schrader

ECON 217, Fall 1974, Dr. R.W. Taylor

Undergraduate Advising Experience

I was an undergraduate adviser during my entire career. I typically worked with 30-50 students.

Faculty and Professional Committees

Departmental/School --

Director of Land Grant Programs and member of Executive Committee, January 2015 to June 2020.

Faculty liaison, Agribusiness Advisory Council, 2015 to June 2020.

Faculty Performance Evaluation Committee (Assistant and Associate Professors), February 2015 to 2016, July 2018 to June 2019.

Grand Challenges Engaged Cornell Project Team, 2017 to 2019.

Mentor to Assistant Professor Jennifer Ifft, 2014 to 2019.

Intermediate Microeconomics Review Committee, 2015-16

Executive Education Committee, 2015 to 2016

Strategic Planning Committee, 2015

Extension Review Committee, 2014 to 2016.

Faculty Coordinator for Undergraduate Internship Assistance Fund, 2013 to 2016

Mentor to Assistant Professor Miguel Gomez, 2008 to 2014.

Faculty Review Committee, 2009 to 2011.

Diversity and Leadership Committee, 2010.

Computer Literacy Evaluation Committee, 2008-09 (Chair)

Ad hoc Faculty Reappointment/Promotion Reviews, 1989 (Chair), 1990, 1993, 2006-07 (Chair), 2008-09 (Chair).

Awards Committee, 1981-82, 2007-08, 2015-16.

Graduate Admissions Committee, 1982-84, 2005-07.

Ad hoc Graduate Faculty Nominations Committee, 2006-07 (Chair).

Search Committee for Assistant Professor of Agribusiness, 2005-06 (Chair).

Search Committee, W.I. Myers Professor of Agricultural Finance, 2004-05.

Mentor to Assistant Professor Brent Gloy, 2003-07

Theory Competency Committee, July 1990-June 1993 (Chair, 1992-93).

Home Study Program Committee, July 1989-July 1992 (Chair, 1991-92).

Review of Faculty Status of Research Associates, Chair, 1991.

Strategic Planning-Marketing and Food Distribution, Chair, 1989-90.

Strategic Planning-Domestic Policy and Trade, 1989-90.

Departmental Review--Program on Dairy Markets and Policy, Chair, 1989-90.

Secretary to the Faculty, July 1983-June 1984.

AAEA Planning-Exhibits, Chair, February 1983-August 1984.

Departmental Review--Dairy Marketing, Chair, 1981-1982.

Faculty Search Committees, Food Marketing and Dairy Marketing Extension positions, January 1981-May 1982; Dairy Marketing Extension position, 1992.

Social Committee, July 1980-June 1981.

Support System Review Committee, March 1980-July 1981.

Lounge Committee, Chair, July 1979-July 1980.

Computer Committee, January 1979-June 1980, July 1981-August 1982.

College (all CALS prior to 2016) –

Delegate to US National Committee of the International Dairy Federation, 2012 to 2023

Faculty Policy Committee, SC Johnson College of Business, 2017-2019

Chair, Ag6 Initiative, College of Agriculture and Life Sciences, 2015 to 2019.

Northeast Dairy Foods Research Center, Faculty Steering Committee, 2015-2019

Engagement for Impact Task Force, SC Johnson College of Business, 2017-2018

Undergraduate Studies Committee, Viticulture and Enology, 2015 to 2018

CALS Nominations Committee, 2012 to 2015

CALS Ad Hoc Promotion Review Committee, 1987, 2004

CALS Diversity Committee, 2000-2003.

CALS Academic Planning Councils or Program Councils for:

Agriculture, 1996-2003;

Community, Human and Rural Resources, 1996-2003;

Environment and Natural Resources, 1996-2003;

Food Systems and Nutrition, 1996-2000;

International Programs, 1996-2000.

CCE Statewide Programs Steering Committee, 1996-2001.

CALS Graduate Education Committee, 1996.

CALS Nominations Committee, 1995-1997, 2001-2004.

Northeast Dairy Foods Research Center, Advisory Board, 1989-1998.

CALS Subcommittee on Evaluation of Teaching, 1995.

CALS Strategic Planning Task Force on Agriculture, 1992-93.

CALS Policy Committee, June 1990-July 1993 (Chair, 1992-93).

CALS Statewide Dairy Industry Competitiveness and Profitability Committee, 1990-93.

CALS Economic and Professional Status of the Faculty Committee, 1981-84 (Chair, 1983-84).

CALS Search Committee for Director of Research, 1981.

University --

Cornell Dairy Center of Excellence, Faculty Steering Committee, 2016-2019

University Appeals Panel, 2004-2009

Faculty Advisory Committee on Tenure Appointments, 2008-2010

Committee on Financial Policies, 1996-1997, 2003-2006.

Ad Hoc Committee to Review Student Fees Structures, 2004.

Economics Chairs Coordinating Committee, 1995-2003.

Social Science Task Force, 1998.

Cornell University Outreach Council, 1996-1998.

Health Careers Evaluation Committee, 1992-1996.

Task Force on Generation and Application of Knowledge, Cornell University Strategic Planning Initiative, September 1993-April 1994.

Study Group on Research and Graduate and Professional Education, Cornell University Strategic Planning Initiative, October 1992-April 1993.

Ad Hoc Committee to Review Promotion Recommendations, College of Veterinary Medicine, 1992.

Committee on Freedom of Teaching and Learning and Executive Committee, 1987-88.

Faculty Council of Representatives (appointed to Executive Committee), 1985-86.

Cornell Institute for Social and Economic Research, Computer Committee, 1981-82.

Professional --

Review Team, Kansas State University Department of Agricultural Economics, USDA-CSREES Department Review, 2004.

American Association of Agricultural Economics:

Food and Agricultural Markets and Policy Section, Executive Board (2005-2008)

Selected Papers Committees, 1981-1984, 1988.

Professional Activities Committee, 1982-85 (Chair 1984-85)

Ad Hoc Foundation Committee, 1982-84.

Reviewer for Professional Journals --

American Journal of Agricultural Economics, Journal of Dairy Science, Agricultural and Resource Economics Review, Review of Agricultural Economics, Journal of Agricultural and Resource Economics, Agribusiness, International Food and Agribusiness Management Review, Journal of Agricultural and Applied Economics

Industry and Government --

International Dairy Federation:

- US-IDF National Committee, Director, 2018 to 2024
- Elected Member, Science and Programme Coordination Committee, 2017 to 2023
- Member, IDF Sustainability Steering Committee, 2021 to present.
- Member, IDF Action Team on Resilience in Global Dairy, 2022 to present.
- Member, IDF Task Force on Women in Dairying, 2022 to present.
- US Member, IDF Standing Committee on Dairy Policy and Economics, 2013 to present. US Observer, IDF Standing Committee on Dairy Policy and Economics, 2003 to 2012
- US Delegate, IDF Standing Committee on Marketing, 2015 to present. US Observer, IDF Standing Committee on Marketing, 2003 to 2014
- Member, IDF Strategic Plan Development Committee, 2021 to 2022

Milk Marketing Advisory Council, New York State Commissioner of Agriculture and Markets, 1985 to 1990 (Chair 1989 to 1990, 2003 to 2008, 2016 to present).

Federal Milk Marketing Order Study Group, Northeast Section of National Assn of State Departments of Agriculture, 2013.

Dairy Industry Advisory Council, US Department of Agriculture, 2010-12 (Chair)

Extension Dairy Executive Council, Cooperative State Research, Extension and Education Service, US Department of Agriculture, 2007 to present.

National Conference on Interstate Milk Shipments, ad hoc Committee on Defining Grade A Milk Products (Proposal 05-214); Technical Adviser, 2005-09

External Advisory Committee for Agricultural Policy, American Farmland Trust, 2005-07.

Governor's Task Force on the New York Dairy Industry, 1997.

Northeastern Dairy Conference Executive Committee, 1993 to 1996.

Dairy Advisory Board, Coffee, Sugar & Cocoa Exchange, 1993.

Federal Order No. 2 Study Committee, 1985-90.

Consulting Projects

I have worked on projects or presentations as a consultant for Baker & Miller PLLC, Bank for Cooperatives, Bristol-Meyer Squibb, Business Men's Assurance Company of America, Byrne Dairy, Dairy Farmers of America, Dairy Farmers of Canada, Dairy Research Inc., Dairy and Food Industries Supply Association, Dairy Farmers of America, Dannon, Dean Foods, Inc., Durling Farms, Economic Perspectives, Inc., the Farm Credit Banks of Springfield and Farm Credit East, Gehrson-Lehman Group, H.J. Heinz, Co., International Dairy Foods Association, Kraft, Inc., Leprino Foods, Mid-America Dairymen, the Milk

Industry Foundation, the National Commission on Dairy Policy, Schreiber Foods, Inc., PepsiCo, Sidley Austin LLP, United Dairy Industries Association, United Dairies of Normandy, U.S. Department of Agriculture – Agricultural Marketing Service – Dairy Programs, the U.S. House of Representatives, the U.S. Special Trade Representative, and the Wisconsin Milk Marketing Board.

Awards and Honors

New York State Department of Agriculture and Markets, Commissioner's Award of Merit, 2019

New York FarmNet, Career Appreciation Award, 2018.

New York State Association of County Agricultural Agents, Cathy Wickswat Award for Excellence in Helping Extension Educators and New York Farmers, 2015.

Agricultural and Applied Economics Association Award of Merit for Outstanding Extension Program, 2015 (National Dairy Markets and Policy Program).

USDA Economists Group, Bruce Gardner Outstanding Visiting Economist Award, 2015.

College of Agriculture and Life Sciences, Cornell University, Donald C. Burgett Distinguished Advisor Award, 2010.

College of Agriculture and Life Sciences, Cornell University, Distinguished Extension Program Award, 1999.

American Agricultural Economics Association Award of Merit for Outstanding Extension Program, 1987 (co-recipient).

American Agricultural Economics Association Award of Merit for Outstanding Extension Program, 1984 (co-recipient).

Award of Merit for Outstanding Ph.D. Thesis in Department of Agricultural Economics, Purdue University, 1980.

American Agricultural Economics Association Award for Outstanding Master's Degree Program, 1977.

Award of Merit for Outstanding M.S. Thesis in Department of Agricultural Economics, Purdue University, 1977.

Wisconsin Honor Scholarship, 1970.

Organizational Affiliations

Alpha Gamma Rho and Alpha Zeta.

Personal Data

I have two children with the late Monica (Rejzer) - Lindsey and Steven. Lindsey has a child, James. I have been married to Deborah (Knisely) since 2003.

My hometown is Milwaukee, Wisconsin. My mother, a nurse, grew up on a dairy farm in central Wisconsin, from which grew my passion for the dairy industry. My father was born in what was then called the Kingdom of Serbs, Croats, and Slovenes. He immigrated to the United States in 1950 following World War II, during which he served in the Royal Yugoslavian Army as a Sergeant Major, became a Prisoner-of-War, and then served with the British Army through the German occupation. My mother, a Lieutenant in the US Navy, was a veteran of WWII and Korea.

I have enjoyed a wide range of family activities with my children and now as a grandparent. I have been an avid squash and racquetball player. I enjoy motorcycle touring, among other pastimes. My family belonged to St. Luke Lutheran Church in Ithaca, where I have served in various leadership positions. I serve and have served on the Board of Directors of the Cancer Resource Center of the Finger Lakes (2004-2010, 2019-2021) and served as chair of its Personnel Committee, Vice President, President (2005-2008), and Treasurer (2009, 2019-2021) of the Board, and a volunteer member of its Finance Committee (2010-2018). CRCFL is a not-for-profit organization that provides counseling and educational services for people whose lives are affected by cancer.

How to pronounce my name:

Among Serbian speakers, "Novaković" is a common name and easily pronounced, especially when written in the native Cyrillic alphabet [Новаковић]. Not surprisingly, I meet few people who find it as easy to pronounce as my Serbian forbears. Perhaps this will help:

No-VAHK-oh-vich

Publications

A list of publications is provided in the next section. It is organized chronologically, newest to oldest, within sections organized by publication type. The following typology is used.

Journal Articles and Reviewed Monographs: peer-reviewed publications, primarily for an academic or more technical reader

Chapters of Books: peer-reviewed

Selected or Invited Papers for Professional Meetings: peer reviewed.

Research Bulletins and Abstracts: more informally reviewed, generally too detailed or insufficiently novel for an academic publication. Intended to provide new knowledge or insights about problems or issues of current and high importance to practitioners and policy-makers.

Applied Research Notes and Papers: Having a similar purpose to a Research Bulletin and involving new knowledge or insights but designed more as a summary or vignette.

Extension Bulletins, Leaflet, Policy Briefs, and Similar Publications: These publications ranged from lengthy to brief but share two aspects – purpose and content. These publications are intended to be informative and relate to issues of contemporary value to industry members and/or policy-makers but they rely more on existing knowledge than new insights from original research.

Articles in Trade Journals and Popular Press: Similar to extension publications in audience and purpose but differentiated in that these are written at the request of editors.

Journal Articles and Reviewed Monographs:

Villena, V.H., Novakovic, A.M. Stephenson, M.W., and Nicholson, C.F., "Management Lessons from the US Dairy Sector's Supply Chain Response", Supply Chain Management Review, September/October 2021, pp. 24-31.

Wolf, C.A., A.M. Novakovic, and M.W. Stephenson. 2021. "COVID-19 and the U.S. Dairy Supply Chain" Choices. Quarter 3. Available online: <https://www.choicesmagazine.org/choices-magazine/theme-articles/agricultural-market-response-to-covid-19/covid-19-and-the-us-dairy-supply-chain>

Weersink, A et al., "COVID-19 and the agri-food system in the United States and Canada", Agricultural Systems, 188(2021), Elsevier.

Andre Rozemberg Peixoto Simões, Charles Frederick Nicholson, Andrew M. Novakovic, and Roberto Max Protil , "Dynamic impacts of farm-level technology adoption on the Brazilian dairy supply chain", International Food and Agribusiness Management Review, 23 (1), Pages: 71 - 84 (2019)

Novakovic, A.M. and C.A. Wolf. 2018. "Disorderly Marketing in the Twenty-First-Century U.S. Dairy Industry." Choices. Quarter 4. <http://www.choicesmagazine.org/choices-magazine/theme-articles/americas-dairy-industry-adapting-to-long-running-structural-p pressures/disorderly-marketing-in-the-twenty-first-century-us-dairy-industry>

Novakovic, A.M. and C. Wolf. 2016. "Federal Interventions in Milk Markets." Choices. Quarter 4. <http://www.choicesmagazine.org/choices-magazine/theme-articles/looking-ahead-to-the-next-farm-bill/federal-interventions-in-milk-markets>

Christopher A. Wolf, Mark W. Stephenson, Wayne A. Knoblauch, and Andrew M. Novakovic, (2016), "Dairy farm financial performance: firm, year, and size effects", Agricultural Finance Review, Vol. 76-4 pp. 532 – 543. <http://dx.doi.org/10.1108/AFR-02-2016-0009>

Yuliya V. Bolotova and Andrew M. Novakovic, "An Analysis of Retail Milk Pricing in the Eastern U.S.", Journal of Food Distribution Research, vol. 47, no. 1, March 2016, p. 65-72.

Marin Bozic and Andrew M. Novakovic, eds. Special Issue on Dairy Markets and Policy, Journal of Agribusiness, vol. 32, no. 2, Fall 2014

Marin Bozic and Andrew M. Novakovic, "Introduction to the Special Issue: Contemporary Issues in Economics of Dairy Markets and Policy", Journal of Agribusiness, vol. 32, no. 2, Fall 2014, p. 119-126

Christopher A. Wolf, Andrew M. Novakovic, Mark W. Stephenson, and Wayne A. Knoblauch, "Indicators of Dairy Farm Financial Condition as Policy Triggers", Journal of Agribusiness, vol. 32, no. 2, Fall 2014, p. 127-144.

Andrew M. Novakovic, "Implications of Cuts in USDA Dairy Data: A Conversation with Dairy Industry Economist Thomas Wegner, Choices: The Magazine of Food, Farm, and Resource Issues, Volume 28, Issue 3, 3rd Quarter 2013, 5 pp.

Stephenson, M.W., and A.M. Novakovic. 2014. "The Dairy Subtitle of the Agricultural Act of 2014". Choices. Quarter 2. Available online: <http://choicesmagazine.org/choices-magazine/theme-articles/deciphering-key-provisions-of-the-agricultural-act-of-2014/the-dairy-subtitle-of-the-agricultural-act-of-2014>

Bolotova, Y. V. and Novakovic, A.M., The Impact of the New York State Milk Price Gouging Law on the Price Transmission Process and Supermarket Pricing Strategies in the Fluid Whole Milk Market, (2012). Agribusiness: An International Journal, 28:377-399.

Alfons Weersink, Charles Nicholson, Peter H. Cougler, and Andrew Novakovic, "Comparative of Dairy Farm Family Support Systems in New York and Ontario," Canadian Journal of Regional Science, Vol. 20, 1997, pp. 419-434.

Zhou, Meng and Andrew M. Novakovic, "Exporting to China: Possibilities and Challenges for US Dairy Industry," Agribusiness, Vol. 12, no. 1, 1996, pp. 1-13.

Alfons Weersink, Charles Nicholson, Peter H. Cougler, and Andrew Novakovic, "Comparative Evaluation of Farm Inputs and Services Networks in New York and Ontario," Journal of International Food and Agribusiness Marketing, Vol. 7, no. 3, 1995, pp. 65-88.

Andrew Novakovic, "Grant, Wyn. The Dairy Industry--An International Comparison," (book review), American Journal of Agricultural Economics, Vol. 74, no. 3, August 1992, p. 838-841.

Andrew Novakovic, "Potential Implications of Supply Management Policies for the Northeast Dairy Sector," Journal of Dairy Science, Vol. 71, no. 8, August 1987, pp. 2322-2328.

M.E. Warner, J.E. Pratt, and A.M. Novakovic, "Potential Impacts of Routing Milk to Dairy Processing Plants on the Basis of Assembly Cost and Protein Content," Journal of Dairy Science, Vol. 69, no. 7, July 1986, pp. 1972-1986.

J.E. Pratt, A.M. Novakovic, G.J. Elterich, D.E. Hahn, B.J. Smith, and G.K. Criner, "Analysis of the Spatial Organization of the Northeast Dairy Industry," Search: Agriculture, Agr. Exp. Sta., Cornell University, 1986.

Andrew M. Novakovic and Robert D. Boynton, "Do Changes in Farmer-First Handler Exchange Eliminate the Need for Government Intervention?", American Journal of Agricultural Economics, Vol. 66, no. 5, December 1984, pp. 769-775.

Andrew M. Novakovic, "Alternative Solutions to the Dairy Problem and the Role of the Agricultural Economist," Journal of the Northeastern Agricultural Economics Council, Vol. XII, no. 2, Fall 1983, pp. 11-18.

Andrew M. Novakovic and Robert L. Thompson, "Dairy Imports: How Serious a Threat?" Journal of Dairy Science, Vol. 61, no. 11, November 1978, pp. 1627-1633.

Andrew M. Novakovic and Robert L. Thompson, "The Impact of Imports of Manufactured Milk Products on the U.S. Dairy Industry," American Journal of Agricultural Economics, Vol. 59, no. 3, August 1977, pp. 507-519.

Chapters of Books:

Novakovic, A.M., "Agricultural Policy Schemes, United States' Agricultural System: Policy Schemes and Trade in Dairy Products", in: McSweeney PLH and McNamara J (eds.), Encyclopedia of Dairy Sciences, 3rd Edition. San Diego: Academic Press, September 2021.

Andrew M. Novakovic, et al., "Diversity of Agriculture in New York State," Chapter 32 in The Economy of New York State, Gordon D. Sanford, ed., pp. 146-51, Cincinnati, South-Western Publishing Co., 1987.

Robert D. Boynton, Andrew M. Novakovic, and Richard D. Aplin, "Economic Opportunities for the Dairy Industry," New York State Agriculture 2000 Project, NYS Dept. of Agr. and Markets, Albany, New York, 1984.

Emerson M. Babb, Robert D. Boynton, William D. Dobson, and Andrew M. Novakovic, "Milk Marketing Orders," in Federal Marketing Programs in Agriculture: Issues and Options, Walter J. Armbruster, Dennis R. Henderson, and Ronald D. Knutson, eds., Danville, Illinois, The Interstate, 1983.

Selected or Invited Papers for Professional Meetings:

Andrew Novakovic and Christopher Wolf, "Dairy Safety Net", chapter in Zulauf, C. "[Assessing the Pulse of the Next Farm Bill Debate](#)." *farmdoc daily* (7):137, Department of Agricultural and Consumer Economics, University of Illinois at Urbana-Champaign, July 28, 2017 and Organized Symposium, Agricultural and Applied Economics Assn Annual Meeting, August 201, Chicago.

Andre Simões, Roberto Protil, Charles Nicholson; Andrew Novakovic, The Impact of Production Technology on Dynamic Behavior of Brazilian Farm Milk Prices, Selected Poster, International System Dynamics Conference, Cambridge, MA, July 16-20, 2017.

Y.V. Bolotova, A.M. Novakovic, An Empirical Analysis of Wholesale Cheese Pricing Practices on the Chicago Mercantile Exchange (CME) Spot Cheese Market, Selected Paper, International Food and Agribusiness Management Assn Annual World Symposium, June 14-15, 2015.

Bolotova, Yuliya V. and Novakovic, Andrew M., The Impact of the New York State Milk Price Gouging Law on the Price-Transmission Process and Supermarket Pricing Strategies in the Fluid Whole Milk Market, Selected Poster, Agricultural and Applied Economics Assn Annual Meeting, July 2011, Pittsburgh, PA.

Yuliya V. Bolotova and Andrew M. Novakovic, The Effect of New York State Milk Price Gouging Law on the Performance of Fluid Whole Milk Market, AEM Working Paper, Cornell University, December 2010 (accepted as selected paper for the annual meeting of the American Law and Economics Association, Columbia Law School, May 20-21, 2011).

Andrew M. Novakovic, "US Dairy Policy: Cause or Cure for Price Variation?", Organized Symposium Paper, annual meeting of the Agricultural and Applied Economics Assn, July 2009.

P.M. Bishop, D.F. Nicholson, J.E. Pratt, and A.M. Novakovic, Tariff Rate Quotas: Difficult to Model or Plain Simple?, Contributed Paper, 2001 Annual Conference of the New Zealand Agricultural and Resource Economics Society, Blenheim, New Zealand, 6-7 July 2001.

Maurice Doyon and Andrew Novakovic, "Potential Implications of Freer Trade for the US and Canadian Dairy Sectors: A Spatial Analysis," Proceedings of the Tri-National Research Symposium 'NAFTA and Agriculture: Is the Experiment Working', San Antonio, TX, November 1-2, 1996.

Phillip M. Bishop and Andrew M. Novakovic, "The Implications of NAFTA for Milk Marketing Orders," Proceedings of the Tri-National Research Symposium 'NAFTA and Agriculture: Is the Experiment Working', San Antonio, TX, November 1-2, 1996.

Andrew M. Novakovic, Maurice Doyon, and Phillip Bishop, "Potential Implications of Freer Trade for the US and Canadian Dairy Sectors: A Spatial Analysis," Proceedings on Conference on US and Canadian Dairy Trade Disputes, Texas A&M University, February 1996.

Maurice A. Doyon, James E. Pratt, and Andrew M. Novakovic, Regional Impact of Change in Dairy Trade Policies on the Northeast U.S. and Central Canada Dairy Sectors, SP 95-13, Dept. of Agr., Res., and Mgrl. Econ., Cornell Univ., December 1995, 12pp. (Also selected paper at annual meeting of Amer. Agr. Econ. Assn, 1996).

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