

# CURRICULUM VITAE

## **Dr. Wayne A. Knoblauch**

Dyson School of Applied Economics and Management  
SC Johnson College of Business  
College of Agriculture & Life Sciences  
Room 350C Warren Hall  
Cornell University  
(607) 255-1599  
Email: wak4@cornell.edu

## **BACKGROUND**

### **Education**

Ph D, Michigan State University, East Lansing, MI, 1976.  
Major: Agricultural Economics  
Supporting Areas of Emphasis: Farm Business Management

MS, Michigan State University, East Lansing, MI, 1972.  
Major: Agricultural Economics

BS, Michigan State University, East Lansing, MI, 1971.  
Major: Agricultural Economics

### **Primary Departmental/Unit Program Area**

Applied Economics & Policy

### **Areas of Expertise (keywords)**

Teaching Keywords Farm Business Management

Research Keywords: Accounting, Business Analysis, Economic Decision Making, Business Organization, Strategic Planning & Economic Analysis

Extension Keywords: Farm Business Management

### **Professional Positions**

Professor, Cornell University, Ithaca, NY, USA. (1989 - Present).

## **GRANT SUPPORT Contracts, Grants and Sponsored Research**

### **Contract**

Knoblauch, W. A. (PI), "FARM FAMILY ASSISTANCE", CALS - College of Ag. & Life Sciences, CALS AEM FarmNet, NYS, NYS (AGMRKT), New York State, Annual Award, \$872,000.00, Public Service & Extension, Start: April 1, 2020, end: March 31, 2021).

## **ACADEMIC RESPONSIBILITIES Administrative Responsibilities**

Other - Director, FarmNet and FarmLink. (2000 - Present).

Other - Director, Dairy Farm Business Summary Program. (1998 - Present).

Other - Faculty Supervisor. Pro-Dairy Farm Business Management Programs in AEM. (1996 - Present).

Other - Director, Income Tax Program. (2010 - 2016).

Dyson School Extension Leader. (2010 - 2015).

## **Teaching Experience**

### **Cornell University**

AEM3020, Farm Business Management, 4 Credits

AEM 4050 Farm Credit Fellows, 1 Credit

AEM4970, Individual Study in Applied Economics and Management, 1 Credit

AEM4980, Supervised Teaching Experience, 3 Credits.

## **Extension/Outreach Responsibilities**

### **Extension Professionals Supervised (list names)**

Extension/Outreach Responsibilities: Downes, Kate. (Fall 2016 - 2022)

Extension/Outreach Responsibilities: Karszes, Jason. (1998 - 2022)

Extension/Outreach Responsibilities: Janseen, Kendra (2019 – Present)

Extension/Outreach Responsibilities: Gurley, Gabriel (2019 – Present)

Extension/Outreach Responsibilities: Parseghian, Amelia. (2018 to Present)

Extension/Outreach Responsibilities: Mruk, Greg (September 2022 to present)

**Program Work Team(s)/Program Councils, Administrative Leadership (positions related to Extension, i.e., DEL, program leader, etc.)**

Committee Member, Pro-Dairy Committee.

**Other Relevant Extension/Outreach Activities & Accomplishments**

NY FarmNet

Provide supervision and leadership to the program, interact with the FarmNet Board of Directors and serve as the liaison to the Department and Cornell Cooperative Extension. Guide the strategy formulation and forge productive linkages to other extension and research activities. FarmNet responds to financial and family requests for assistance by using an 800 number. Services range from assistance in strengthening the profitability of the farm business, improving family relationships to the extreme of suicide intervention. Duration, 2000 to present. **(2000 - Present)**

Dairy Farm Business Summary

Provide faculty leadership for the survey and computer analysis of production and financial records from New York dairy farms. Prepare extension and research publications, work with agents and farmers on data collection and conduct regional meetings on topics of current interest. Work with DFBS Board of Directors. Leadership from 1996 to present.

Currently enhancing a web-based data base and interface program to enter and analyze dairy farm production and financial data. Plans are being developed to expand the use of the new program beyond New York. **(1996 - Present)**

Pro-Dairy Project

Work jointly with a Sr. Extension Associates in the planning, development and implementation of extension programming in farm management and human resource management for the dairy industry. Activities range from program planning to joint authorship of articles and publications. Also working with an extension associate on the development of a web-based, monthly herd monitor. Duration, 1988 to present. **(1988 - Present)**

Current Dairy Crisis

Developed two fact sheets with information to assist farmers in managing through the current dairy crisis. An overview article entitled a "Fireside Chat on the Dairy Crisis" and a more detailed article on "Do's and Don'ts When Facing Financial Difficulty" was distributed and discussed in a podcast to Agribusiness and Farmers. They also were placed on the New York FSA website and appeared in numerous Cooperative Extension county news publications. **(2016 & 2020)**

Income Tax Schools

Provide attorneys, accountants and tax preparers with instruction in tax preparation and updates to income tax law and procedures. Participants receive Cornell continuing education credits. **(2015)**  
**Summary of extension and outreach activities by CALS faculty.**

I have a three-way appointment with extension being my largest responsibility at a 50 percent effort allocation, followed by teaching at 35 percent and research at 15 percent. My extension program has three main components which range from meeting the needs of farm families in crisis, to helping beginning farmers transition into ownership and management roles, to helping improve the management capacity on some of the state's best managed and most profitable farm businesses.

I am the Faculty Director of NYFarmNet. FarmNet responds to financial and family requests for assistance through an 800-telephone helpline number. Services range from assistance in strengthening the profitability of the farm business and improving family relationships to the extreme of suicide intervention.

The second component of my extension program is the Dairy Farm Business Summary Program. I provide faculty leadership for the survey and analysis of production and financial records from 180 New York dairy farms each year. I prepare extension and research publications, work with agents and farmers on data collection and conduct regional meetings on topics such as benchmarking and economic decision making. My third area is working on general dairy business management topics through collaboration with Pro-Dairy.

## **OTHER CURRENT PROFESSIONAL ACTIVITIES**

### **Professional Service**

Director, American Farm Museum and Educational Center. (2015 - 2019).

#### **Other**

Member, Alpha Zeta. (1969 - Present).

#### **Professional Societies**

Member, American Dairy Science Association.

Member, Northeastern Agricultural and Resource Economics Association.

### **International or State/Local**

#### **International**

Member, American Agricultural Economics Association. (1971 - Present).

### **College of Agriculture & Life Sciences Service**

#### **Committee Member**

CALS Faculty Senate and member of Executive Committee. (2012 - 2015).

### **Department Service**

#### **Committee Member**

Pro-Dairy Committee.

## OTHER CURRENT PROFESSIONAL CONTRIBUTIONS

### Presentations Given

Knoblauch, W.A. "Using Income Tax Returns for Farm Business Analysis", Cooperative Extension and FarmNet consultant training (2015)

Knoblauch, W. A., FarmNet 30th Annual Banquet, "History of FarmNet". (November 9, 2016).

Knoblauch, W.A., "Economic Decision Making", FarmNet consultant training (2017)

Knoblauch, W. A., Karszes, J., Dyson School of Applied Economics and Management 2016 Agricultural & Food Business Outlook Conference, "Farm Management for Dairy Businesses in 2016", Charles H. Dyson School of Applied Economics and Management, Cornell University. (January 20, 2016).

Knoblauch, W.A, Dealing with Financial Stress, Agriculture In-Service, November 2019

### Consulting

Personal Injury, HISTORICAL AND ON-GOING: Analysis of economic loss and, where required, deposition and trial testimony has been provided the following: City of Kalamazoo, Michigan; Burnley Corporation, Saginaw, Michigan; David Sharick, Wyoming County, New York; Bill Smith, Trumansburg, New York; Lucy Snell, Akron, New York; William Conrad, Ithaca, New York; Vliestra Farm, Wisconsin; Carpenter Farm, Michigan; Central Delivery Trucking Co., Wisconsin. (1983 - Present).

Product Liability, HISTORICAL AND ON-GOING: Analysis of economic loss, and where required disposition and trial testimony, has been provided to the following: Alfa-Laval, Inc., Kansas City, Missouri; Michigan Power Company, Kalamazoo, Michigan; Consumers Power Company, Jackson, Michigan; Columbus and Southern Ohio Electric Company, Columbus, Ohio; Wheeling Electric Company, Wheeling, West Virginia; Castle and Cooke, Inc., San Francisco, California; Calvin Brown, Seneca County, New York; Van Kempen Electric Company, Grand Rapids, Michigan; Oceana Electric Company, Hart, Michigan; Michigan Farm Bureau, Lansing, Michigan; Powell Farms, Freemont, Michigan; Germana Dairy Automation, Madison, Wisconsin; Potomac Edison, Baltimore, Maryland; Comanche Electric Co-op, Comanche, Texas; Rappahannock Electric Cooperative, Culpeper, Virginia; Abel Farms, Pennsylvania; Babson Brothers, Illinois; Peb-L-Brook Farms, Michigan; Indiana REMC; Erath County Electric Cooperative Association, Stephenville, Texas; Heater Farms, Millerton, Pennsylvania and Painter Farms, Westfield, Pennsylvania; Conrad Farms, Millerstown, Pennsylvania; Lake and Piepkow Farms, Michigan; Southwestern Public Service Company, New Mexico; O & A Electric Cooperative, Michigan; Tri-County Electric Cooperative, Michigan; Bangor Hydro Electric, Bangor, Maine; American Electric Power Company, Columbus, Ohio; Green Mountain Power, Burlington, Vermont; Central Maine Power, Augusta, Maine; New Hampshire Public Utility Company; Cable Service Company, Pennsylvania; Mullen Farms, New York; The Irrigation Company, Idaho; Allegany Power Company, West Virginia; American Electric Power Company, Virginia; Ohio Power Company, Ohio; Tincknell Farm, Pennsylvania; Staley Manufacturing Company, Michigan; West Farm,

New York; Carney Farm, New York; Maine Potato Growers, Maine; Vermont Farm Bureau; Giezen Electric, Idaho; Den-Tex Dairy, Texas, Miller Dairy, Texas; Idaho Power Company, Idaho; Geitzen Electric Company, Idaho; Novartis Corporation, North Carolina; Wisconsin Public Service Corp, Wisconsin; Anheuser-Busch, Columbus, Ohio; J-Star Manufacturing, Minnesota; King and Polhamus Farms, New York; Idaho Dairy Supply Company, Idaho; United Vaccines, Minnesota and Wisconsin; Cabot Corporation, Pennsylvania; Spring Flower Dairy, Ohio; Peterson Construction, Idaho; Professional Engineering Consultants, Kansas; Johnson Air Services, Delaware; ABB, Inc, Delaware; Bentley Farm, New York; Cargill Financial Services, Minnesota; Brofee Dairy, Pennsylvania, Pennsylvania Electric Cooperative, Pennsylvania; Crone Farms, Ohio; Cutter Dairy, Ohio; Excel Energy, Wisconsin; Gulf South Pipeline Company, Louisiana; Fulwood and Bland, United Kingdom & California; Espisoto, Pennsylvania; Pacific Gas and Electric, California; Freedom Electric, Idaho; Homestead Mutual Insurance Co, Wausau, Wisconsin; Los Angeles Department of Water and Power, California; Pacific Gas and Electric, California; Brenkle Farms and Greenhouses, Pennsylvania; White River Feed Co., Washington; Puget Sound Electric, Washington; Daugherty Farms, Pennsylvania; Gorter's Clay and Equipment, Minnesota; Duratech, Wisconsin; Kurt and Michelle Emery, Minnesota; Cottonwood Farms, New York; Seshubabu Desu, California. (1983 - Present).

Impact Assessment, HISTORICAL AND ON-GOING: New York City Water Board; Assessment of the economic impact of proposed regulations on agriculture in the Delaware/Catskill and Croton Watersheds, conducted with Parsons, Brinckerhoff, Quade and Douglas, New York City; Batavia Turf Farms, New York; Heering Creek Farms, Massachusetts; Pennsylvania Professional Dog Breeders, PA. (1983 - Present).

New Product Development, HISTORICAL AND ON-GOING: Research as to the feasibility of starting a dairy operation was done for Anheuser-Busch, Inc., St. Louis, Missouri. Research into an economic and nutritional evaluation of three whey products as feed for dairy cattle was done for Abcor, Inc., Wilmington, Massachusetts. Economic and nutritional evaluation of the value of the by-products of snack food processing for dairy cattle was done for Frito-Lay, Inc., Dallas, Texas. (1983 - Present).

## **PUBLICATIONS**

### **Published Intellectual Contributions – Other Publications**

#### **Extension/Outreach**

##### **Article**

Knoblauch, W. A. (2015). *Do's and Don'ts When Facing Financial Difficulty*. Charles H. Dyson School of Applied Economics and Management, Cornell University.

Knoblauch, W. A. (2015). *Fireside Chat on Managing During a Milk Price Fall*. Charles H. Dyson School of Applied Economics and Management, Cornell University.

Dairy Farm Business Summary Progress Report #1, Three Herd Sizes; Karszes, Jason; Hill, Lauren; Knoblauch, Wayne; February 2019.

Dairy Farm Business Summary Progress Report #2, Three Herd Sizes; Karszes, Jason: Hill, Lauren; Knoblauch, Wayne; March 2019.

Dairy Farm Business Summary Progress Report #3, Three Herd Sizes; Karszes, Jason: Hill, Lauren; Knoblauch, Wayne; April 2019.

Dairy Farm Business Summary, Final Report, Jason: Hill, Lauren; Knoblauch, Wayne: December 2019

Dairy Farm Business Summary Progress Report #1, Three Herd Sizes; Karszes, Jason: Hill, Lauren; Knoblauch, Wayne; February 2020.

Dairy Farm Business Summary Progress Report #2, Three Herd Sizes; Karszes, Jason: Hill, Lauren; Knoblauch, Wayne; March 2020.

Dairy Farm Business Summary Progress Report #3, Three Herd Sizes; Karszes, Jason: Hill, Lauren; Knoblauch, Wayne; April 2020.

### **Extension Bulletins**

Karszes, J., Knoblauch, W. A., Dymond, C. (2017). New York Large Herd Farms, 300 Cows or Larger, 2016, EB 2017-04. Charles H. Dyson School of Applied Economics and Management, Cornell University.

Knoblauch, W. A., Dymond, C., Karszes, J. (2016). *Dairy Farm Management, Business Summary New York State, 2015, EB 2016-11*. Charles H. Dyson School of Applied Economics and Management, Cornell University.

Knoblauch, W. A., Dymond, C., Karszes, J., Howland, B. (2016). *Dairy Farm Business Summary, Northern New York Region, 2015, EB 2016-08*. Charles H. Dyson School of Applied Economics and Management, Cornell University.

Knoblauch, W. A., Dymond, C., Karszes, J., Howland, B. (2016). *Dairy Farm Business Summary, Hudson and Central New York Region, 2015, EB 2016-07*. Charles H. Dyson School of Applied Economics and Management, Cornell University.

Knoblauch, W. A., Dymond, C., Karszes, J., Howland, B. (2016). *Dairy Farm Business Summary, NY Western New York Region, 2015, EB 2016-04*. Charles H. Dyson School of Applied Economics and Management, Cornell University.

Knoblauch, W. A., Dymond, C., Karszes, J. (2016). *Dairy Farm Business Summary, New York Large Herd Farms, 300 Cows or Larger, 2015, EB 2016-03*. Charles H. Dyson School of Applied Economics and Management, Cornell University.

Knoblauch, W. A., Dymond, C., Karszes, J., Howland, B. (2015). *Dairy Farm Business Summary, Northern New York Region, 2014* (vol. EB 2015-08). Charles H. Dyson School of Applied Economics and Management, Cornell University.

Knoblauch, W. A., Dymond, C., Karszes, J., Howland, B. (2015). *Dairy Farm Business Summary, Hudson and Central New York Region, 2014* (vol. EB 2015-07). Charles H. Dyson School of Applied Economics and Management, Cornell University.

Knoblauch, W. A., Dymond, C., Karszes, J., Howland, B. (2015). *Dairy Farm Business Summary, NY Small Herd Farms, 140 Cows or Fewer, 2014* (vol. EB 2015-09). Charles H. Dyson School of Applied Economics and Management, Cornell University.

Knoblauch, W. A., Dymond, C., Karszes, J., Howland, B. (2015). *Dairy Farm Business Summary, NY Western New York Region, 2014* (vol. EB 2015-06). Charles H. Dyson School of Applied Economics and Management, Cornell University.

Karszes, J., Knoblauch, W. A., Dymond, C. (2015). *Dairy Farm Business Summary, NY Large Herd Farms, 300 Cows or Larger* (vol. EB 2015-05). Charles H. Dyson School of Applied Economics and Management, Cornell University.

## **Instruction**

### **Course Packet**

Knoblauch, W. A. (2020). *Applied Economics and Management 3020, Farm Business Management, Fall, Course Information and Lecture Outlines*. Charles H. Dyson School of Applied Economics and Management, Cornell University.

## **Research**

### **Journal Article**

Wolf, C., Stephenson, M.W., Knoblauch, W. A., Novakovic, A.M. (2016). Dairy farm financial performance: Firm, year, and size effects. *Agricultural Finance Review*, 76 (4), 532-543.

### **Research Bulletin**

Knoblauch, W. A., Dymond, C., Karszes, J. (2016). *Dairy Farm Management, Business Summary New York State, 2015, RB 2016-01*. Charles H. Dyson School of Applied Economics and Management, Cornell University.

Knoblauch, W. A., Dymond, C., Karszes, J., Kimmich, R. (2015). *Dairy Farm Management Business Summary* (vol. RB 2015-01). New York State: Charles H. Dyson School of Applied Economics and Management, Cornell University.

### **Links/Video**

<https://www.nyfarmnet.org/annual-report>  
<https://www.nyfarmnet.org/video>