

CURRICULUM VITAE

NAME

Dalsted, Norman L

ADDRESS

Agricultural and Resource Economics
College of Agricultural Sciences

Clark Building

PHONE

(970) 491-5627

EDUCATION

1981 Ph D, COLO STATE UNIV

1972 MS, N DAKOTA STATE

1968 BS, N DAKOTA STATE

OTHER POSITIONS

July 1992 - Present Professor, Colorado State University.

July 1985 - June 1992 Associate Professor, Colorado State University.

1983 - 1985 Assistant Professor, Colorado State University.

August 1981 - 1983 Dept of Economics, Assistant Professor, Colorado State University.

August 1979 - August 1981 Graduate Research Assistant, Colorado State University.

August 1978 - August 1979 Instructor, Colorado State University.

August 1972 - May 1978 Research Associate, North Dakota State University.

1969 - 1970 1st Lieutenant, U.S. Army.

PUBLISHED WORKS

Refereed Journal Articles

Dalsted, N. L. (in press). Estate Planning-Purposes and Techniques. *Journal of Farm Managers and Rural Appraisers*.

(2012). Debt Structure and Debt Carrying Capacity. *Journal of Farm Managers and Rural Appraisers*.

(2012). Estate Planning-Purposes and Techniques. *Journal of Financial Services*.

(2012). Managing in Good and Bad Times.

- (2008). Survey of dairy management practices on one hundred thirteen north central and northeastern united states dairies. *J Dairy Sci*, 91, 1686-1692.
- (2007). Correlation between tarsal lesions on dairy cows housed in free-stalls and culling rate, somatic cell count, percent mature cows, and milk production by stall base. *J Anim Sci*, 85, 229-229.
- (2007). Correlation between tarsal lesions on dairy cows housed in free-stalls and culling rate, somatic cell count, percent mature cows, and milk production by stall base. *Poultry Sci*, 86, 229-229.
- (2007). Correlation between tarsal lesions on dairy cows housed in free-stalls and culling rate, somatic cell count, percent mature cows, and milk production by stall base. *J Dairy Sci*, 90, 229-229.
- (2007). Influence of free-stall base on tarsal joint lesions and hygiene in dairy cows. *J Dairy Sci*, 90, 3559-3566.
- (2007). Survey of calf and heifer husbandry practices on dairies in the mid-western and eastern US. *Poultry Sci*, 86, 244-245.
- (2007). Survey of calf and heifer husbandry practices on dairies in the mid-western and eastern US. *J Dairy Sci*, 90, 244-245.
- (2007). Survey of calf and heifer husbandry practices on dairies in the mid-western and eastern US. *J Anim Sci*, 85, 244-245.
- (2003). An evaluation of the lamb vision system as a predictor of lamb carcass red meat yield percentage. *J Anim Sci*, 81, 1488-1498.
- (2001). Input optimization in the production of finisher pigs in the United States. *Indian J Anim Sci*, 71, 995-997.
- (1999). Ramifications of the down cattle market for food animal veterinarians. *Large Anim Pract*, 20, 22.
- (1995). Measuring Financial Performance - an Overview of Financial-Statements. *Vet Clin N Am-Food A*, 11, 293-311.

Non-Refereed Journal Articles

- Brady, A. S., Belk, K. E., Levalley, S. B., Dalsted, N. L., Scanga, J. A., Tatum, J. D., Smith, G. C. (2003). An evaluation of the lamb vision system as a predictor of lamb carcass red meat yield percentage. *Journal of animal science*, 81(6), 1488-98.
- (2011). *Evaluating Fair Credit Value for Lessee Improvements and Services on Colorado State Trust Lands Grazing Leases*.
- (2011). *Selected Crop Enterprise Budgets for Colorado*.
- (2011). *Southern Colorado Popcorn Business Plan-Revised*. Commissioned by Southeast Colorado RC and D Council.
- (2010). *Financial Planning for Dairies in a Period of Significant Market Dynamics*. DARE Factsheet PFMR 10-01, darecolostateedu website, April.
- (2010). *Managing Financial Stress: Symptoms and Strategies*. Article released on Coopextcolostateedu/ABM website, spring.
- (2010). *Mobile Slaughter Unit/Meat Processing Facility*. Commissioned by Southeast Colorado RC&D Council,

Lamar, Colorado, November.

(2010). *Southern Colorado Popcorn Business Plan*. Commissioned by the Southeast Colorado RC&D Council, Lamar, Colorado, October.

(2010). *The Popcorn Processing Company Feasibility Study*. Prepared for the Southeast Colorado RC&D Council; Lamar, Colorado, August 2010.

Magazine/Trade Publication

Dalsted, N. L. (2013). In Traci Eatherton (Ed.), *Estate Planning-Purposes and Techniques*. Denver CO: Western Livestock Journal.

Research Report

Dalsted, N. L. (2014). In Western Extension Marketing Committee (Ed.), *Western Farm and Ranch Transition Strategies* (n/a ed., vol. n/a, pp. 37). Reno, Nevada: Western Extension Marketing Committee. www.valueaddedag.org

Western Extension Publication

Dalsted, N. L. (2013). *Western Farm and Ranch Transition Strategies* (pp. 44). Logan Utah: Western Extension marketing Committee. valueaddedag.org

PAPERS PRESENTED/SYMPOSIA/INVITED LECTURES/PROFESSIONAL MEETINGS/WORKSHOPS

December 1, 2015, "Estate Tools and Techniques", Planning Your Legacy, CSU Extension.

November 10, 2015, "Financial Conditions Facing Colorado Producers", Risk Management Decisions for Tomorrow, CSU, Kansas State, Univ of NE and Oklahoma State University.

October 14, 2015, "Farm Balance Sheets-2014 and 2015", Agricultural Outlook for Ag Lenders, CSU Extension.

January 27, 2015, "Estate Planning", AgriAbility, CSU Extension.

2012, "Agricultural Lenders Outlook Meetings-Farm Bill Outlook- presentations in Grand Junction, Alamosa, La Junta, and Greeley. 109 lenders in attendance at 5 meetings".

2012, "Colorado's Agriculture and Drought, Presented to Colorado Department of Labor Migrant Workers Conference, September 2012. 125 attendees."

2012, "Cost of Production in Colorado, The Colorado Dairy Industry: Building Relationships between Producers and Lenders. With Rod Sharp and Bill Wailes. May, 2012. 40 participants."

2012, "Drought, Politics, and Risk Management Strategies, 2012 Crop Insurance Workshop held in Brush, Co; Grand

Island, NE; Salina, KS; and Enid, OK. 55 participants in Brush CO with a total attendance of 500 at all four sites. Meetings were held in October and November, 2012."

2012, "Estate Planning Workshop, Trinidad, CO. With 12 participants held in November 2012."

2012, "Future of New Farm Bill-Agricultural Advisory Committee, Larimer County, Fort Collins September 12, 2012".

2012, "Two Radio shows-NPR and KNUS in Boulder. NPR show was in September and KNUS in October 2012. Programs were on the current drought."

2011, "Crop Insurance Use in Today's Agriculture".

2011, "General Economic Outlook".

2010, "'A Lasting Legacy-Estate Planning for Farm Families" Arapahoe County Fairgrounds, Aurora, CO, 7 December 2010."

2010, "'Bankruptcy and Bank Closures in Agriculture", Presented to Extension Farm Management Committee, Palm Springs, CA, January 14, 2010."

2010, "'Colorado Agriculture Where Are We Going" Presented to the Annual Migrant Labor Conference, Colorado Department of Labor, Denver, Colorado, September 10, 2010."

2010, "'Colorado Dairy Bench Marking" Presented to Western Extension Farm Management Committee, Palm Springs, CA, January 14, 2010."

2010, "'Dairy Bench Marking and Conservation Programs for Colorado Producers" Assisted Undergraduate Board of Directors With Their Presentations to Southern Colorado Farm Credit Board of Directors, Colorado Springs, CO April 22, 2010."

2010, "'Dealing With Credit Issues and Bankruptcy", Presented in Fallon,

Nevada via a web cast to 8 other sites around the state of Nevada. March 25 and 26, 2010. In cooperation with Dr. Kynda Curtis, Department of Agricultural Economics, University of Nevada."

2010, ""The Condition of Agriculture in Colorado" Presented to the Regional Director's Meeting, Colorado Department of Labor, Migrant Education Program, Westmister, Colorado. march 22, 2010."

2010, ""The Farm Income Safety Net and the Next Farm Bill" Presented at the Annual Crop Insurers Conference, Brush , Colorado, 2 November 2010. Same presentation at Grand Island, NE, Salina, KS, and Enid, OK by other presentors."

2010, ""What, Why, and When of Financial Ratios. What are They Good For?" Presentation at Greely Farm Show, January 26, 2010."

2010, "Agricultural Outlook Conference for Lenders: "General Economic Conditions for Colorado and Its Impact on Production Agriculture" Presentations in Grand Junction September 8, in Akron, La Junta, and Brighton Colorado, October-November, 2010."

2010, "Colorado's Production Agricultural-AHistorical Perspective" Presented to Larimer County Farm Bureau's Annual Meeting, Fort Collins, CO 30 October 2010."

2010, "Managing in Tough Times" Two separate presentations to Extension Agents and Farmers and Ranchers, Akron and Rocky Ford Colorado, November, 2010."

TEACHING:

<u>Year</u>	<u>Semester</u>	<u>Course No./Title</u>	<u>Cr. Hrs.</u>	<u>Enrollment</u>
2015	Fall	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	37
2015	Fall	AREC375 - Agricultural Law	3	65
2015	Spring	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	138
2015	Spring	AGRI631 - Building the Business	3	17

2015	Spring	AREC799 - Dissertation	18	8
2015	Spring	AREC495 - Independent Study	6	4
2014	Fall	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	160
2014	Fall	AREC375 - Agricultural Law	3	59
2014	Fall	AREC799 - Dissertation	18	9
2014	Fall	AREC495 - Independent Study	6	2
2014	Spring	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	141
2014	Spring	AREC375 - Agricultural Law	3	6
2014	Spring	AREC799 - Dissertation	18	12
2013	Fall	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	152
2013	Fall	AREC375 - Agricultural Law	3	53
2013	Fall	AREC375 - Agricultural Law	3	53
2013	Fall	AREC375 - Agricultural Law	3	26
2013	Fall	AREC799 - Dissertation	18	8
2013	Fall	ANEQ487A - Internship: Animal	6	14
2013	Spring	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	136
2013	Spring	AREC375 - Agricultural Law	3	23
2013	Spring	AREC799 - Dissertation	18	11
2013	Spring	AREC487 - Internship	18	5
2012	Fall	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	164
2012	Fall	AREC375 - Agricultural Law	3	45
2012	Fall	AREC799 - Dissertation	18	8
2012	Fall	AREC495 - Independent Study	18	1
2012	Spring	AREC380A1 - Agriculture's Legal Environment	3	7
2011	Fall	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	153
2011	Fall	AREC375 - Agricultural Law	3	42
2011	Fall	AREC380A1 - Agriculture's Legal Environment	3	5
2011	Fall	AREC799 - Dissertation	18	4
2011	Fall	AREC495 - Independent Study	18	3
2011	Summer	AREC487 - Internship	18	7
2011	Spring	AREC375 - Agricultural Law	3	56
2011	Spring	AGRI631 - Building the Business	3	14
2011	Spring	AREC495 - Independent Study	18	13
2011	Spring	AREC484 - Supervised College Teaching	5	3
2010	Fall	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	164
2010	Fall	AREC375 - Agricultural Law	3	41
2010	Fall	AREC495 - Independent Study	18	4
2010	Spring	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	118
2010	Spring	AREC375 - Agricultural Law	3	54
2010	Spring	AGRI631 - Building the Business	3	12
2010	Spring	AREC495 - Independent Study	18	7
2010	Spring	AREC484 - Supervised College Teaching	5	3
2009	Fall	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	151
2009	Fall	AREC375 - Agricultural Law	3	46
2009	Fall	AREC495 - Independent Study	18	2
2009	Fall	AREC487 - Internship	18	5

2009	Fall	AREC484 - Supervised College Teaching	5	6
2009	Summer	AREC487 - Internship	18	6
2009	Spring	AREC375 - Agricultural Law	3	58
2009	Spring	AGRI631 - Building the Business	3	19
2009	Spring	AREC495 - Independent Study	18	8
2009	Spring	AREC484 - Supervised College Teaching	5	1
2008	Fall	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	130
2008	Fall	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	18
2008	Fall	AREC375 - Agricultural Law	3	52
2008	Fall	AREC495 - Independent Study	18	4
2008	Fall	AREC487 - Internship	18	5
2008	Fall	AREC484 - Supervised College Teaching	5	5
2008	Summer	AREC487 - Internship	18	7
2008	Spring	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	139
2008	Spring	AREC375 - Agricultural Law	3	53
2008	Spring	AGRI631 - Building the Business	3	11
2008	Spring	AREC495 - Independent Study	18	5
2008	Spring	AREC487 - Internship	18	7
2008	Spring	AREC484 - Supervised College Teaching	5	3
2007	Fall	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	129
2007	Fall	AREC202 - Agricultural and Resource Economics (GT-SS1)	3	19
2007	Fall	AREC375 - Agricultural Law	3	45
2007	Fall	AREC495 - Independent Study	18	8
2007	Fall	AREC484 - Supervised College Teaching	5	2

EXTENSION/ENGAGEMENT ACTIVITIES/ACCOMPLISHMENTS

Committee Planning Meeting for Crop Insurance

Crop Insurance Training. Grand Islandf, NE. Number of times program was made: 1. Total number of participants: 12. Percent Responsible: 100%. 2012.

Presentation

Business Planning. Adult, Denver, Colorado. Number of times program was made: 1. Total number of participants: 25. Percent Responsible: 100%. 1st Quarter 2014.

Estate Planning. Adult, Burlington, Colorado. Number of times program was made: 2. Total number of participants: 100. Percent Responsible: 100%. 1st Quarter 2014.

Importance of Estate Planning. Adult, Stratton, Colorado. Number of times program was made: 1. Total number of participants: 10. Percent Responsible: 100%. 1st Quarter 2014.

AgriAbility focus on Disabled Veterans. Adult, Fort Collins, Colorado. Number of times program was made: 3. Total number of participants: 20. Percent Responsible: 100%. 2nd Quarter 2014.

Agricultural Outlook for Colorado. Adult, Denver, Colorado. Number of times program was made: 1. Total number of participants: 60. Percent Responsible: 100%. 3rd Quarter 2014.

Impacts of New Farm Legislation on Western States. Adult, Broomfield, Colorado. Number of times program was made: 1. Total number of participants: 12. Percent Responsible: 100%. 3rd Quarter 2014.

Agricultural Outlook for Lenders. Adult, 5 sites around Colorado, Colorado. Number of times program was made: 5. Total number of participants: 120. Percent Responsible: 100%. 4th Quarter 2014.

Agricultural Outlook. La Junta, Alamosa, Grand Junction, Loveland, Akron, CO. Number of times program

was made: 6. Total number of participants: 90. Percent Responsible: 100%. 2012.

Drought Update. San Jose, CA. Number of times program was made: 1. Total number of participants: 25. Percent Responsible: 100%. 2012.

Estate Planning. Hugo, CO. Number of times program was made: 1. Total number of participants: 40. Percent Responsible: 100%. 2012.

Estate Planning. Longmont, CO. Number of times program was made: 1. Total number of participants: 25. Percent Responsible: 100%. 2012.

Future of Colorado Agriculture. Denver, CO. Number of times program was made: 1. Total number of participants: 40. Percent Responsible: 100%. 2012.

Workshop

AgriAbility. Adult, 6 sites, Colorado. Number of times program was made: 6. Total number of participants: 100. Percent Responsible: 100%. 1st Quarter 2014.

Estate Planning. Adult, Loveland, Colorado. Number of times program was made: 1. Total number of participants: 15. Percent Responsible: 100%. 4th Quarter 2014.

Farm Bill 2014. Adult, Grand Island, NE and Brush, CO, Nebraska and Colorado. Number of times program was made: 2. Total number of participants: 65. Percent Responsible: 100%. 4th Quarter 2014.

COMMITTEES

ROTC Advisory Board, (August 1, 2000 - July 31, 2016).

Faculty Executive Board, (November 11, 2013 - October 31, 2014).

(2012).

(2010).

(2012).

(2010).

(2012).

(2010).

PROFESSIONAL AFFILIATIONS AND ACTIVITIES

Colorado Cattlemen's Association. (2010 - Present).

Colorado Department of Agriculture. (2010 - Present).

Section 8 of Public Rangelands Improvement Act-Mediation Board Expert. (2010 - Present).

Western Extension Farm Management Committee. (2010 - Present).

Veterans Of Foreign Wars. (1998 - Present).

Western Agricultural Economics Association. (January 1, 2013 - December 31, 2014).

Drover's. (October 1, 2014).

Successful Farmer. (September 1, 2014).

KUNC. (May 20, 2013).

National Public Rado. (April 12, 2013).

Public Radio. (April 10, 2013).

ADAPT, Fresno, CA. (2012 - Present).

Agribusiness Management, Brighton, La Junta, Akron, Alamosa, CO. (2012 - Present).

Colorado Department of Labor, Denver, CO. (2012 - Present).

Colorado, Nebraska, Kansas, and Oklahoma, Brush, Co; Grand Island, NE; Salina, KS;, CO. (2012 - Present).

Pakistan-GC University and Baha Din Zakria University Ph.D dissertations. (2012 - Present).

Member, Colorado Cattlemen's Association. (2010 - Present).

Colorado Department of Agriculture. (2010 - Present).

Colorado State University Rodeo Team. (2010 - Present).

Member, Extension Agribusiness Group. (2010 - Present).

Member, IRM Core Committee. (2010 - Present).

Member, ROTC Advisory Committee. (2010 - Present).

Member, Section 8 of Public Rangelands Improvement Act-Mediation Board Expert. (2010 - Present).

Member, Undergraduate. (2010 - Present).

University of Sargodha, Sargodha, Pakistan. (2010 - Present).

Member, Western Extension Farm Management Committee. (2010 - Present).

Veterans Of Foreign Wars. (1998 - Present).

Committee Chair, Ag Sales Contest-FFA. (2010 - April 20, 2013).

Contacted and visited with 3 dairies to collect production and financial data for the dairy bench marking program and analysis. (2011).

Extension Advisory Meeting--3 each with Extension colleagues and Dean Beyrouthy. Prepared a powerpoint presentation which Dean Beyrouthy used to provide a outline of what the ABM group provides to their clientele. (2011).

I continue to work with Bill Wailes and Katelyn McCulloch on collecting and developing the dairy bench marking analyses program. I met with 3 dairy operations this past year to collect their production and financial

information. This project will be a focus of my sabbatic this spring semester 2012. (2011).

I have assisted two large family farm operations with restructuring their operations due to family issues which I can not divulge due to confidentiality. (2011).

Meet with Colorado Wheat Administrative Committee. 6 April. (2011).

Meet with District Director, Colorado Land Board, in Eaton CO 7 April. (2011).

Participated in the Extension Alalfa Conference as a contributor to the planning process with Bruce Bosley. (2011).

Presentation on the History of Production Agriculture. 9 March. (2011).

Western Farm Management Committee meetings in Tucson AZ Jan 6-7 2011. I am a member and presented materials on estate planning. (2011).

OTHER ACTIVITIES/ACCOMPLISHMENTS – SERVICE/OUTREACH

Veterans of Foreign Wars Post 1781. (2010 - Present).
