

A. GENERAL INFORMATION

1. Non-Purdue University Professional Experience

1976	Field Office Manager, Mammoth Cave Production Credit Association, Morgantown, KY
1977-1978	Research Assistant, Department of Agricultural Economics, University of Kentucky
1979-1981	Research Assistant, Department of Agricultural Economics, University of Illinois

2. Awards and Honors

- Omicron Delta Kappa
- Alpha Zeta
- Epsilon Sigma Phi
- American Agricultural Economics Association Outstanding Ph.D. Thesis Award, Honorable Mention, 1983
- Selected by the American Bankers Association (ABA) to attend the National Agricultural Bank Management School in Ames, Iowa, 1984 and 1985
- USDA Award for Superior Service, Member of the Purdue Drought Response Team, June 1989
- AAEA Group Extension Award, Ag 2000: A Strategic Perspective Study (Chaired committee on "Financing Agriculture") 1993
- Buel Lanpher Achievement Award (given by the Farm Financial Standards Council to an academician on the FFSC for outstanding service) 1993
- Gold Quill Award with Michael Boehlje from American Society of Farm Managers and Rural Appraisers (given for outstanding *Journal* article), 1999
- Department of Agricultural Economics, Outstanding Counselor Award, 1999, 2002, and 2005
- 2001 PUCESA Senior Award
- 2007 Purdue Agriculture Team Award, member of the New Ventures Team
- 2009 ASFMRA Silver Plow Award for serving 10 years as Secretary/Treasurer for the IN Chapter
- Gold Quill Award with Paul Ellinger and Christine Wilson from the American Society of Farm Managers and Rural Appraisers (given for the outstanding *Journal* article), 2010.
- Inducted into Purdue's Book of Great Teachers, December 2, 2013
- 2015 Purdue University Cooperative Extension Specialists Award-Career Award
- 2015 Hovde Award for Education and Service to the People of Rural Indiana.

3. Memberships in Academic, Professional and Scholarly Societies

- American Agricultural Economics Association
- American Society of Farm Managers and Rural Appraisers
- Indiana Society of Agri-bankers
- Indiana Society of Farm Managers and Rural Appraisers
- Indiana Farm Management Association

B. EXTENSION, SERVICE, AND UNIVERSITY OUTREACH ACTIVITIES (PRIMARY)

1. Major Extension Programs

Dr. Barnard's goal is to improve the quality of decision-making in the area of financing production agriculture. His focus is on farm business planning and financial analysis. His programs are directed to producers, agricultural lenders, agribusiness managers, extension educators, and government agencies involved in agricultural credit. The latter group includes Indiana Treasurer's Farm Program, Agricultural Loan Mediation Program, Federal Agricultural Mortgage Corporation (Farmer Mac), and Farm Service Agency (FSA, formerly Farmers' Home Administration).

Dr. Barnard has identified two complementary goals for his program:

To reduce the cost of service per loan and credit risk to lenders by educating loan officers and credit institution management on the information and financial analyses needed to make appropriate decisions on loans to agricultural producers.

To improve financial decision-making by agribusiness managers and producers through the use of agribusiness and farm business planning and financial analysis tools.

Hence, Dr. Barnard's extension program focuses on two major groups: agricultural lenders and producers. The core of his educational program for lenders consists of an Agricultural Banking School (one-week session each fall) and a Bankers' Agricultural Clinic (one-day conference). Dr. Barnard leads both programs by working closely with a committee of bankers to ensure the curriculum is focused on relevant topics for the industry. Dr. Barnard has been, and continues to be, involved in educational projects both in the state and across the country, to educate lenders on how to improve decision-making. Examples include leadership of the industry-wide Farm Financial Standards Council to provide uniformity in financial reporting and analysis, video-tape instruction through the Business Management in Agriculture video-tapes, training of FSA employees and borrowers, and most recently development of a multi-media CD-ROM educational program. He is on the teaching faculty for four agricultural banking schools and teaches on a regular basis at the Federal Reserve's Senior Credit Examiner Specialized Lending Schools.

1982-1989

a. Farm Service Agency Training. In 1983, Dr. Barnard was selected by Farm Service Agency (FSA), formerly the Farmers' Home Administration (FmHA), to teach their employees and borrowers a financial accounting system, Coordinated Financial Statements for Agriculture. He taught 534 county supervisors or 15 percent of all FSA lending employees in the nation.

b. Farm Credit System Training Manual. In 1984, Dr. Barnard was selected to author three chapters in a training manual for employees of the Farm Credit System. The manual was used to train employees in 7 of the original 12 Farm Credit Districts.

c. American Bankers Association Banking School Curriculum. In 1986, Dr. Barnard served on an ABA task force to develop a curriculum for state-level agricultural banking schools. The Professional Development Program (PDP) curriculum developed by the task force has been adopted by at least five agricultural banking schools: Indiana, Kansas/Nebraska/Colorado, Missouri, New York, and North Dakota.

During the period 1994 through 1997, a revised version of the PDP curriculum was taught by Dr. Barnard at the Kansas/Nebraska/Colorado School. He has updated the chapter of the PDP curriculum on financial statements each of the past three years.

d. Business Management in Agriculture (BMIA) Videotapes. In 1986, Dr. Barnard developed four videotapes and associated written materials for the Business Management in Agriculture (BMIA) project. The \$500,000 project was funded by the Federal Extension Service/USDA, Farm Credit Corporation of America and Farm Credit Services of St. Paul, MN.

One set of the videotapes and the written materials was distributed to each of the fifty states and the original 12 Farm Credit Districts. The videotapes have been used to train employees of the Farm Credit Assistance Board, which oversaw the Federal Assistance provided the Farm Credit System, and nearly 4,300 FSA loan officers. According to the BMIA coordinators, the materials have been used to train over 20,000 producers and lenders located in 43 states, and loan officers in at least 6 of the original 12 Farm Credit Districts.

The BMIA materials are currently being used to conduct FSA borrower training in at least 5 states (Idaho, Indiana, Kansas, South Dakota, and Wisconsin).

e. Educational Program for Extension Educators and Vocational Agricultural Teachers. The delivery system to producers is often through work with Extension educators and Vocational Agriculture (Vo-Ag) high school teachers. Dr. Barnard has led 8 staff training sessions for Extension educators and 4 training sessions for Vo-Ag teachers. These training sessions prepared those individuals to deal with many of the financial difficulties experienced by producers during the "Farm Crisis" of the 1980's and resulted in numerous educational meetings with producers.

1990-2007

a. BMIA Videotapes II. In May 1990, Dr. Barnard chaired the effort to revise the BMIA modules on financial management because of his work on Volume I of the BMIA project and his work on the Farm Financial Standards Council. In addition, Dr. Barnard developed videotapes and associated written materials, which had a budget of \$182,000. He is the primary author for two modules and the co-author for one other module. The project was funded by the Farm Credit Bank of St. Paul, Minnesota and the Federal Extension Service/ USDA. The modules were released in September 1991.

One set of videotapes and written materials was distributed to each of the fifty states and to each of the original 12 Farm Credit Districts.

b. Banker's Agricultural Lending Manual. In January 1993, Dr. Barnard was selected to write an agricultural lending manual for commercial bankers. The manual, Banker's Agricultural Lending Manual, was published in December 1993 by Sheshunoff Information Services in Austin, TX. He provides semi-annual updates to the manual. More than 475 copies of the manual have been sold in 27 states at a price of \$295.00 per copy.

c. Farm Business Planning Videotapes. In February 1995, Dr. Barnard was selected by AgriBank, Farm Credit Bank to participate on an 11-person committee to prepare videotapes and written materials on farm business planning. The materials are a follow-up to the BMIA project. The project is funded (\$60,000) by AgriBank Farm Credit Bank located in St. Paul, MN. Dr. Barnard served on the committee for one module (Assessing the Internal Environment) and chaired the

committee for a second module (Assessing the External Environment). Extension specialists from eleven states (Arkansas, Illinois, Indiana, Kentucky, Michigan, Minnesota, Missouri, North Dakota, Ohio, Tennessee, and Wisconsin) were involved in the project.

d. Educational Program for Producers. Dr. Barnard's educational program for producers has recently included one and two-day advanced financial management workshops for very progressive agricultural producers. These workshops include advanced topics on financial reporting and analysis, including the use of financial ratios and the DuPont Financial Analysis System. These materials have been packaged as a Financial Management Module, and have also been used in other states (i.e., Kansas, Maryland, Michigan, and Missouri).

An introductory program is also offered to producers who are less knowledgeable about financial reporting and analysis. The flagship program for producers in this group is characterized by the materials used to train FSA borrowers, which include materials that focus more on goals, record-keeping, preparing financial statements and beginning and intermediate levels of financial analysis.

National and international programs are reported in section B2, and team efforts are reported in section B9 of this document.

Educational Programs

A summary of the programs conducted since November 28, 1981 is provided below, as well as the attendance figures for those meetings. The publications are listed in the publication sections of this report.

<u>Audience</u>	Number of Meetings	Total Attendance
Agricultural Finance-Farmers and Agents (1/20/2017)	397	22,927
Agricultural Finance-Lenders (1/20/2017)	501	22,311
(Includes Agricultural Banking Schools and Federal Reserve Training Programs)		
TOTAL	898	45,238

2. Evidence of National or International Recognition

Dr. Barnard has participated in several national and regional extension projects and has provided leadership on four. These projects have enabled him not only to attain a national reputation, but have also been used to leverage his state Extension efforts. The projects are listed below in chronological order. Each is briefly described.

a. National Agricultural Lending Conference Paper. During the fall of 1984 Dr. Barnard was selected by the American Bankers Association to develop a paper on pricing agricultural loans, which was presented at the 1984 American Bankers Association (ABA) National Agricultural Lending Conference.

b. Farm Financial Standards Task Force Committee Chair. In 1989, Dr. Barnard was selected to chair the Financial Criteria and Measures Committee of the Farm Financial Standards Task Force (FFSTF). He currently serves as chairperson of the Technical Committee on what is now called the Farm Financial Standards Council. Over 11,000 copies of the report have been distributed nationwide.

The FFSTF is a national, industry-wide Task Force on financial documentation and analysis. The *Guidelines* have been adopted by various lending institutions, included in agricultural finance textbooks, incorporated into farm accounting software, and most recently included in efforts to develop comparative analysis summaries for producer record-keeping programs (i.e., National Beef Cattleman's Association, National Pork Producers, and DHIA).

c. National Extension Project Co-chair. In 1992, Dr. Barnard was selected, along with Dr. Johnny Jordan from Clemson, to co-chair a national extension project. The purpose of the project was to develop training materials on the Farm Financial Standards Council recommendations, FSA, the Farm Credit System, and Farmer Mac. The \$80,000 project was funded by the Federal Extension Service/USDA. The project involved faculty and employees of Clemson, North Carolina State, Oklahoma State, Purdue, Texas A & M, Virginia Tech, Farmer Mac, Farm Credit Council, and FSA.

A national training workshop was conducted October 26-28, 1994, in Reno, NV. Sixty Extension specialists and lenders from across the country attended the workshop.

d. Farmer-to-Farmer Leader to Russia. Dr. Barnard served as the team leader for a Winrock Farmer-to-Farmer trip to Russia October 1-22, 1994. The team trained approximately 227 agricultural students at three Agricultural Institutes on financial statements and analysis.

e. Editorial Board of the Journal of the American Society of Farm Managers and Rural Appraisers. Dr. Barnard is a member of the editorial board of the Journal of the American Society of Farm Managers and Rural Appraisers and has been in that position since 2006.

3. Training Manuals and Chapters in Training Manuals

a. Manuals

Barnard*, Freddie L., Steve Hofing*, James McGrann*, and Leslie Miller. Recommendations of the Farm Financial Standards Task Force: Financial Guidelines for Agricultural Producers. Washington, DC: The American Bankers Association, May 1991, 136 pages.

Barnard, Freddie L. Banker's Agricultural Lending Manual. Sheshunoff Information Services, Austin, TX, December 1993, 269 pages.

b. Manual Chapters

Prior to 1989 Dr. Barnard authored 7 chapters in training manuals related to extension activities.

Barnard, Freddie L. "Chapter 2: Preparing a Balance Sheet: Guidelines of the Farm Financial Standards Task Force," Business Management in Agriculture, Volume IV. Farm Credit Bank of St. Paul, Minnesota, and Federal Extension Service/USDA, September 1991, 41 pages.

Barnard, Freddie L. "Chapter 3: Preparing an Income Statement: Guidelines of the Farm Financial Standards Task Force," Business Management in Agriculture, Volume IV. Farm Credit Bank of St. Paul, Minnesota, and Federal Extension Service/USDA, September 1991, 34 pages.

Barnard, Freddie L.* and Danny A. Klinefelter*. "Chapter 5: Analysis of Financial Performance: Guidelines of the Farm Financial Standards Task Force," Business Management in Agriculture,

Volume IV. Farm Credit Bank of St. Paul, Minnesota, and Federal Extension Service/USDA, September 1991, 58 pages.

Barnard, Freddie L. "Chapter 5: Analyzing Financial Position and Performance," Looking Ahead New Initiatives for Financing Agriculture, Federal Extension Service/USDA and Clemson University, October 1994, 143 pages.

Barnard, Freddie L. "Chapter 2: Financial Statements," Agricultural Lending School Manual, Schools of Banking, Lincoln, Nebraska, 1998, 52 pages.

Barnard, Freddie L. "Chapter 2: Financial Statements," Agricultural Lending School Instructor Manual, Schools of Banking, Lincoln, Nebraska, 1998, 54 pages.

Barnard, Freddie L. "Chapter 6: Agricultural Lending," School of Lending Principles' Manual, Schools of Banking, Lincoln, Nebraska, 1998, 58 pages.

Barnard, Freddie L. "Chapter 6: Agricultural Lending," School of Lending Principles' Instructor Manual, Schools of Banking, Lincoln, Nebraska, 1998, 10 pages.

Barnard, Freddie L. "Chapter 2: Financial Statements," Agricultural Lending School Instructor Manual, Schools of Banking, Lincoln, Nebraska, 2013, 75 pages.

4. Numbered Publications Relating Primarily to Extension Activities

Prior to 1989 Dr. Barnard authored or co-authored 23 numbered publications related to extension activities and a Purdue University Station Bulletin.

Barnard*, Freddie L. Farm Family Adaptations to Severe Economic Distress: Indiana. North Central Regional Center for Rural Development. Publication No. RRD 154-2, Iowa State University of Science and Technology, Ames, IA, August 1990, 21 pages.

Barnard*, Freddie L., Michael Boehlje*, J.H. Atkinson*, and Kenneth A. Foster. "Financing Agriculture," Indiana Agriculture 2000: A Strategic Perspective. Department of Agricultural Economics, Purdue University Cooperative Extension Service Publication No. EC-664, June 1992, pp. 193-208.

Barnard*, Freddie L., Michael Boehlje*, J.H. Atkinson*, and Kenneth A. Foster. "Financing Agriculture," Summary Indiana Agriculture 2000: A Strategic Perspective. Department of Agricultural Economics, Purdue University Cooperative Extension Service Publication No. EC-665, July 1992, pp. 31-32.

Pershing*, Donald J., Freddie Barnard*, and Craig Dobbins*. Indiana Farm Business Summary 1991. Department of Agricultural Economics, Purdue University Cooperative Extension Service Publication No. EC-666, November 1992, 19 pages.

Barnard*, Freddie L. and J. Claire Klotz. "Report on the Effects of Indexing Interest Rates on Farm Debt to Gross Farm Income," Department of Agricultural Economics, Purdue University, Staff Paper No. 93-7, June 1993, 24 pages.

Pershing*, Donald J., Freddie Barnard*, and Craig Dobbins*. Comparative Farm Business Summary. Department of Agricultural Economics, Purdue University Cooperative Extension Service Publication No. EC-685, September 1993, 29 pages.

Hearn*, David H., Kevin T. McNamara* and Freddie L. Barnard. Indiana Farm Household Off-Farm Employment and Earnings. Department of Agricultural Economics, Purdue University Cooperative Extension Service Publication No. CES-274, March 1994, 14 pages.

Pershing*, Donald J., Freddie Barnard* and Craig Dobbins*. Comparative Farm Business Summary. Department of Agricultural Economics, Purdue University Cooperative Extension Service Publication No. EC-687, October 1994, 25 pages.

Boehlje, Michael, Craig Dobbins, Alan Miller, Dawn Miller, and Freddie Barnard. Farm Business Management for the 21st Century: Measuring and Analyzing Financial Performance. Department of Agricultural Economics, Purdue University Cooperative Extension Service Publication No. EC-712, October 1999, 46 pages.

Barnard, Freddie L. “McCammack Farms,” 2003 Indiana Farm Management Profiles. Purdue University CES-349, July 2003, pages 16-10.

Barnard, Freddie L. “Joe Huber Family Farm and Restaurant,” 2005 Indiana Farm Management Profiles. Purdue University CES-358, July 2005, pages 17-20.

Barnard, Freddie L. “Bishop Farms,” 2007 Indiana Farm Management Profiles. Purdue University CES-360, June 2007, pages 20-23.

Barnard, Freddie L. “Starkey Farms Partnership”, 2010 Indiana Farm Management Profiles. Purdue University CES-369, June 2010, pages 17-20.

Miller, Alan, Craig Dobbins, Mike Boehlje, Freddie Barnard and Nicole Olynk. Measuring and Analyzing Farm Financial Performance. Department of Agricultural Economics, Purdue University Cooperative Extension Service Publication No. EC-712, 2012, 46 pages.

Miller, Alan, Craig Dobbins and Freddie Barnard. Purdue Farm Record Book. Department of Agricultural Economics, Purdue University Cooperative Extension Service, EC-6-20. 2012 Edition.

Barnard, Freddie L. and Elizabeth A. Yeager. “The Role of Community Banks in Rural Indiana”, The Rural Indiana Issues Series. Department of Agricultural Economics, Purdue University Cooperative Extension Service Publication No. EC-768-W. 2013.

Barnard, Freddie L. and Elizabeth A. Yeager. “Preparing a Projected Cash Flow Statement”, Department of Agricultural Economics, Purdue University Cooperative Extension Service Publication No. EC-616-W. 2013.

Akridge, Jay, David Barber, Freddie Barnard, Liza Braunlich, Rejeana G’Villo, Lisa House and John Howel. Purdue Agribusiness Management Simulation for Africa, Purdue University, Cooperative Extension Service Publication No. 6-101-W. 2015: 17 pages.

Akridge, Jay, David Barber, Freddie Barnard, Liza Braunlich, Rejeana G'Villo, Lisa House and John Howel. Purdue Agribusiness Management Simulation for Africa, Purdue University, Cooperative Extension Service Software No. 6-101-W. 2015.

Akridge, Jay, David Barber, Freddie Barnard, Liza Braunlich, Rejeana G'Villo, Lisa House and John Howel. Purdue Agribusiness Management Simulation: Brazilian Version, Purdue University, Cooperative Extension Service Publication No. 6-102-W. 2016: 17 pages.

Akridge, Jay, David Barber, Freddie Barnard, Liza Braunlich, Rejeana G'Villo, Lisa House and John Howel. Purdue Agribusiness Management Simulation: Brazilian Version, Purdue University, Cooperative Extension Service Software No. 6-102-W. 2016.

5. Agrivisual Series Relating Primarily to Extension Activities

Prior to 1989 Dr. Barnard authored 5 videotapes relating primarily to extension activities.

Barnard, Freddie L. "Preparing a Balance Sheet: Guidelines of the Farm Financial Standards Task Force" (41-minute videotape) and "Preparing an Income Statement: Guidelines of the Farm Financial Standards Task Force" (30-minute videotape), Business Management in Agriculture, Volume IV. Credit Bank of St. Paul, Minnesota, and Federal Extension Service/USDA, September 1991.

Barnard, Freddie L.* and Danny A. Klinefelter*. "Analysis of Financial Performance: Guidelines of the Farm Financial Standards Task Force" (51-minute videotape), Business Management in Agriculture, Volume IV. Farm Credit Bank of St. Paul, Minnesota, and Federal Extension Service/USDA, September 1991.

Barnard, Freddie L. Financial Ratios and Measures: Recommendations of the Farm Financial Standards Task Force, American Financial Skylink Network of the American Bankers Association, December 31, 1991, 20-minute segment.

Godwin*, Jay, John Gunderson*, Dick Overton* and Freddie Barnard*. Farm Financial Standards Task Force Update. American Financial Skylink Video, American Bankers Association, May 3, 1994, 20 minutes.

Barnard*, Freddie, Jay Godwin* and David Kohl*. Farm Financial Standards Task Force Update. American Financial Skylink Video, American Bankers Association, February 21, 1995, 20 minutes.

Kohl*, David and Freddie Barnard*. Agricultural Lending in the Year 2000 and Beyond, American Financial Skylink Video, American Bankers Association, February 21, 1995, 20 minutes.

Kohl*, David and Freddie L. Barnard. "Rock 'N Rollin' With the Numbers," Interactive Multimedia Education Series. Equity Consultants, Inc. Glenwood, IA, March 1995. (This is an Educational Module for lenders that is on CD-ROM).

6. Unnumbered Extension Publications, Magazine Articles and Newspaper Articles

a. Purdue Agricultural Economics Report and Journal of Agricultural Lending Articles

Prior to 1989 Dr. Barnard authored or co-authored 15 Purdue Agricultural Economics Report articles.

Barnard*, Freddie L. and Jeurene Falck. "Results of the 1989 Indiana Farm Finance Survey: The Impact of the 1988 Drought," Purdue Agricultural Economics Report, (December 1989):1-5.

Singleton*, Alan N. and Freddie L. Barnard*. "Farmer Mac: Issues Facing Agricultural Lenders," Purdue Agricultural Economics Report, December 1989, pp. 13-16.

Barnard, Freddie L. "Indiana Farm Operators Evaluate Community Services, Facilities, and Economic Conditions," Purdue Agricultural Economics Report, Summer 1990, pp. 14-16.

Barnard, Freddie L. "Recommendations on Financial Criteria and Measures: Farm Financial Standards Task Force," Journal of Agricultural Lending, 4(1) (Summer 1990):2-6.

Barnard*, Freddie L., W.D. Dobson*, and Jeurene Falck. "1990 Indiana Farm Finance Survey," Purdue Agricultural Economics Report, (Fall 1990):1-7.

Barnard, Freddie L. "Farm Financial Standards - Final Report," Journal of Agricultural Lending, 4(4) (Summer 1991):8-14.

Barnard*, Freddie L., Kevin T. McNamara, and Jeurene Falck. "Results of the Indiana Farm Finance Survey for 1991," Purdue Agricultural Economics Report, (November 1991):1-10.

Atkinson*, J.H., Michael Boehlje*, Freddie L. Barnard*, and Kenneth A. Foster. "Financing Agriculture in the Year 2000," Journal of Agricultural Lending, 6(1) (Fall 1992):16-23.

Barnard*, Freddie L., Kevin T. McNamara, and Jeurene Falck. "Results of the Farm Finance Survey for 1992," Purdue Agricultural Economics Report, (December 1992):1-9.

Pershing*, Don and Freddie Barnard*. "What the 1992 Farm Records Show," Purdue Agricultural Economics Report, (August 1993): 15.

Barnard*, Freddie L., Michael Boehlje*, J.H. Atkinson*, and Kenneth A. Foster. "Financing Agriculture in the Year 2000: Driving Forces for the Providers of Financial Resources," Journal of Agricultural Lending, 6(2) (Winter 1993):6-16.

Barnard*, Freddie L., Kevin T. McNamara, and Jeurene Falck. "Results of the Indiana Farm Finance Survey for 1993," Purdue Agricultural Economics Report, (December 1993):1-9.

Hearn*, David H., Kevin T. McNamara* and Freddie L. Barnard. "Off-Farm Employment and Earnings Among Indiana Farm Households," Purdue Agricultural Economics Report, April 1994, pp. 12-16.

Barnard*, Freddie L. and Steve Hofing*. Farm Financial Standards Guidelines Revised in 1995, @ Journal of Agricultural Lending, 9(4)(Summer 1996):22-29.

Boehlje, Michael and Freddie Barnard. "High Performance Banking," Journal of Agricultural Lending, 10(3)(Spring 1997): 30-33.

Dobbins, Craig, Michael Boehlje, Alan Miller, and Freddie Barnard. "Financial Performance: Measurement and Analysis," Purdue Agricultural Economics Report, (March 2000): 14-18.

b. Agri-Finance and Other Magazine Articles

Prior to 1989 Dr. Barnard authored or co-authored 29 Agri-Finance and other magazine articles.

Barnard*, Freddie L., Gerald Harrison*, David Lamie, and Fumiko Yamazaki. "Characteristics of 76 Chapter 12 Farm Bankruptcy Cases in Indiana with Confirmed Plans," The Indiana Young Farmer Newsletter, January-February 1989, pp. 12-16.

Barnard*, Freddie L. and J.H. Atkinson. "Agricultural Bankers Forecast Rates for 1990," Hoosier Banker, June 1989, pp. 23-24.

Barnard, Freddie L. "Financial Effects of the 1988 Drought," Hoosier Banker, January 1990, p. 36.

Barnard, Freddie L. "Indiana Farmers Evaluate Local Services and Facilities," Hoosier Banker, April 1990, pp. 38-39.

Barnard*, Freddie L. and J.H. Atkinson*. "Agricultural Bankers Optimistic About the Financial Condition of Indiana Agriculture," Hoosier Banker, June 1990, pp. 58-59.

Barnard, Freddie L. "The 'Sweet 16' Financial Measures," Agri-Finance, July 1990, p. 21.

Barnard*, Freddie L. and William D. Dobson*. "The Financial Condition of Indiana Agriculture Improves," Hoosier Banker, October 1990, p. 56.

Barnard, Freddie L. "Farm Financial Standards Task Force Makes Recommendations on Financial Criteria and Measures," Hoosier Banker, April 1991, pp. 55-58.

Barnard*, Freddie L. and J.H. Atkinson. "Agricultural Bankers Report on the Financial Condition of Indiana Agriculture," Hoosier Banker, June 1991, pp. 52-53.

Barnard, Freddie L. "Farm Financial Standards: An Overview of the Recommended Ground Rules," Agri-Finance, September 1991, pp. 16-17.

Barnard*, Freddie L. and J.H. Atkinson. "Agricultural Bankers Report on the Financial Condition of Indiana Agriculture," Hoosier Banker, June 1992, pp. 57-58.

Atkinson*, J.H., Michael Boehlje*, Freddie L. Barnard*, and Kenneth A. Foster. "Financing Indiana Agriculture in the Year 2000: Part I," Hoosier Banker, July 1992, pp. 58-62.

Boehlje*, Michael, Freddie L. Barnard*, J.H. Atkinson*, and Kenneth A. Foster. "Financing Indiana Agriculture in the Year 2000: Part II," Hoosier Banker, August 1992, pp. 52-54.

Barnard*, Freddie L., Michael Boehlje*, J.H. Atkinson*, and Kenneth A. Foster. "Financing Indiana Agriculture in the Year 2000: Part III," Hoosier Banker, September 1992, pp. 52-55.

Barnard*, Freddie L., Michael Boehlje*, and J.H. Atkinson*. "Financing Agriculture in the Year 2000: Purdue's Vision," Agri-Finance, October 1992, pp. 38-39.

Barnard*, Freddie L. and Kevin T. McNamara. "The Financial Condition of Indiana Agriculture Deteriorates but Stronger than Mid-1980s," Hoosier Banker, December 1992, p. 38.

Barnard*, Freddie L. and J.H. Atkinson. "Ag. Bankers Report on Financial Condition of Indiana Agriculture," Hoosier Banker, June 1993, pp.41-42.

Barnard*, Freddie L. and J.H. Atkinson. "Agricultural Bankers Report on Finances of Indiana Agriculture," Hoosier Banker, May 1994, pp. 59-60.

Barnard*, Freddie L. and J.H. Atkinson. "Ag Bankers Report on the Financial Condition of Indiana Agriculture," Hoosier Banker, June 1995, pp. 45-46.

Barnard*, Freddie L. "Repayment Capacity is Critical in Today's Market Environment," Agri-Finance, August 1997, pg. 12.

Barnard, Freddie L. "Profitability Linkage Model: A Simple Way to Make an Initial Evaluation of Management Strategies," Marylander, April 1998, pg. 12.

Barnard*, Freddie L. "Getting Ready for More Than One Year of Low Farm Prices," Marylander, November 1998, p. 17.

Barnard, Freddie L. "Bankers Complete 27th Session of Midwest Agricultural Banking School," Hoosier Banker, February 1999, p. 20.

Barnard*, Freddie L. "Credit Analysis Made Operational for Borrowers," Marylander, September 1999, p. 12.

Barnard*, Freddie L. "Statement of Cash Flows: A Statement Whose Time Has Come." AgriLender, December 1999, p. 12.

Barnard, Freddie L. "Midwest Agricultural Banking School Adds a Co-sponsor and Changes Format," Hoosier Banker, February 2000, p. 23.

Dobbins, Craig, Michael Boehlje, Alan Miller, and Freddie Barnard. "Financial Performance: Measurement and Analysis," Purdue Agricultural Economics Report, March 2000, pp. 14-18.

Barnard, Freddie L. "Repayment Capacity: How Far in Debt Can I Safely Go?" AgriLender, September 2000: p. 10.

Barnard, Freddie L. "Impact of Scale on Repayment Capacity," AgriLender, January 2001, p. 14.

Barnard, Freddie L. "Using Break-even Analysis to Evaluate Business Alternatives," AgriLender, May 2001, p. 5.

Barnard, Freddie L. "Business Analysis: Add Value to Your Loan Product," AgriLender, August 2001, p. 9.

Barnard Freddie L. "Ag. Banking School Holds Session," Hoosier Bankers, Vol. 87, No. 2, February 2003, p. 42.

Barnard, Freddie L. "Measuring and Analyzing Financial Performance," AgriLender, Vol. 7, Issue 5, pp. 1 and 6-7.

Barnard, Freddie L. "Add Value to Your Loan Product as Well as Your Credit Analysis," Hoosier Banker, Vol. 87, No. 7, July 2003, pp. 18-20.

Barnard, Freddie L. "Ag. Banking School Holds 31st Session," Hoosier Banker, Vol. 88, No. 1, January 2004, p. 35.

Barnard, Freddie L. and Paul N. Ellinger, "Financial Stages of a Farmer's Life: Effect on Credit Analysis," Hoosier Banker, Vol. 88, No. 7, July 2004, pp. 20-22.

Barnard, Freddie L. "Breakeven Analysis: What Is It?" AgriLender, Vol. 8, No. 10, October 2004, pp. 10-11.

Barnard, Freddie L. "Breakeven Analysis Part II: How Can I Use It?" AgriLender. Vol. 8, No. 11, November 2004: pp. 8-9.

Barnard, Freddie L. and Michael Boehlje. "Three Approaches to Getting End-of-Year Balance Sheets," Hoosier Banker. Vol. 88, No. 11, November 2004: pp. 22-25.

Barnard, Freddie L. "Breakeven Analysis Part III: An Example." AgriLender, Vol. 8, No. 12, December 2004: pp. 8-9.

Barnard, Freddie L. "Breakeven Analysis Part IV: Limitations." AgriLender. Vol. 9, No. 1, January 2005: p. 8.

Barnard, Freddie L. "Midwest Agricultural Banking School Holds 32nd Session," Hoosier Banker. Vol. 89, No. 1, January 2005: p. 29.

Barnard, Freddie L. "Break-Even Analysis: Another Tool for the Loan Analysis Toolbox," Hoosier Banker. Vol. 89, No. 3, March 2005: pp. 24-26.

Barnard, Freddie L. "Midwest Agricultural Banking School Holds 33rd Session," Hoosier Banker, Vol. 90, No. 1, January 2006: p. 35.

Wilson, Christine and Freddie L. Barnard. "Factors Affecting the Agricultural Loan Decision-making Process," Hoosier Banker, Vol. 90, No. 4, April 2006: pp.13-14.

Barnard, Freddie L. and Christine A. Wilson. "Term Debt and Capital Lease Coverage Ratio Comparative Data for Midwest Agriculture," Hoosier Banker, Vol. 90, No. 7, July 2006: pp. 18-19.

Barnard, Freddie L. "Midwest Agricultural Banking School Holds 34th Session," Hoosier Banker, Vol. 91, No. 1, January 2007: p. 34.

Barnard, Freddie L. "Bankers Complete the 35th Session of the Midwest Agricultural Banking School," Hoosier Banker, Vol. 92, No. 1, January 2008: p.35.

Barnard, Freddie L. "IBA Co-sponsors Midwest Agricultural Banking School," Hoosier Banker, Vol. 93, No. 1, January 2009: p. 29.

Barnard, Freddie L. "More Than 20 Complete Midwest Agricultural Banking School," Hoosier Banker, Vol. 94, No. 1, January 2010: p. 35.

Barnard, Freddie L. "Indiana Bankers Complete Midwest Ag Banking School," Hoosier Banker, Vol. 95, No. 1, January 2011: p. 16.

Barnard, Freddie L. "Bankers Complete Midwest Agricultural Banking School and Attend ABA Ag. Conference," , Hoosier Banker, Vol. 95, No. 12, December 2011: p. 31.

Barnard, Freddie L. "IBA Co-Hosts 40th Midwest Agricultural Banking School". Hoosier Banker, Vol. 96, No.3, March 2013: pp. 15.

Barnard, Freddie L. "Fifty Attend Midwest Agricultural Banking School". Hoosier Banker. Vol. 97, No. 1, January 2014: pp.30.

Barnard, Freddie L. "IBA Co-hosts Midwest Agricultural Banking School," Hoosier Banker, Vol. 98, No. 1, January 2015: p 19.

Barnard, Freddie L. and Elizabeth Yeager. "How Sensitive is Your Ag Portfolio: Weighing the Impact of Adverse Changes in Revenue, Operating Expenses and Interest Rates," Ag Banking News, Vol. 3 No1. (1st Quarter 2015): pp. 9-11.

Barnard, Freddie L. and Elizabeth Yeager. "Stress Testing Your Agricultural Portfolio," The Show-Me-Banker, Missouri Independent Bankers Association, Liberty, MO.: 2015.

Barnard, Freddie L. "IBA Co-hosts Midwest Agricultural Banking School," Hoosier Banker, Vol. 99, No. 1, January 2016: p34.

c. Other Publications

Prior to 1989 Dr. Barnard authored or co-authored 21 other publications.

Montgomery*, Ted J., William D. Dobson*, Freddie L. Barnard*, Al Dewit, Rex Etchison, Daniel L. Gottschalk, Robert Jost, William Paddock, David Wagner, Eugene W. Hermenet, and Robert M. Book. Financing Indiana Agriculture 1989-2000: A Report of the Agricultural Finance Committee. Indiana Institute of Agriculture, Food, and Nutrition, Indianapolis, IN, January 1989, 20 pages.

Barnard, Freddie L. "Villwock Farms," Indiana Farm Management Tour Booklet, Purdue University, Cooperative Extension Service, June 1989, 4 pages.

Barnard, Freddie L. "Gregg and Marilyn Graham Farm," Indiana Farm Management Tour Booklet, Purdue University, Cooperative Extension Service, June 1990, pp. 5-9.

Barnard*, Freddie L. and Ken Foster. "Ringel Farms, Inc.," Indiana Farm Management Tour Booklet, Purdue University, Cooperative Extension Service, June 1991, pp. 17-19.

Lovell*, Ashley C., Danny A. Klinefelter*, and Freddie L. Barnard*. "Financial Standards for Farmers and Ranchers," Texas Agricultural Extension Service, The Texas A&M University System, April 1992, 23 pages.

Barnard, Freddie L. "Financial Condition of Indiana Agriculture Deteriorates C Still Stronger than During Mid-1980s," Hoosier Ag Lawyer Newsletter, Issue 2 (October 1992): p. 10.

Barnard*, Freddie L. and Mike Boehlje. "Lahrman Farms," Indiana Farm Management Tour Booklet, Purdue University Cooperative Extension Service, June 1993, pp. 13-15.

Barnard, Freddie L. "Farrer's Stock Farm," Indiana Farm Management Tour Booklet, Purdue University Cooperative Extension Service, July 1995, pp. 11-13.

Barnard, Freddie L. "Friedersdorf Farms," Indiana Farm Management Tour Booklet, Purdue University Cooperative Extension Service, July 1997, pp. 17-19.

Barnard, Freddie L. "Schmitt Farms," Indiana Farm Management Tour Booklet, Purdue University Cooperative Extension Service, July 1999, pp. 26-28.

Barnard, Freddie L. "Dennis Farms," Indiana Farm Management Tour Booklet, Purdue University Cooperative Extension Service, July 2001, pp. 13-16.

Larson, John L., Freddie L. Barnard, and Steve Hofing. "Using the Management Accounting Format to Prepare FFSC Financial Reports," Impacts on the FFSC Reports and Measures, August 2003, 15 pages.

Yeager, Elizabeth and Freddie Barnard. "Measuring Farm Financial Performance: Spreadsheet That Enables Agricultural Lenders to Focus on Profitability and Repayment Capacity", *Ag Banking News*, Vol. 1, No. 1 (June 2013): pp. 10-11.

Barnard, Freddie and Elizabeth Yeager. "Just How Sensitive is Your Client's Repayment Capacity?" *Ag Banking News*, Vol. 1, No.3 (September 2013): pp. 7-9.

Since 1989, Dr. Barnard has written 16 press releases.

7. Invited Presentations at National Meetings

Barnard*, Freddie L., William Shirley, Larry Bitney, Craig Cosner, John R. Crowgey*, Jr., Duaine Espesgard, Robert Fountain, John Gunderson*, Mike Grove, David Kohl*, and Rhoger Pugh. "Report on Universal Criteria and Measures," Paper presented at the American Bankers Association Conference in St. Louis, MO, November 11, 1989, 52 pages. Dr. Barnard made two presentations at the 1989 ABA National Agricultural Lending Conference. A total of 250 agricultural bankers from across the country attended the presentations.

Barnard, Freddie L. "Financial Guidelines for Agricultural Producers," Paper presented at the National Agricultural Credit Committee Meeting in Washington, DC, March 16, 1992.

Barnard, Freddie L. "Farm Financial Standards Task Force Status and Direction," Presentation at the Association of Agricultural Computing Companies Annual Conference in Chicago, IL, August 14, 1992.

During 1992-2012, Dr. Barnard has taught regularly at Agricultural Banking Schools and Conferences across the country.

- Kansas School of Rural Banking (1992, 1995, and 1997)
- Kansas/Nebraska/Colorado Schools of Banking (1994-2016)
- Michigan Bankers Agricultural Conference (1994, 1995, and 1997)
- Midwest Community Bankers Lending School (1995-1997)
- University of Missouri Commercial Agriculture Lenders School (2000-2016)
- Mid-South Advanced Ag Lending School (2012-2016)

During 1993-97, Dr. Barnard made presentations at the North Central Farm Management and Marketing Extension Workshop and the National Ag Credit Committee meeting.

Barnard, Freddie L. "Recommendations of the Farm Financial Standards Task Force," Presentation at the Annual Meeting of the Tax and Credit Committee of the National Cattlemen's Association in Reno, NV, January 28, 1994.

In 1994, Dr. Barnard was the facilitator for a National Dairy Herd Improvement Association (DHIA) national producer and industry focus group evaluating plans to include the recommendations of the FFSC as part of the DHIA records program.

Dr. Barnard has served as the co-chairman of the Technical Committee of the FFSC during 1994-1997. The committee organized and conducted a national symposium on the recommendations of the FFSC in 1994, 1995, 1996, and 1997. Attendance by agricultural lenders and accountants has been 43, 48, 52, and 52, respectively.

During 1995-1997, Dr. Barnard has conducted three training workshops on the FFSC recommendations for Senior Credit Examiners of the Federal Reserve Board and five training workshops for Compliance Examiners of the Federal Reserve Board.

Barnard, Freddie L. Financial Standards and Case Farm Workshop, presentation at the Annual Meeting of the National Association of Farm Business Analysis Specialists in Kansas City, MO, June 18-19, 1996.

8. Funds and Materials Provided from Sources Outside the Department of Agricultural Economics, Purdue University, for Dr. Barnard's Extension Activities

<u>Date</u>	<u>Source</u>	<u>Total</u>	<u>Dr. Barnard's Portion</u>	<u>Collaborators</u>
6/28/83-1/20/17	Indiana Bankers Association*	\$ 67,131	\$67,131	
7/1/83-8/30/96	FSA (formerly FmHA)	27,576	27,576	

<u>Date</u>	<u>Source</u>	<u>Total</u>	<u>Dr. Barnard's Portion</u>	<u>Collaborators</u>
3/22/84-8/30/96	Various commercial banks, FCS, Credit Unions, etc.	2,225	2,225	
1986	Business Management in Agriculture (BMIA), Volume I**	500,000	222,222	See project description page 4 (4 of 9 modules)
1990	Business Management in Agriculture (BMIA), Volume IV**	182,000	91,000	See project description page 4 (2.5 of 5 module)
1992	Strengthening Extension's Farm Financial Management Programs**	80,000	16,000	See project description page 6 (1 of 5 modules)
4/1/95-8/30/96	Farm Financial Management and Planning for Modern Agriculture (Charges for Extension Programs)	1,420	473	J.H. Atkinson , M. Boehlje
1995-96	Farm Business Planning Project**	60,000	12,000	See project description page 4 (1 of 5 modules)
	TOTAL	<u>\$926,352</u>	<u>\$ 444,627</u>	

*The contributions made by the Indiana Bankers Association have helped to defray the costs associated with the Agricultural Banking School and the Agricultural Clinic.

** Funding for these projects was channeled through national projects rather than Purdue University.

9. Recognition of Team Efforts

Dr. Barnard has participated in team efforts throughout his career. Five examples are listed below, along with the publications and activities resulting from those team efforts.

- a. For the past 19 years he has served as the director for the Agricultural Banking School, which is held at Purdue University each year. Instructors for the School include about 10 faculty members from the Department of Agricultural Economics at Purdue, bankers, regulators, an attorney, and producers. The School is co-sponsored by the Indiana, Illinois, Michigan, and Ohio Bankers Associations, and the Department of Agricultural Economics at Purdue University.
- b. For the past 11 years, Dr. Barnard has served as the coordinator for the Agricultural Clinic which is co-sponsored by the Indiana Bankers Association. The Clinic involves members of the Department of Agricultural Economics, bankers, attorneys, and other speakers.
- c. He coordinated the Farm Finance Survey each year from 1985 through 1993. The study involved Dr. Kevin McNamara and Jeurene Falck from the Department of Agricultural Economics, and the Department of Agricultural Statistics at Purdue. The study was a Crossroads Project and resulted in articles published in the Purdue Agricultural Economics Report, Hoosier Banker, news releases and extension meetings.
- d. Dr. Barnard chaired the committee on Financing Agriculture for the Agriculture 2000 Study prepared by the faculty of the Department of Agricultural Economics at Purdue University. The study received the 1993 Group Extension Award from the American Agricultural Economics Association. Committee members included Dr. J.H. Atkinson, Dr. Michael Boehlje and Dr. Kenneth A. Foster in the

Department of Agricultural Economics at Purdue University. The authors of the Strategic Perspective chapter, "Financing Agriculture" have had six articles published.

- e. He coordinated a study on indexing interest rates on farm debt to gross farm income, which was done to satisfy House Resolution 46 passed by the Indiana General Assembly. Three other faculty members worked on the project: Dr. Wallace Tyner, Dr. Otto Doering and Dr. Bob Jones. A graduate student, J. Claire Klotz, also worked on the study and co-authored Staff Paper No. 93-7, Report on the Effects of Indexing Interest Rates on Farm Debt to Gross Farm Income, which was published in June 1993. The study was used by the leadership of the farm organizations in the state to determine their legislative agenda for the 1994 session of the Indiana General Assembly.

10. Summary

Materials developed by Dr. Barnard in the areas of financial documentation and analysis have been used to educate agricultural lenders and producers in Indiana, across the country, and in Russia. His leadership on several national extension projects has enabled him to gain national recognition and has provided educational materials for his extension program in Indiana (i.e., educational materials on Coordinated Financial Statements for Agriculture (FSA training), videotapes and written materials from the BMIA project, training materials from the Professional Development Program of the American Bankers Association, etc.). The results from the farm finance survey were widely used by state agricultural leaders in the late 1980's and early 1990's to assess the financial condition of Indiana farmers. Finally, he has received high ratings from participants in various schools and workshops (i.e., agricultural bankers, FSA county supervisors, Chinese Seed Dealers, and credit managers of Farm Bureau Cooperatives).

C. TEACHING

Dr. Barnard teaches AGEC 330, Agribusiness Management. His goal is to improve the decision-making abilities of the students. Students apply the management principles and techniques discussed in class to case studies, team projects, and a computer simulation game for a farm supply business.

Dr. Barnard has revised the course by increasing the emphasis on financial management, which addresses a need he observed in students from outside the Department of Agricultural Economics. Also, comparative data is used in conjunction with the computer simulation game, which enables students to compare the financial performance of their farm supply business to industry averages, and then decide how to improve financial performance.

In addition, Dr. Barnard assisted in the development of a new course, AGEC 311 (Accounting for Farm Business Planning), which has been taught for the past four fall semesters. His goal is to improve the decision-making abilities of students in the areas of financial reporting and analysis.

AGEC 311 emphasizes the development of procedures for providing and using data in decision-making. Methods for finding and organizing both financial and physical data to provide business information needed in planning and control will be addressed. Topics discussed include budgeting, reporting unit costs of production, measuring profitability and wealth accumulation, estimating credit needs, and evaluating the strengths and weaknesses of a business as the basis for improving business performance. A computerized commercial farm business accounting package will be used in the course.

1. Course Taught, Enrollment, and Evaluation

Due to illness of the regular instructor, Dr. Barnard was asked to teach AGEC 330 in the fall of 1995 and again in the spring of 1997. On both occasions, with less than two weeks of preparation time, he managed to achieve the following course ratings:

Fall 1995 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 89
 Spring 1997 69 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 69
 Fall 1997 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 56
 Spring 1998 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 81
 Fall 1998 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 78
 Spring 1999 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 88
 Fall 1999 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 74
 Spring 2000 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 82
 Fall 2000 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 102
 Spring 2001 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 96
 Fall 2001 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 115
 Spring 2002 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 91
 Fall 2002 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 71
 Spring 2003 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 87
 Fall 2003 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 90
 Spring 2004 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 95
 Fall 2004 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 56
 Spring 2005, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 81
 Fall 2005, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 55
 Spring 2006, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 76
 Fall 2006, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 55
 Spring 2007, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 77
 Fall 2007, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 76
 Spring 2008, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 104
 Fall 2008, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 116
 Spring 2009 AGEC 330, Agribusiness Management, Cr. 3, Enrollment 115
 Fall 2009, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 128
 Spring 2010, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 108
 Fall 2010, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 121
 Spring 2011, AGEC 330, Agribusiness Management, Cr. 3, Enrollment, 102
 Fall 2011, AGEC 330, Agribusiness Management, Cr. 3, Enrollment, 120
 Spring 2012, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 126
 Fall 2012, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 116
 Spring 2013, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 117
 Fall 2013, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 115
 Spring 2014, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 121
 Fall 2014, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 125
 Spring 2015, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 124
 Fall 2015, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 119
 Spring 2016, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 122
 Fall 2016, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 122
 Spring, 2017, AGEC 330, Agribusiness Management, Cr. 3, Enrollment 125

University Core Question Ratings:

	<u>Explanation</u>	<u>Assignments</u>	<u>Course Summary</u>	<u>Instructor Summary</u>
<u>AGEC 330</u>				
Fall 1995	3.8	3.8	3.3	3.6
Spring 1997	4.4	4.1	4.2	4.4
Fall 1997	4.7	4.6	4.7	4.8
Spring 1998	4.1	4.0	3.8	4.2
Fall 1998	4.0	3.7	3.5	3.7
Spring 1999	3.9	3.8	3.7	3.9
Fall 1999	3.7	3.7	3.6	3.6
Spring 2000	3.5	3.5	3.0	3.1
Fall 2000	NA	NA	3.9	3.8
Spring 2001	NA	NA	NA	NA
Fall 2001	NA	NA	3.8	3.8
Spring 2002	NA	NA	4.0	4.0
Fall 2002	NA	NA	4.0	4.3
Spring 2003	NA	NA	4.0	4.3
Fall 2003	NA	NA	4.0	4.4
Spring 2004	NA	NA	4.0	4.2
Fall 2004	NA	NA	4.2	4.4
Spring 2005	NA	NA	4.1	4.2
Fall 2005	NA	NA	4.1	4.2
Spring 2006	NA	NA	4.0	4.2
Fall 2006	NA	NA	4.3	4.5
Spring 2007	NA	NA	4.0	3.9
Fall 2007	NA	NA	4.2	4.6
Spring 2008	NA	NA	4.2	4.3
Fall 2008	NA	NA	3.9	3.8
Spring 2009	NA	NA	4.5	4.6
Fall 2009	NA	NA	4.1	4.3
Spring 2010	NA	NA	4.1	4.2
Fall 2010	NA	NA	4.1	4.3
Spring 2011	NA	NA	3.9	4.0
Fall 2011	NA	NA	4.0	4.0
Spring 2012	NA	NA	4.1	4.0
Fall 2012	NA	NA	4.2	4.2
Spring 2013	NA	NA	4.1	4.2
Fall 2013	NA	NA	4.1	4.2
Spring 2014	NA	NA	4.0	4.1
Fall 2014	NA	NA	4.1	4.2
Spring 2015	NA	NA	4.4	4.6
Fall 2015	NA	NA	4.4	4.6
Spring 2016	NA	NA	4.5	4.5
Fall 2016	NA	NA	4.1	4.3
Spring 2017	NA	NA	NA	NA
<u>AGEC 311</u>				
Fall 1997	3.9	3.3	3.0	3.9
Fall 1998	4.0	4.0	4.0	4.1
Fall 1999	3.9	3.6	2.9	3.9
Fall 2000	NA	NA	3.3	3.4

2. Courses for Which He Had Administrative and Supervisory Responsibility

Dr. Barnard has supervised 7 undergraduates working as summer interns or on special problems. Those students have worked for, or on, projects with Production Credit Associations, Federal Land Bank, CoBank, and commercial banks.

3. Student Counseling and Advisement Service

Dr. Barnard has been an academic counselor for 11 years, counseling about 12 undergraduate students per year. Currently he serves as the Head Counselor for the Agricultural Finance Option in the Agricultural Economics Department. As his schedule permits, he participates in the Day-On-Campus scheduling of incoming students.

Dr. Barnard served as the Junior Advisor for the Undergraduate Agricultural Economics Club during 1983-84 and the Senior Advisor during 1984-85.

D. CREATIVE ENDEAVOR, RESEARCH, AND SCHOLARSHIP

1. Books

Barnard, Freddie L., Jay T. Akridge, Frank Dooley, John Foltz, and Elizabeth A. Yeager. Agribusiness Management, Fifth Edition, Routledge. (March 2016): 453 pages.

2. Book Chapters

Barnard*, Freddie L. and William D. Dobson*. Chapter 11, "The Prospects for Successfully Restructuring the Farm Credit System," Food, Policy and Politics: A Perspective on Agriculture and Development, edited by George Horwich and Gerald J. Lynch. Boulder, CO: Westview Press, September 1989, pp. 238-266.

Leistriz*, F. Larry, and Freddie L. Barnard*. Chapter 3, "Financial Characteristics of Farm Operators," Beyond the Amber Waves of Grain: An Examination of Social and Economic Restructuring in the Heartland. Boulder, CO: Westview Press, 1995, pp. 53-69.

Barnard*, Freddie L. "Financial Intermediaries Serving Agriculture" and "Banking Practices in Rural America," Encyclopedia of Rural America, edited by Gary A. Goreham. Santa Barbara, CA: ABC-CLIO Publishing, Inc., 1997, pp. 81-83 and 269-272.

3. Refereed Articles

Barnard*, Freddie L. and J.H. Atkinson. "How To Deal With Problem Farm Loans," Journal of Commercial Bank Lending, 67(3)(November 1984):48-53.

Barnard, Freddie L. "Cooperation: A Key for Extension," Journal of Extension, 23(Summer 1985):8-9.

Barnard*, Freddie L. and Peter J. Barry*. "Interest Rate Deregulation and Agricultural Banking: A Risk Programming Analysis," Agricultural Finance Review, 45(1985):100-112.

Barnard*, Freddie L. and J.H. Atkinson*. "Budget Estimates of Financing Needs and Repayment Capabilities of Farm Investments," Journal of the American Society of Farm Managers and Rural Appraisers, 50(2)(October 1985):23-26.

Barry*, Peter J. and Freddie L. Barnard*. "Interaction Effects on Rural Intermediaries of Financial Stress and Deregulation," American Journal of Agricultural Economics, 66(5)(December 1985):1191-1195.

Barnard*, Freddie L. and J. H. Atkinson. "How To Deal With Problem Farm Loans," A Special Collection From The Journal of Commercial Bank Lending: Problem Loans. Philadelphia, PA: Robert Morris

Associates, (1985):51-56. This article was published in 1984 and was selected by JCBL for inclusion in a special collection of articles on problem loans.

Dobson*, William D. and Freddie L. Barnard*. "The Problems and Prospects of the Farm Credit System," Agribusiness: An International Journal, 3(3)(Fall 1987):323-337.

Barnard*, Freddie, and Michael Boehlje*. "Evaluating Financial Position, Performance, and Repayment Capacity for Agricultural Businesses," Journal of the American Society of Farm Managers and Rural Appraisers, (1995): 73-79.

Barnard*, Freddie L. "PASSing the Financial Management Interest Exam," Journal of Extension, 34(4)(August 1996): 2 pages.

Miller*, W. Alan and Freddie L. Barnard*. "Preparing Reliable Farm Financial Statements: Conceptual and Procedural Issues." Journal of the American Society of Farm Managers and Rural Appraisers, (1996): 38-41.

Barnard*, Freddie L. and Michael Boehlje*. "The Financial Troubleshooting of Farm Businesses: A Diagnostic and Evaluation System (DES)." Journal of the American Society of Farm Managers and Rural Appraisers, (1999): 6-14

Barnard Freddie L. "Using a Computer Simulation Game to Teach Agribusiness Management," Journal of Extension, Vol. 41, Issue 3, October 2003, p. 41.

Barnard, Freddie L. and Michael Boehlje. "Worksheets That Work for Measuring and Assessing Farm Financial Performance," Journal of Extension, Vol. 41, Issue 3, December 2003, p. 41.

Barnard, Freddie L. and Michael Boehlje. "Using the Farm Financial Standards Council Recommendations in the Profitability Linkage Model: The ROA Dilemma," Journal of American Society of Farm Managers and Rural Appraisers, 2004, pp. 7-11.

Wilson, Christine*, Freddie L. Barnard*, and Michael Boehlje*. "A Financial Analysis Program That Will PASS the Farm Manager "Interest Test", Journal of the American Society of Farm Managers and Rural Appraisers (2007): pp. 34-38.

Ellinger*, Paul N., Freddie L. Barnard*, and Christine Wilson*, "Financial Stages of a Farmer's Life: Effects on Credit Analysis Measures". Journal of the American Society of Farm Managers and Rural Appraisers (2007): pp. 17-24.

Barnard, Freddie L.*, Paul N. Ellinger*, and Christine Wilson*, "Measurement Issues in Assessing Farm Profitability through Cash Tax Returns," Journal of the American Society of Farm Managers and Rural Appraisers, (2010): pp. 207-217.

Miller, Alan*, Freddie L. Barnard*, Norman Brown, Brenda Duckworth, Barbara Wheeling, and R. L. "Dick" Whittman. "Farm Enterprise Analysis: Has It Lost Its Usefulness?," Journal of the American Society of Farm Managers and Rural Appraisers, (2010): pp. 199-206.

Barnard, Freddie and Dale Nordquist. "Using Sector Financial Statements and ARMS Data to Prepare Sector Statements of Owner Equity and Cash Flows for the Agricultural Sector", Agricultural Finance Review, Special Review, (2012) Vol. 72, Issue 2: pp. 273-285.

Barnard, Freddie L. and Elizabeth A. Yeager. "The Perfect Storm: A Case Study Risk Management," Journal of the ASFMRA, Vol. 76, No. 1 (2013): pp. 39-53.

Barnard, Freddie L., Elizabeth A. Yeager and Alan Miller. "New Features Added to the Purdue Farm Financial Analysis," Journal of the ASFMRA, Vol. 76, No. 1 (2013): pp. 74-87.

Barnard, Freddie L., Elizabeth A. Yeager and Alan Miller. "Sensitivity Analysis Using the Purdue Farm Financial Analysis Spreadsheet," Journal of the ASFMRA, Vol. 76, No. 1 (2013): pp.88-99.

Yeager, Elizabeth, and Freddie Barnard. "Effectiveness of Increasing Liquidity as a Response to Increased Repayment Risk: A Case Study," Journal of the ASFMRA, Vol. 77, No.1 (2014): pp. 41-59.

Yeager, Elizabeth and Freddie L. Barnard. "Impact of Lower, More Volatile Net Farm Incomes and Higher Interest Rates on Repayment Risk," Journal of the ASFMRA, Vol. 77, No. 1 (2014): pp. 60-79.

Barnard, Freddie L. Barnard and Elizabeth Yeager. "Access to Agricultural Banks in Rural Counties in the Face of Changing Demographics, Evolving Social Preferences and Increasing Bank Regulations," Journal of the ASFMRA Vol. 78, No. 1 (2015): pp 34-55.

4. Symposia Abstracts

Barnard*, Freddie L. (Organizer), William Saupe* (Moderator), Peter Korsching*, Larry Leistriz*, Linda Lobao, Arlo Biere, Colletta Moser, and Kent Olson. "North-Central Region Survey of Farm Operators and Spouses: Long-Term Adjustments Resulting from the Farm Crisis," American Journal of Agricultural Economics, 72(5)(December 1990):1331.

Kohl, David (Moderator), Freddie L. Barnard*, James M. McGrann*, and Danny Klinefelter*. "National Farm Financial Standards: The Development and Potential Use by Educators and Researchers in Agricultural Finance," American Journal of Agricultural Economics, 72(5)(December 1990):1329.

5. Evidence of Involvement in the Graduate Program

A summary of the number of graduate students advised as of August 30, 1997:

Current M.S. students	0
Completed M.S. students	2
Member of Advisory Committee (not Major Professor) as of August 30, 1997:	
Current Ph.D. students	0
Current M.S. students	0
Completed Ph.D. students	1
Completed M.S. students	11

6. Funds and Materials Received by the Agricultural Economics Department, Purdue University, for Dr. Barnard's Research Activities

<u>Date</u>	<u>Source</u>	<u>Amount</u>
7/1/85-6/30/88	Family Farm Research Project	\$ 51,000
9/1/88-9/30/89	NC-184 Project	3,278
7/1/88-6/30/90	Family Farm Research Project	25,231
8/1/90-6/30/93	Crossroads 1990 Project	<u>19,500</u>
	Total	\$ 99,009 *

W. D. Dobson worked with Dr. Barnard on the first three projects, but the funding resulted primarily through the efforts of Dr. Barnard.

E. OTHER SERVICE AND RELATED ACTIVITIES

1. Committee Memberships

Committee Name	Year	Role
Departmental		
CSREES Review Committee	2005	Member
M.S. Thesis Awards Committee	1995	Chairman
Gift Development	1994	Member
Fees for Extension Workshops	1994	Member
CSRS Review Steering Committee	1993	Member
CSRS Review Committee C		
Production, Finance, and Farm Management	1993	Chairman
Search Committee C Financial Management Position	1992	Member
Prior to 1989, Dr. Barnard served on 12 departmental committees, and was selected to chair three of those committees (Farm Financial Management Planning, 1983-85; Better Farming and Better Living Meetings C What the Lender Expects, 1985; and Ag. Finance Prelim, 1986).		
College of Agriculture		
Readmissions	1995-97	Member
Grade Appeals Committee	2004-08	Member
Curriculum and Student Relations	2010-13	Member
Purdue University		
University Military Program Committee	1995-02	Member
	2004-06	Member
	2007-09	Member
University Grade Appeals Committee	1993-98	Member
	2002-05	Member
Purdue University Cooperative Extension Specialists Association (PUCESA)	1994-96	Departmental Representative
State of Indiana		
Indiana General AssemblyC Agriculture Finance Study Committee	6/5-12/31/90	Member
Institute for Agriculture, Food, and FinanceC Finance Committee	1985-89	Member
North Central Region		
AgriBank, FCB: Training Materials on Farm Business Planning	1995-96	Chair, sub-committee
NC-184: A Regional Survey of Farm Operators and Spouses	1988-91	Member
National		
Technical Issues Committee, Farm Financial Standards Council (FFSC)	1994-97	Chair
Farm Financial Standards Council (FFSC)	1998-present	Member
Strengthening Extension=s Farm Financial Management Programs: Training Materials and Workshop for State Extension Specialists	1992-94	Co-coordinator
AAEA Summer Meetings Poster SelectionCFarm Management	1991	Chair

Committee Name	Year	Role
Farm Financial Standards Council (FFSC)	1989-96	Topic Area Chair
2. <u>Community Service</u>		
Deacon, Evangelical Covenant Church, Lafayette, Indiana		
Former member of West Lafayette Sagamore Lions Club		
Tail Twister, July 1988-June 1989; Secretary, June 1989-July 1990		
Retired Member of Illinois Army National Guard		
Rank: Lieutenant Colonel		
Time in Service: 23 years (20 years in the Army National Guard and 3 years in IRR)		