

3/19/08

**MICHAEL BOEHLJE**  
**Resume**

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**Office Address:**

Department of Agricultural Economics  
Purdue University  
1145 Krannert Building  
West Lafayette, IN 47907-1145  
(317) 494-4222

**Born:** August 6, 1943, Sheffield, Iowa

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**Education:**

Purdue University - Ph.D., 1971 (Major: Agricultural Economics)  
Purdue University - M.S., 1968 (Major: Agricultural Economics)  
University of Iowa Law School - attended Fall 1967  
Iowa State University - B.S., 1965 (Major: Agricultural Economics)

**Academic Positions:**

Professor, Department of Agricultural Economics, Purdue University,  
West Lafayette, Indiana, November 1992-present.

Professor, Department of Agricultural and Applied Economics, University of Minnesota, St.  
Paul, 1990-November 1992.

Visiting Professor, Department of Agricultural Economics, Purdue University, West Lafayette,  
1991-92 (sabbatical)

Professor and Head of Department, Department of Agricultural and Applied Economics,  
University of Minnesota, St. Paul, 1985 to 1990

Assistant Dean, College of Agriculture, Iowa State University, Ames, December 1984-  
September 1985

Acting Professor in Charge, Center for Agricultural and Rural Development, Iowa State  
University, Ames, March 1984-March 1985

Assistant Director, Iowa Agricultural Experiment Station, Iowa State University, Ames, August  
1983-September 1985

Visiting Research Scholar, Economic Research Service, USDA, 1981

Professor, Department of Economics, Iowa State University, Ames, 1977-85

Associate Professor, Department of Economics, Iowa State University, Ames, 1973-77

Assistant Professor, Department of Agricultural Economics, Oklahoma State University, Stillwater, 1970-73

**Other Major Professional Contributions/Experience:**

President and Executive Committee – Agribusiness Economics Management Section of American Agricultural Economics Association – 2002-2005

Editorial Board, Journal of Chain and Network Science – 2001 to present

American Agricultural Economics Association Foundation Board of Directors, 1998-2000

International Food and Agribusiness Management Association Board of Directors, 1998-2003

Program Champion and Instructor/Presenter, Center for Food and Agribusiness, Purdue, 1992 to present

US Department of Agriculture Committee on Concentration and Consolidation (member), 1996

Senior Associate, Centrec Consulting, Inc., 1995-present

Member, National Research Council Committee on Public Sector Research and the Changing Structure of Agriculture, 2000-01

Advisory Board, International Conference on Management in AgriFood Chains and Networks, 1995 to present

Consultant to St. Paul Farm Credit Banks to study impacts of interest rate and disposition of acquired property policy, 1986.

Iowa Agricultural Experiment Station Special Assignment on coordinating research planning for report on research priorities for the 1980s, 1985.

Consultant to USAID on evaluating financial markets and credit extension to farmers in Zambia, 1983 (three weeks in Zambia).

USDA Special Assignment to coordinate a study of tax policy on the structure of agriculture, 1980 (six months).

Consultant to First Bank System on Agricultural finance and capital markets, 1984-85.

Consultant to USDA/ERS/Foreign Development Division on development of training manual on economic forecasting, 1976.

Consultant to Federal Land Bank of Omaha on analysis of multi-firm complex financial statements, 1976.

Instructor at numerous banking schools including the Indiana, Ohio, and Iowa Agricultural Credit Schools, the Midwest Banking Institute, and the National Graduate School of Agricultural Bank Management, 1975 to present.

Presented testimony at congressional hearings including the House Banking Committee, the House Budget Committee, the Senate Agriculture Committee, and numerous legislative hearings in Iowa and Minnesota.

All-day workshops sponsored by Professional Education Group, Inc. on problem loan prevention and successful Agricultural lending in the 1980s.

Consultant to Farmland Industries. Executive Management Education Program and Input Finance Program, Farmland Financial.

**Professional Interests:**

Financial Management  
Business Management/Strategy  
Farm Management  
Financial Policy for Agriculture

**Professional Organizations:**

American Agricultural Economics Association  
Academy of Management  
International Food and Agribusiness Management Association  
Gamma Sigma Delta  
Sigma Xi  
Phi Kappa Phi

**Awards and Honors:**

Agricultural Innovation and Commercialization Center/New Ventures Team, Purdue Agriculture Team Award, 2007.

New Ventures Team/Agricultural Innovation and Commercialization Center, Purdue University Cooperative Extension Service Association (PUCESA) Team Award, 2006.

Fellow, International Food and Agribusiness Management Association (IAMA), 2004

Team Award, "Executive Institute for Commercial Producers Team", Purdue University Cooperative Extension Specialists Association, 2003

Fellow, American Agricultural Economics Association, 2002

Indiana Extension Educators Association, 2001.

Waugh Lecture, American Agricultural Economics Association, 1999

American Agricultural Economics Association Distinguished Extension Program - Group 1996

American Agricultural Economics Association Distinguished Extension Program - Group 1998

American Agricultural Economics Association Distinguished Extension Program - Group 1993

International Confederation for Agricultural Credit Award for Outstanding Book (*Financing the Agricultural Sector*). Switzerland, 1987.

American Society of Agricultural Engineers, Extension Aids Award (Farm Machinery), 1977

American Agricultural Economics Association Award for Published Research (Quality of Communication), 1976

Grant recipient, Wisconsin School of Banking, 1975

American Agricultural Economic Association Award for Outstanding Doctoral Thesis, 1971

NDEA Fellow, Purdue University, 1965-68

**Extension/Outreach Programs:**

Approximately 100 presentations made per year to various audiences (farmers, lenders, agribusiness firms, legislative groups and government agencies, professional societies, etc.) as part of Purdue's Extension outreach programs, the Center for Food and Agricultural Business Executive Education programs, and other invited presentations throughout the U.S., Canada and Europe on the following topics:

1. Megatrends/Agriculture in the 21<sup>st</sup> Century
2. Strategic Management Principles/Concepts for Lenders and Agribusiness Firms
3. The Financial and Business Outlook for Agriculture
4. Managing and Measuring Financial Performance for Farm and Agribusiness Firms
5. Performance Based Lending
6. Cost Effective Risk Reducing Lending Strategies
7. Marketing of Agriculture Lending Services
8. Environmental Risks and Agribusiness Lending
9. Planning the Organizational/Financial Structure of the Farm or Agribusiness
10. Strategic Marketing Concepts for Agribusiness Firms
11. Creativity and Innovation in Management
12. Structure and Coordination in Agriculture
13. Industrialization of the Agribusiness Sector
14. Environmental Regulation and Corporate Environmental Liability
15. Marketing Strategies for Farmers
16. Management Strategies for Farmers
17. Indiana Animal Agriculture: A Look to 2020

### **Courses Taught:**

#### Graduate

Mathematical programming  
 Production economics  
 Agricultural finance  
 Agribusiness economics  
 (Executive MS/MBA Program)  
 Applications of mathematical programming

#### Undergraduate

Economic theory  
 Agricultural policy  
 Farm management  
 Agricultural finance  
 Systems analysis in cattle production  
 Agricultural sales

Taught approximately 3,000 students in upper division undergraduate courses and 400 students in graduate level courses at Okalahoma, Iowa, University of Minnesota, and Purdue.

Major advisor for approximately 75 graduate students, many who are in senior academic or business positions in such organizations as Cornell University (Loren Tauer), Purdue University (Jess Lowenberg-DeBoer), Caterpillar (Don Johnson), Auburn University (Ed Kaiser), Presidential Mortgage (John Nitz), New Mexico State University (Lowell Catlett and James Libbon), Iowa State University (William Edwards and Larry Trede), Noble Foundation (Fred Schmedt), U.S. Air Force Senior Staff (James Hoskins), U.S. Department of Agriculture – ERS (James Monke and James Duffield), Elanco (Gerald Powell), Duesto University, Spain (Inaki Pena), Cargill (Michael Rahm), Smithfield Foods (Rao Rhamodaron), Agribank (David Reindeers), Accenture Management Consulting (Kristen Morton Richart).

## **Research Funding/Support**

Collaborated in obtaining approximately \$2.5 million of financial support for research and educational programming at Purdue University including \$1 million from USDA for the Agricultural Innovation and Commercialization Center (2004-2005) as well as \$500,000 funding from USDA, Indiana Value Added Program and Rural Development for agricultural policy, livestock expansion potential and value added agriculture. Also project champion and team participant in numerous Purdue Center for Food and Agricultural Business fee generating executive education workshops and programs.

### **Research Grants and Awards Received: current grants**

1. Agency/Title: USDA, *Understanding Farm Household Decision-Making Behavior*
2. Duration of Funding: September 13, 2004 – September 30, 2005
3. Amount of Award: \$125,000
4. Role: Co-PI with C. Wilson, and Allan Gray
5. Responsibility: \$41,667

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1. Agency/Title: Indiana Pork Producers, *The Growth Potential for Indiana Livestock Industries*
  2. Duration of Funding: September 1, 2004 – August 31, 2005
  3. Amount of Award: \$40, 000
  4. Role: Co-PI with Allan Gray
  5. Responsibility: \$20,000

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1. Agency/Title: Indiana Rural Development Council, *Agricultural Innovation and Commercialization*
  2. Duration of Funding: May 11, 2005 – April 01, 2007
  3. Amount of Award: \$100, 000
  4. Role: Co-PI with Joan Fulton
  5. Responsibility: \$50,000

### **External Funds: past grants in last 5 years**

1. Agency/Title: American Farm Bureau, *Impacts of Alternative Coordination Mechanisms on the Hog Production/Packing Sub Sector.*
2. Duration of Funding: January 2001 – December 2001
3. Amount of Award: \$50,000
4. Role: Co-PI with Allan Gray
5. Responsibility: \$50,000

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1. Agency/Title: USDA-CSREES, *Analysis of the Consequences of Alternative Structural Arrangements on the Agricultural Sector.*
  2. Duration of Funding: August 2000 – September 2001
  3. Amount of Award: \$26,000
  4. Role: Co-PI P. Preckel and Allan Gray
  5. Responsibility: \$26,000
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1. Agency/Title: USDA-CSREES, *Analysis of the Consequences of Alternative Structural Arrangements on the Agricultural Sector*.
  2. Duration of Funding: October 1998 – March 2000
  3. Amount of Award: \$25,987
  4. Role: Co-PI with P. Preckel, O. Doering, Allan Gray
  5. Responsibility: \$25,987

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1. Agency/Title: USDA-RBS Rural Business Cooperative Development, *Agricultural Innovation and Commercial Center*.
  2. Duration of Funding: October 1, 2003 – September 30, 2004
  3. Amount of Award: \$1,000,000
  4. Role: Co-PI Allan Gray and Joan Fulton
  5. Responsibility: \$200,000
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### **Publications:**

#### **Books**

Akridge, Jay, Thomas Funk, Linda D. Whipker, David Downey, Michael Boehlje. *Commercial Producers: Making Choices; Driving Change*. Results and Implications of the Commercial Producer Project, Center for Agricultural Business, Purdue University, 2000.

Lee, Warren F., Michael D. Boehlje, Aaron G. Nelson, and William G. Murray. *Agricultural Finance*. 8th Ed. Ames: Iowa State University Press, 1988.

Hughes, Dean W., Stephen C. Gabriel, Peter J. Barry, and Michael D. Boehlje. *Financing the Agricultural Sector*. Boulder: Westview Press, Inc., 1986.

Boehlje, Michael D. and Vernon R. Eidman. *Farm Management*. New York: John Wiley and Sons, Inc., 1984.

#### **Book Chapters**

Boehlje, Michael et al. Perspectives on 21<sup>st</sup> Century Agriculture: A Tribute to Walter J. Armbruster, "The Future of North America Livestock Industry: Challenges and Opportunities." *A Farm Foundation Project*, edited by Ronald D. Knutson, Sharron D. Knutson and David P. Ernstes, Chapter 7, pp. 315-324, 2007.

Boehlje, Michael et al. "The Future of Animal Agriculture in North America." *A Farm Foundation Project*, Chapter 2, pp. 23-38, 2006.

Cloutier, L.M. and M.D. Boehlje. "Value Cycle and Innovation Management Under Uncertainty: A System Dynamics Perspective on R&D Investments in Biotechnology." Dans *Management of Technology: Growth Through Business, Innovation and Entrepreneurship*, M.von Zedtwitz, G. Haour, T. Khalil, L. Lefebvre (dir.). Amsterdam,

The Netherlands: Pergamon Press, 93-106 (Réimpression de Cloutier et Boehlje (2002), avec permission accordée par Elsevier Science), 2003.

Cloutier, L. Martin and Michael D. Boehlje. "Innovation Management Under Uncertainty: A System Dynamics Model of R&D Investments in Biotechnology." *Systems Perspectives on Resources, Capabilities, and Management Processes*. John Morecroft, Ron Sanchez and Aime Heene, eds. Pergamon an imprint of Elsevier Science, Chapter 4, pp. 57-68, 2002.

Peña, I., Akridge, J., and Boehlje, M. "Part VI. Private/Public Sector Relationships: Collaborative Agreements in the Ag-Biotechnology Industry: The Importance of Transaction Costs and Investment Strategy": *Transitions in Agbiotech: Economics of Strategy and Policy*. Edited by William H. Lesser, University of Massachusetts. NE-165 Publications; Amherst, Massachusetts, Chapter 28, pp. 520-532, 2000.

Boehlje, Michael, Otto Doering, and Wallace E. Tyner. "Postpositioning for the Future." *Indiana: Crossroad of Industry and Innovation*. Steve Kaelble. Cherbo Publishing Group, Inc. Encino, CA. Part 3, pp. 274-275, 2000.

Boehlje, Michael and Lee F. Schrader. "The Industrialization of Agriculture: Questions of Coordination." *The Industrialization of Agriculture Vertical Coordination in the U.S. Food System*. Ed. Jeffrey S. Royer and Richard T. Rogers. Chapter 1, pp. 3-26, 1998.

Boehlje, Michael. "The Emerging Agricultural Lending System." *Financing Agriculture into the Twenty-first Century*. Ed. Marvin Duncan and Jerome M. Stam. Chapter 4, pp. 93-115, 1998.

Featherstone, Allen M., Michael Boehlje, and Joseph O. Arata. "Emerging Nontraditional Lenders and Products." *Financing Agriculture into the Twenty-first Century*. Ed. Marvin Duncan and Jerome M. Stam. Chapter 5, pp. 115-132, 1998

Boehlje, Michael. "Information and Technology Transfer in Agriculture: The Role of the Public and Private Sectors." *Privatization of Information and Agricultural Industrialization*. ed. Steven A. Wolf. Chapter 2, pp. 28-38, 1997.

Boehlje, Michael. "Industrialization of Agriculture: Implications for Cooperatives." *American Cooperation 1997 Yearbook*. pp. 6-14, 1997.

Thomas, Kenneth, and Boehlje, Michael. "Entering Farming in the 1990s." *1989 Yearbook of Agriculture--Farm Management: How To Achieve Your Farm Business Goals*, ed. Deborah Takiff Smith. Washington, D.C.: U.S. Department of Agriculture, 1989, pp. 40-44.

Boehlje, Michael. "The Macroeconomics of Agriculture and Rural America: A Discussion." *Agriculture and Rural Areas Approaching the Twenty-first Century: Challenges for*



*Agricultural Economic*, ed. R. J. Hildreth, Kathryn L. Lipton, Kenneth C. Clayton, and Carl C. O'Connor. Ames: Iowa State University Press, 1988, pp. 400-02.

Boehlje, Michael, "Costs and Benefits of Family Farming." *Is There A Moral Obligation to Save the Family Farm?*, ed. Gary Comstock. Ames: Iowa State University Press, 1987, pp. 361-74.

Boehlje, Michael. "Agricultural Policy and Financial Stress: Further Comments." *Agriculture, Stability, and Growth Toward a Cooperative Approach*. Reports from a public policy study of the Curry Foundation. Port Washington, NY: Associated Faculty Press, 1984, pp. 237-40.

Boehlje, Michael. "Financial Needs of Agriculture in the Twenty-First Century." Chapter 15 in *Agriculture in the Twenty-First Century*. Book based on symposium sponsored by Colgate Darden Graduate School of Business Administration. Charlottesville, VA: University of Virginia Press, 1983, pp. 278-85.

Boehlje, Michael and Ron Durst. "Getting Started in Farming is Tough." *Food and Farm to Table: 1982 Yearbook of Agriculture*. Washington, D.C.: U.S. Government Printing Office, 1982, pp. 82-91.

Davenport, Charles, Michael Boehlje, and David B. H. Martin. "Taxes and the Family Farm." *Food Policy and Farm Programs*, eds. Don F. Hadwiger and Ross R. Talbot. Proceedings of the Academy of Political Science Vol. 34, No. 3 (1982).

### **Journal Articles**

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

Torres, Antonio, Jay T. Akridge, Allan Gray, Michael Boehlje and Richard Widdows. "An Evaluation of Customer Relationship Management (CRM) Practices Among Agribusiness Firms." *International Food and Agribusiness Management Review*, 10(1):36-60, 2007.

Boehlje, Michael D. "Economics of Animal Agriculture Production, Processing and Marketing." *Choices* 3<sup>rd</sup> Quarter 21(3), 2006.

Gunderson, Michael A., Maud Roucan, Michael D. Boehlje, and Allan W. Gray. "Analyzing Risk and Uncertainty of New Product Marketing: The Case of eMerge Interactive and VerifEYE." *International Food and Agribusiness Management Review*, 9(3):38-48, 2006.

- Gray, Allan W., Michael D. Boehlje, and Paul V. Preckel. "Value Chain Risk and Reward Sharing and Governance Structures: Implications for Industry Strategy and Structure." *Journal on Chain and Network Science*, 6(1):45-54, 2006.
- Ehmke, Cole and Michael Boehlje. "INventure: A Software-Based Model Assessing Entrepreneurial Ventures." *Journal of Extension*, 44(2):1-6, April 2006.
- Detre, Joshua, Brian Briggeman, Michael Boehlje, and Allan W. Gray. "Scorecarding and Heat Mapping: Tools and Concepts for Assessing Strategic Uncertainty." *International Food and Agribusiness Management Review*, 9(1):71-92, 2006.
- Gray, Allan W. and Michael Boehlje, "Risk Sharing and Transactions Costs in Producer-Processor Supply Chains." *Choices*, 4<sup>th</sup> Quarter, 2005.
- Boehlje, Michael, Allan W. Gray and Joshua D. Detre. "Strategy Development in a Turbulent Business Climate: Concepts and Methods." *International Food and Agribusiness Management Review*, 8(2):1-20, 2005.
- Boehlje, Michael and Allan Gray. "Restructuring of the Ag Lending Markets: The FCS Dilemma." *Choices*, 1<sup>st</sup> Quarter, 2005.
- Gray, Allan, Michael Boehlje, Vincent Amanor-Boadu, and Joan Fulton. "Agricultural Innovation and New Ventures: Assessing the Commercial Potential." *American Journal of Agricultural Economics*, 86(5):1322-1329, 2004.
- Melvin, Jon, Michael Boehlje, Craig Dobbins, and Allan Gray. "The DuPont Profitability Analysis Model: An Application and Evaluation of an E-Learning Tool." *Agricultural Finance Review*, 64(1):75-89, 2004.
- Ehmke, C., C. Dobbins, A. Gray, A. Miller and M. Boehlje. "Which Way to Grow at MBC Farms?" *Review of Agricultural Economics*, 26(4):589-602, winter 2004.
- Barnard, Freddie and Michael Boehlje. "Using Farm Financial Standards Council Recommendations in the Profitability Linkage Model: The ROA Dilemma." *Journal of the American Society of Farm Managers and Rural Appraisers*, pp.7-11, 2004.
- Preckel, Paul V., Allan Gray, Michael Boehlje and Soungun Kim. "Risk and Value Chains: Participant sharing of risk and rewards." *Chain and Network Science*, pp. 25-36, 2004.
- Gray, Allan W., Michael D. Boehlje, Brent A. Gloy, and Stephen P. Slinsky. "How U.S. Farm Programs and Crop Revenue Insurance Affect Returns to Farm Land." *Review of Agricultural Economics*, 26(2):238-253, 2004.
- Boehlje, Michael. "Business Challenges in Commercialization of Agricultural Technology." *International Food and Agribusiness Management Review*, 7(1):91-104, 2004.

- Barnard, Freddie and Michael Boehlje. "Worksheets That Work for Measuring and Assessing Farm Financial Performance." *Journal of Extension*, 41(6):2003.
- Poray, Michael, Allan Gray, Michael Boehlje, and Paul Preckel. "Evaluation of Alternative Coordination Systems Between Producers and Packers in the Pork Value Chain." *International Food and Agribusiness Management Review*, 6(2):2003.
- Boehlje, Michael and Mark Darroch. "Capturing Value in the Supply Chain: The Case of High Oleic Acid Soybeans." *International Food and Agribusiness Management Review*, 5(1):87, 2002.
- Gray, A.W., B. Gloy, M. Boehlje, and S. Slinsky. "Impacts of Alternative Government Payment Mechanisms on the Probability Distribution of Returns to Land and the Value of Crop Revenue Insurance." *Review of Agricultural Economic*, 2(2004):238-253.
- Boehlje, Michael and Todd A. Doehring. "The Farm Security and Rural Investment Act of 2002 What It Means to You." *The RMA Journal*, pp. 16-19, December 2002-January 2003.
- Boehlje, Michael, Jay T. Akridge, and N.G. Kalaitzandonakes. "Success in the Agribusiness Market Place." *Journal of Agribusiness*, 20(1):31-39, Spring 2002.
- Lins, David, Alan Singleton, and Michael Boehlje. "Gerenciamento do Estresse nas Carteiras de Crédito Rural - Parte II." *Tecnologia de Credito*, pp 52-67, March 2002.
- Abbott, Phil, Mike Boehlje, and Otto Doering. "Coming to Grips with Globalization." *Choices*, pp. 43-46, Winter 2001-2002.
- Boehlje, Michael and David Lins. "Managing Stress in the Agribusiness Portfolio." *Technologia de Credito Credit Technology*, pp. 72-84, January 2002.
- Henderson, Jason R., Frank Dooley, Jay Akridge, and Michael Boehlje. "Distribution Channel Strategies and E-Business in the Agribusiness Industries." *Quarterly Journal of Electronic Commerce*, 2(1):47-66, 2001.
- Conterjnic, S. and M. Boehlje. "Where is it Better to Invest in Buying Farm Land, in Argentina or in the US?" *Revista de la Facultad de Aronomía*, 20(2):219-228, 2000.
- King, David A. and Michael D. Boehlje. "Extension: On the Brink of Extinction or Distinction?" *Journal of Extension*, 38(5):1-5, October 2000.
- Boehlje, Michael and Otto Doering. "Farm Policy in an Industrialized Agriculture." *Journal of Agribusiness*, 18(1):53-60, March 2000.
- Lins, David, Alan Singleton, and Michael Boehlje. "Managing Stress in the Agribusiness Portfolio." *The Journal of Lending & Credit Risk Management*, pp. 75-81, February 2000.

- Boehlje, Michael and David Lins. "Managing Stress in the Agribusiness Portfolio." *The Journal of Lending & Credit Risk Management*, pp. 37-42, December 1999/January 2000.
- Boehlje, Michael and Jeff Ray, "Contract vs. Independent Pork Production: Does Financing Matter?" *Agricultural Finance Review*, 59:31-42 (1999).
- Rulon, Rodney A., Dirk E. Maier, and Mike Boehlje. "A Post-Harvest Economic Model to Evaluate Grain Chilling as an IPM Technology." *Journal of Stored Products Research*, 35(1999)369-383.
- Boehlje, Michael. "Structural Changes in the Agricultural Industries: How Do We Measure, Analyze and Understand Them?" *American Journal of Agricultural Economics*, 81(5):1028-1041, August 1999.
- Barnard, Freddie L. and Michael Boehlje. "The Financial Troubleshooting of Farm Businesses: A Diagnostic and Evaluation System (DES)." *1998-99 Journal of the American Society of Farm Managers and Rural Appraisers*, pp 6-14, 1998.
- Boehlje, Michael and David A. King. "Extension on the Brink—Meeting the Private Sector Challenge in the Information Marketplace." *Journal of Applied Communications*, 82(3):21-36. 1998.
- Boehlje, Michael and David A. Lins. "Risks and Risk Management in an Industrialized Agriculture." *Agricultural Finance Review*, 58:1-16, 1998
- Boehlje, Michael and William Schiek. "Critical Success Factors in a Competitive Dairy Market." *Journal of Dairy Science*, 81:1753-1761, 1998.
- Muzinga, Ngamboko Papa, David Lins, and Michael Boehlje. "Higher Prices and Higher Cash Rents: Are Flexible Cash Rents the Answer?" *American Society of Farm Managers and Rural Appraisers*, pp. 23-29, 1997.
- Barry, Peter, Bruce Roberts, Michael Boehlje, and Timothy Baker, "Financing Capacities of Independent Versus Contract Hog Production." *Journal of Agricultural Lending*, 10(4):8-14, Summer 1997.
- Boehlje, Michael and Freddie Barnard, "High Performance Banking." *Journal of Agricultural Lending*, 10(3):30-33, Spring 1997.
- Carman, Hoy and Michael Boehlje, "Agriculture's Stake in Federal Income Tax Reform." *Choices* , pp. 4-7, Third Quarter, 1996.
- Monke, James, Michael Boehlje, and Glenn Pederson, "Farm Returns: They Measure Up to Returns to Other Investments." *The Best of Choices*, 1986-1996, pp. 25-28, 1996.

- Boehlje, Michael, "Serving (Delighting) Customers: The Ag Banker's Competitive Edge." *Journal of Agricultural Lending*, Vol. 9(4):7-13, Summer 1996.
- Boehlje, Michael, "Teaching Agribusiness Management in Lithuania: Developing An International Perspective for Undergraduate Teachers." *NACTA Journal*, June 1996.
- Boehlje, Michael and Lee F. Schrader. "Agriculture in the 21<sup>st</sup> Century." *Journal Production Agriculture*, Vol. 9(3):335-340, 1996.
- Boehlje, Michael and David Lins, "Lending to Integrated Agricultural Production Firms: Part II." *Journal of Agricultural Lending*, Vol. 9(3):18-22, Spring, 1996.
- Boehlje, Michael and J.H. Atkinson, "The Midwest Land Market: Will We Repeat the Boom-Bust Cycle?" *Journal of Agricultural Lending*, Vol. 9(3):4-8, Spring 1996.
- Boehlje, Michael, "Industrialization of Agriculture, What are the Implications?" *Choices*, pp. 30-33, First Quarter, 1996.
- Lins, David and Michael Boehlje, "Lending to Integrated Agricultural Production Firms: Part 1." *Journal of Agricultural Lending*, Vol. 9(2):20-27, Winter 1996.
- Boehlje, Michael, "Industrialization of Agriculture: What are the Policy Implications?", *Farm Foundation*, pp. 163-177, 1995.
- Boehlje, Michael, "Vertical Coordination and Structural Change in the Pork Industry: Discussion." *American Journal of Agricultural Economics*, Vol. 77(5):1225-1228, December 1995.
- Dobbins, Craig L., Michael Boehlje, Steven Erickson, and Robert Taylor. "Using Games to Teach Farm and Agribusiness Management." *Review of Agricultural Economics*, 17(1995):247-255.
- Boehlje, Michael. "The "New" Agriculture." *Choices*, pp. 34-35, Fourth Quarter, 1995.
- Duncan, Marvin, Michael Boehlje and David Lins. "Rural Credit Markets." *Choices*, pp. 4-7, Third Quarter 1995.
- Boehlje, Michael. "Concepts of Modern Agricultural Production." *American Society of Farm Managers and Rural Appraisers*, pp. 36-38, 1995.
- Barnard, Freddie and Michael Boehlje. "Evaluating Financial Position, Performance, and Repayment Capacity for Agricultural Businesses." *American Society of Farm Managers and Rural Appraisers*, pp. 73-79, 1995.

- Boehlje, Michael, Jay Akridge, and Dave Downey. "Restructuring Agribusiness for the 21st Century." *Agribusiness An International Journal*, 11(6):493-500, November/December 1995.
- Boehlje, Michael. "Evaluating Farm Financial Performance." *The Journal of the American Society of Farm Managers and Rural Appraisers*, 58(1): 109-115, June 1994.
- Boehlje, Michael. "Finance at the Frontier: Debt Capacity and the Role of Credit in the Private Economy." *Journal of Economic Literature*, Vol. 32 pp. 735-736, June 1994.
- Rao, Ananth, Glenn D. Pederson, and Michael D. Boehlje. "Farm Lender Asset and Funding Decisions: A Micro-Model Application." *Review of Agricultural Economics*, 16(1994):399-412.
- Boehlje, Michael, Jay Akridge and David Downey. "Financing Industrialized Agriculture." *Journal of Agricultural Lending*, Vol. 7, No. 4, Summer 1994, pp. 16-26.
- Boehlje, Michael. "Not Much Excitement in the Land Market." *Journal of Agricultural Lending* Vol. 7, No. 1, Fall 1993, pp. 20-22.
- Boehlje, Michael. "Industry Note: Environmental Regulation and Corporate Policy." *Agribusiness: An International Journal*, Vol. 9, No. 5, September 1993, pp. 495-508.
- Boehlje, Michael. "Some Critical Farm Management Concepts." *Journal of American Society of Farm Managers and Rural Appraiser*, Vol. 57, No. 1, May 1993, pp. 4-9.
- Boehlje, Michael. "Captive Finance Companies: The New Competition?" *Journal of Agricultural Lending*, Vol. 6 Issue 3, Spring 1993, pp. 16-19.
- Barnard, Freddie, Michael Boehlje, J.H. Atkinson, and Ken Foster. "Financing Agriculture in the Year 2000 Part II." *Journal of Agricultural Lending*, Vol. 6, Issue 2, Spring 1993, 6-16.
- Barnard, Freddie, Michael Boehlje, J.H. Atkinson, and Ken Foster. "Financing Agriculture in the Year 2000." *Journal of Agricultural Lending*, Vol. 6, Issue 1, Fall 1992, pp. 16-23.
- Boehlje, Michael. "Environmental Risks and Agricultural Lending." *Journal of Agricultural Lending*, (1992): 16-23.
- Monke, James D., Michael Boehlje, and Glenn Pederson. "Efficient Investment Strategies: Impacts of Tax Policies and Risk Preferences." *Agricultural Finance Review*, Vol. 52 (1992): 72-89.
- Boehlje, Michael, "Marketing Concepts for Agricultural Lenders." *Journal of Agricultural Lending*, Vol. 5, No. 2 (winter 1992): 9-15.

- Boehlje, Michael. "Alternative Models of Structural Change in Agriculture and Related Industries." *Agribusiness: An International Journal*, Vol. 8, No. 3 (May 1992): 219-231.
- Monke, James, Michael Boehlje, and Glenn Pederson. "Farm Returns: They Measure Up--The Authors Respond." *Choices*, Vol. 7, No. 2 (second quarter 1992): 35.
- Monke, James, Michael Boehlje, and Glenn Pederson. "Farm Returns: They Measure Up To Returns To Other Investments." *Choices*, (first quarter 1992): 28-30.
- Pederson, Glenn, Michael Duffy, Michael Boehlje, and Robert Craven. "Adjustable-Term Financing of Farm Loans." *Western Journal of Agricultural Economics*, Vol. 16, No. 2 (December 1991): 268-279.
- Boehlje, Michael, Glenn Pederson, and Ananth Rao. "Determinants of Restructured Farm Loan Performance." *Southern Journal of Agricultural Economics*, Vol. 23, No. 2 (December 1991): 39-48.
- Boehlje, Michael and Richard Levins. "Tenure in Agricultural Economics: A Five-Year Review." *Review of Agricultural Economics*, Vol. 13, No. 2 (July 1991): 293-298.
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