

## Steven C. Turner

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### Education

Ph.D.	Virginia Tech	Agricultural Economics	1986
M.S.	University of Georgia	Agricultural Economics	1981
B.A.	Mercer University	English Literature	1975

### Professional Experience

2016 – Present	Director, Southern Rural Development Center, Mississippi State University
2014- 2015	Interim Director, Southern Rural Development Center, Mississippi State University
2003-2015	Professor and Head, Department of Agricultural Economics, Mississippi State University
1986-2003	Assistant Professor to Professor, Department of Agricultural and Applied Economics, University of Georgia

### Executive Summary

Dr. Steve Turner is Director of the Southern Rural Development Center (SRDC) and a Professor in the Department of Agricultural Economics at Mississippi State University (MSU). He served as Head of the Department of Agricultural Economics at MSU for 12 years prior to his appointment at Director of the SRDC. Prior to August 2003, he was a Professor and Undergraduate Coordinator in the Department of Agricultural and Applied Economics at the University of Georgia. He has had additional administrative experience serving as Chair of the Council on Food, Agricultural and Resource Economics (C-FARE) and President of the Southern Agricultural Economics Association in 2002. In 2005, Dr. Turner was selected by the President of Mississippi State University to serve a five-year term as Faculty Athletic Representative (FAR). He still serves as FAR and served on the Executive Committee of the Southeastern Conference from 2010 to 2014.

His research has concentrated on marketing and finance with emphasis on the green and livestock sectors, along with futures and option markets. Some of his journal articles have addressed producer attitudes toward computerized marketing, a marketing order referendum for a specialty crop, target markets for retailers of landscape plants, supplementary information and markov processes in soybean futures trading, reputation selling in feeder cattle tele-auctions, computerization in the US ornamental nursery industry, designing an international shelled peanut futures contract, an experimental

examination of thin markets, the relative importance of the green industry in the United States agricultural economy, and cross-hedging cottonseed meal.

Dr. Turner received the Departmental Outstanding Undergraduate Teacher Award in 1987, 1991, 1995, and 1999. In 1992, he received the American Agricultural Economics Association (AAEA) Distinguished Teaching Award and in 1993 was awarded the Richard B. Russell Outstanding Undergraduate Teaching Award by the University of Georgia. He received the 1996 Distinguished Professional Contribution in the Teaching of a Course Award from the Southern Agricultural Economics Association (SAEA). In 2001, Dr. Turner was chosen to be in the University of Georgia Teaching Academy and was recognized by the Student Government Association with an Outstanding Teacher Award. At the University of Georgia, Dr. Turner advised the Agricultural and Environmental Economics Club and the student chapter of the National Agri-Marketing Association, in addition to coordinating an annual paper competition. As Undergraduate Coordinator, Dr. Turner was heavily involved in curriculum and administrative issues at the departmental, college, university, regional, and national levels. His teaching interests include agribusiness marketing, futures and option markets, and research methodology. In 2011, Dr. Turner received a Lifetime Achievement Award from the Southern Agricultural Economics Association.

### **Administrative Experience**

Director, Southern Rural Development Center, Mississippi State University, 2016 – Present.

The Southern Rural Development Center at Mississippi State University is one of four Regional Rural Development Centers in the United States funded by the United States Department of Agriculture. The Center coordinates research and extension activities with respect to community and economic development across 29 land grant institutions in 13 states and the southern territories.

Head, Department of Agricultural Economics, Mississippi State University, 2003 – 2015.

The Department of Agricultural Economics at Mississippi State University has been in existence since 1913 and over 1800 students have graduated with B.S. degrees and almost 600 graduate degrees have been awarded. Since 2003, the department has averaged 23 refereed journal articles per year, eleven awards per year, 110 undergraduates per year, eighteen graduate students per year, and \$677,722 in external grants and contracts per year. The department has two majors; Agribusiness, and Environmental Economics and Management (approved in Spring 2009). In 2003, the department had fifteen faculty with four of those having extension appointments. In 2015, the department has seventeen faculty with eight of those having extension appointments. These eight extension faculty include four faculty transferred from the Community and Resource Development and Food and Fiber units of the Mississippi State University Extension Service. Only two of the faculty in 2015 were faculty in 2003. During that time period there were eight retirements, sixteen hires, and ten faculty left for

other opportunities. These personnel changes were managed with the focus on productivity; students graduated, articles published, grants and contracts secured, and clientele served throughout the state and nation. The department had a 2014 budget of \$3,747,219 with \$2,060,059 being appropriated and \$1,687,160 being generated from other sources.

Chair, Board of Directors, Council on Food, Agricultural and Resource Economics (C-FARE), 2004 – 2007.

C-FARE is a non-profit organization dedicated to strengthening the national presence of the agricultural economics profession. Its mission is to help agricultural economists contribute to private and public sector decision-making on issues important to agricultural, rural, environmental, food safety and other related societal issues. During his tenure as chair of C-FARE, the organization's budget grew from \$100,000 to \$226,000, a summer student internship program was initiated, and the organization began coordinating review services to governmental agencies. In addition, C-FARE increased its presence in the USDA's Agricultural Marketing Service, National Agricultural Statistics Service, Cooperative State Research, Education, and Extension Service, Economic Research Service, Grain Inspection Packers and Stockyard Administration, Natural Resource Conservation Service, and the Risk Management Agency. Furthermore, annual funding from the American Agricultural Economics Association increased from \$17,000 to \$35,000.

President, Southern Agricultural Economics Association, 2002

The Southern Agricultural Economics Association (SAEA) is a professional organization of agricultural and applied economists that provides an intellectual forum through its journal, the *Journal of Agricultural and Applied Economics (JAAE)*, and its annual meetings for the application of economic analysis to the southern United States. During his tenure as President, funds were secured and 30 years of archived *JAAEs* were digitized and put on-line.

### **Honors and Activities**

Lilly Fellowship, Univ. of Ga., 1987; Outstanding Undergraduate Teacher, Ag. Econ. Club, University of Georgia, 1987, 1991, 1995, 1999; D.W. Brooks Faculty Award for Excellence in Teaching, College of Agricultural & Environmental Sciences, University of Georgia, 1991; AAEEA Distinguished Teaching Award (Less than 10 Years), 1992; Agricultural Alumni Association Teaching Award, Agricultural Alumni Association, University of Georgia, 1992; Richard B. Russell Outstanding Undergraduate Teaching Award, University of Georgia, 1993; Distinguished Professional Contribution in the Teaching of a Course, SAEA, 1996; Teaching Academy, University of Georgia, 2001; Outstanding Teacher Award, University of Georgia, Student Government Association, 2001; President, Southern Agricultural Economics Association, 2002; Board Member, Council on Food, Agricultural, Resource Economics, 2001-Present; Chairman, Council

on Food, Agricultural, Resource Economics, 2004-2007; 2006 J. W. Fanning Distinguished Professional Award, The Agricultural Economics Association of Georgia (AEAG); 2007 Award of Excellence, University of Georgia's College of Agricultural and Environmental Sciences Alumni Association, 2011 Lifetime Achievement Award, Southern Agricultural Economics Association

## **Teaching**

Courses taught (University, Number of times)

AEC 2410 Agricultural Finance (Virginia Tech, once)  
AAE 304 Economics of Agricultural Marketing (University of Georgia, five)  
AAE 3100 Food and Fiber Marketing (University of Georgia, thirteen)  
AAE 467/667 Agricultural Prices (University of Georgia, once)  
AAE (FIN) 4870/6970 Futures and Option Markets (University of Georgia, twenty-four)  
AAE 4990 Special Topics - Undergraduate Research Paper Project (University of Georgia, once)  
AEC 2713 Introduction to Food and Resource Economics (Mississippi State University, five)  
AEC 4113/6113 Agribusiness Firm Management, (Mississippi State University, four)  
SLCE 1001 SEC Football: Beyond the Field, (Mississippi State University, four)  
GLC 1002 Day One Leadership Community (Action Team Leader, Mississippi State University, four)

Graduate Advisory Committees

Major Professor

Tamika Tolbert, M.S., 2002  
G. Bart Pennington, 1999  
Audrey Luke, M.S., 1998  
Ibrahima Yague, Ph.D., 1998  
Randy Cleland, M.S., 1996  
Anurag Mishra, M.S., 1996  
Monica Andrews, M.S., 1994  
Bin Huang, M.S., 1993  
Beth Adams, M.S., 1993  
Pramoj U-Nontakarn, M.A.E., 1992  
David Purcell, M.S., 1991  
Nancy Dykes, M.S., 1990  
Greg Tyler, M.S., 1990  
Brian Goggin, M.S., 1988

Member, Advisory/Reading Committee:

Lee Hall, M.S., 2002,

Marionette Holmes, Ph.D., 2002  
Irfan Tareen, M.S. (Statistics), 2000  
Marie Truesdale, Ph.D., 2000  
Todd Ray, M.S., 2000  
Svitlana Chavarha, M.S., 1998  
Ecio Costa, M.S., 1998  
Jan Wojciechowski, Ph.D., 1998  
Tommie Shepherd, Ph.D., 1998  
Xuecai Wang, Ph.D., 1998  
Brola Lordkipanidze, M.S., 1998  
Paul Stavriotis, M.S., 1998  
Ibrahima Yague, M.S., 1994  
Albert Williams, Ph.D., 1993  
Laslo Pocsi, M.S., 1993  
Mike Hawks, M.A.E., 1992

## **Research**

### **Refereed and Invited Journal Articles**

Turner, Steve C., James E. Epperson, and Stanley Fletcher. "Producer Attitudes Toward Multicommodity Electronic Marketing." *American Journal of Agricultural Economics*, 65(4):818-822, 1983.

French, Nona R., and Steven C. Turner. "The Introduction of Experimental Economics in the Agricultural Marketing Classroom." *National Association of Colleges and Teachers of Agriculture Journal*, 33(1):33-36, 1989.

Centner, T. J., S. C. Turner, and J. T. Bryan. "Product Differentiation Protection: Developing a Strategy for Multiple Producers of Regional Specialty Crops." *Journal of Food Distribution Research*, 20(3), 1989:13-19.

Mixon, Bobby, Steven C. Turner, and Terence J. Centner. "An Empirical Analysis of a Marketing Order Referendum for a Special Crop." *Western Journal of Agricultural Economics*. 15(1):144-150, 1990.

Turner, S. C., J. H. Dorfman, and S. M. Fletcher. "Target Markets for Retail Outlets of Landscape Plants." *Southern Journal of Agricultural Economics* (22)1:177-183, 1990.

Turner, S. C., and J. H. Dorfman. "Retail Target Markets for Landscape Plants." *Journal of Environmental Horticulture* 8(3):115-117, 1990.

Turner, S. C., N. S. Dykes, and J. McKissick. "Feeder Cattle Price Differentials in Georgia Teleauctions." *Southern Journal of Agricultural Economics*, (23)2:75-84, 1991.

- Turner, S. C., J. E. Houston, and T. L. Shepherd. "Supplementary Information and Markov Processes in Soybean Futures Trading." *Journal of Futures Markets*, 12(1):61-74, 1992.
- Turner, S. C., J. McKissick, M. A. McCann, and N. S. Dykes. "Market Value and Managerial Decisions: Implications from a Decade of Feeder Cattle Teleauctions." *Journal of Animal Science*. 70(1992):1015-1021.
- Wise, J. O., and S. C. Turner. "Effects of the Farm Financial Crisis on the Profitability of Agribusiness Firms." *Journal of Agribusiness*, 10(2):37-48, 1992.
- Turner, S. C., J. McKissick, and N. S. Dykes. "Reputation Selling in Feeder Cattle Teleauctions." *Review of Agricultural Economics*. 15(1):9-19, 1993.
- Gunter, Lewell F., and Steven C. Turner. "Computerization in the US Ornamental Nursery Industry." *Agribusiness*. 9(1):77-90, 1993.
- Purcell, D., S. C. Turner, and J. E. Houston. "A Portfolio Approach to Woody Ornamental Production and Marketing." *Journal of Agricultural and Applied Economics*. 25(2):1-7, 1993.
- Turner, S. C. "Morale and Faculty Development in Agricultural Economics: Discussion." *Journal of Agricultural and Applied Economics*. 25(1):24-26, 1993.
- Pocsi, L., B. R. Miller, C. L. Huang, S. C. Turner. "An International Shelled Peanut Futures Contract: The Use of Conjoint Analysis in New Contract Design." *Review of Futures Markets*. 13(1):219-247, 1994.
- Hinson, R. A., and S. C. Turner. "Choice of Nursery-Appropriate Marketing Channels in the Landscape Plant Industry." *Journal of Environmental Horticulture*. 12(2):76-79, 1994.
- McLemore, D. L., A. G. Keeler, and S. C. Turner. "The Future(s) of Pollution Control: The Case of the Acid Rain Program." *Journal of Agribusiness* 12(1):69-84, 1994.
- Hinson, R. A., S. C. Turner, and J. R. Brooker. "Transaction Methods Among Wholesale U.S. Nurseries." *Agribusiness: An International Journal*, 11(2):147-154, 1995.
- Nelson, R., and S. C. Turner. "An Experimental Examination of Thin Markets." *Journal of Agricultural and Applied Economics* 27(1):149-160, July, 1995.
- Turner, S.C. "Remembering the Role of Research in Developing a University Student." *Review of Agricultural Economics* 17(1):7-11, May, 1995.
- Turner, S.C. and W. Kriesel. "The Relative Importance of the Green Industry in the United States Agricultural Economy." *Journal of Agribusiness* 13(1):51-62, 1995.

Pocsi, Laszlo, Chung L. Huang, Steven C. Turner, and Bill R. Miller, "Feasibility of Trading International Futures Contracts for Shelled Peanuts." *Journal of International Food & Agribusiness Marketing* 8(2):49-64, 1996.

Barton, S.S., J.R. Brooker, C.R. Hall and S.C. Turner. 1998. "Review of Consumer Preference Research in the Nursery and Landscape Industry." *Journal of Environmental Horticulture*. 16(2):118-124.

P.A. Stavriotis, J.E. Houston, C.S. McIntosh, and S.C Turner. 1999. "Leading Indicators for Regional Cotton Acreage Response: Structural and Time-Series Modeling Results." *Journal of Agricultural and Applied Economics*, 31:3(December):507-517.

B. Behe, R. Nelson, S. Barton, C. Hall, C. Safley, and S. Turner. "Consumer Preferences for Geranium Flower Color, Leaf Variation, and Price." *Hortscience*.34 (3), July 1999, 740-742.

J. Wojciechowski, G. Ames, S. Turner and B. Miller. "Marketing of Cotton Fiber in the Presence of Yield and Price Risk." *Journal of Agricultural and Applied Economics*. 32,3(December 2000):521-529.

S. M. Rahman, S. C. Turner, and E. F. Costa. "Cross-Hedging Cottonseed Meal." *Journal of Agribusiness*, Fall, 2001, 19:2, 163-171.

Wang, Xuecai, Jeffrey H. Dorfman, John McKissick, and Steven C. Turner. "Optimal Marketing Decisions for Cattle under Price Risk." *Journal of Agricultural and Applied Economics*. 33(3), December 2001, 431- 444.

Turner, Steven C. "Markets and You." *Journal of Agricultural and Applied Economics*. 34(2), August 2002, 267-273.

Costa, E. F. and S. C. Turner. "Price Risk Management for Peanut Meal." *Journal of International Food & Agribusiness Marketing* 13(2):99-109, 2003.

Mahfuzar, S., J.H Dorfman, and S.C. Turner. "A Bayesian Approach to Optimal Cross-Hedging of Cottonseed Products Using Soybean Complex Futures." *Journal of Agricultural and Resource Economics*. 29(2), August 2004, 260-275.

### **Books Authored or Co-authored**

Schwager, Jack D. and Steven C. Turner. *Schwager on Futures: Fundamental Analysis - A Study Guide*. John Wiley and Sons, Inc., 1996.

Bierovic, Thomas A., Steven C. Turner, and Jack D. Schwager. *Schwager on Futures: Technical Analysis - A Study Guide*. John Wiley and Sons, Inc., 1997.

## **Chapters (Articles) in Books**

Turner, S. C. (1989). "Experiment in Price Discovery." In Ralph Burns and Gerald Stone (Eds.). *Great Ideas for Teaching Economics*, 4th edition (pp. 82-83). New York: Harper Collins Company.

## **Bulletins or Reports**

Turner, Steven C., and James E. Epperson. Cost of Analysis of Alternative Communication Systems for Computerized Agricultural Marketing. University of Georgia Agr. Exp. Stations, Research Bulletin 292, April 1983.

Epperson, J. E., S. C. Turner, S. M. Fletcher. The Potential Acceptance of Electronic Marketing by Agricultural Producers in Southwest Georgia. University of Georgia Agr. Exp. Stations, Research Bulletin 316, September 1984.

Turner, Steven C., Wayne D. Purcell, and James B. Bell. The Implications of Interviews with Eastern United States Grain Traders to a Computerized Trading System for Grains. Virginia Cooperative Extension Service, Publication 446-326, May 1985.

Centner, T. J., S. C. Turner, J. T. Bryan, and W. O. Mizelle. Product Differentiation Protection: Vidalia Onions as a Case Study of Regional Specialty Crops. University of Georgia Agr. Exp. Stations, Research Bulletin 576, November 1989.

Brooker, John R., and Steven C. Turner. Trade Flows and Marketing Practices Within the United States Nursery Industry. Southern Cooperative Series Bulletin 358, University of Tennessee, Knoxville, TN, October 1990.

Turner, Steven C., and Nancy S. Dykes. Price and Basis Analysis Across a Decade of Georgia Feeder Cattle Teleauctions. Research Institute on Livestock Pricing. Agricultural Economics, Virginia Tech, Research Bulletin 1-90, July 1990.

Turner, Steven C., and Bobby J. Mix on. A Market Examination of Georgia Ornamental Plant Industry, University of Georgia Agricultural Experiment Stations, Research Report 593, February 1991.

## **Journal Abstracts**

Epperson, J. E., D. H. Carley, C. L. Huang, S. M. Fletcher, and S. C. Turner. "Cost Analysis of Alternative Computerized Systems for the Marketing of Multiple Agricultural Commodities." *Southern Journal of Agricultural Economics*, 14(1982):172.

Turner, S. C., J. E. Epperson, and S. M. Fletcher. "Producer Attitudes Toward Electronic Marketing--An Application of Multivariate Probit Analysis." *Southern Journal of Agricultural Economics*, 14(1982):172.



Turner, Steve, and Dave Kenyon. "An Analysis of Virginia Farmer Price Forecasts." *Southern Journal of Agricultural Economics*, 15(1983):168.

Turner, S. C. "A Demonstration Model of a Grain Electronic System." *Southern Journal of Agricultural Economics*, 19(1987).

Turner, S. C. "Rumblings from Communication Theory and a More Complete Framework for Price Discovery Mechanisms." *American Journal of Agricultural Economics*, 68(4):1085, 1987.

French, N., and S. C. Turner. "Experimental Economics Methodology: A Research Tool with Potential for Teaching Agricultural Marketing." *American Journal of Agricultural Economics*, 69(4):1082, 1987.

Turner, S. C. "Experimental Economics and Agricultural Marketing: Experience and Opportunities." *Southern Journal of Agricultural Economics*, (20)1988:215.

Centner, T. J., S. C. Turner, and J. T. Bryan. "Differentiating Vidalia Onions to Preserve Grower's Price Premiums." *Southern Journal of Agricultural Economics*, 20(1988).

Turner, S. C. "Current Laboratory Market Experiments in Agricultural Economics" (Symposia Abstract). *American Journal of Agricultural Economics*, 69(4):1177, 1988.

Mixon, Bobby, S. C. Turner, and T. J. Centner. "An Empirical Analysis of a Marketing Order Vote for a Specialty Crop: The Georgia Vidalia Onion Case." *Sociological Abstracts*, Rural Sociological Society, Supplement 151, August 1988.

Turner, S. C., and F. Steglin. "Market and Economic Research in Ornamental Horticulture, The New and Fastest Growing Agricultural Industry in the United States." (Symposium Abstract), *American Journal of Agricultural Economics*, 71(5):1329, 1989.

Dykes, N. S., and S. C. Turner. "Electronic Markets and Feeder Cattle Price Differentials." *Southern Journal of Agricultural Economics*, 23(1991).

Turner, S. C. "Establishing and Maintaining a Teaching Network: The Example for a Futures and Options Course." (Symposium Abstract), *American Journal of Agricultural Economics*, 73(5):1525, 1991.

Gunter, L. and S. C. Turner. "Computerization in the United States Ornamental Nursery Industry." *Southern Journal of Agricultural Economics*. 24 (1992).

Turner, S. C., J. McKissick, and N. S. Dykes. "Reputation Selling in Feeder Cattle Teleauctions." *Southern Journal of Agricultural Economics*, 24 (1992).

Hinson, R., S.C. Turner, and J. Brooker. "Transactions Methods Among Wholesale Ornamental Nurseries: Which are Important?" *Journal of Agricultural and Applied Economics*, 25(1):292, 1993.

Turner, S. C. and B. Huang. "Graduate Student Authorship in Selected Agricultural Economics Agribusiness Journals During the 1980's." *Journal of Agricultural and Applied Economics*, 25(1):293, 1993.

Keeler, A.G., D.L. McLemore, and S.C. Turner. "A Sulfur Dioxide Futures Contract?" *Journal of Agricultural and Applied Economics* 26(1):328, 1994.

Huang, B., Turner, S. C., and J. E. Houston. "Strategic Rollover Hedging." *Journal of Agricultural and Applied Economics*. 26(2):334, 1994.

Turner, S. C. "Simulated and Real Trading in Futures and Options Markets." *American Journal of Agricultural Economics* 76(5):1236, 1994.

Yague, I., J. Houston, S.C. Turner, and L.F. Gunter. "Connecting Technical and Fundamental Analysis of Futures Markets." *Journal of Agricultural and Applied Economics* 27(1):317, July, 1995.

Cleland, R.E., S.C. Turner, and F. Stegelin. "An Empirical Analysis of Out-of-State Wholesale Product Sales by U.S. Nurseries." *Journal of Agricultural and Applied Economics*. 29(1): 208, July, 1997.

Turner, S.C. and L.F. Gunter. "Present and Future Computerization Trends in the U.S. Landscape Plant Industry." *Journal of Agricultural and Applied Economics*. 29(1): 200, July, 1997

Yague, I., S.C. Turner, and J. Houston. "Bayesian Inference for Structural Shift: The Case of Red Meat Demand." *Journal of Agricultural and Applied Economics*. 29(1): 214, July, 1997.

Stavriotis, P.A., J.E. Houston, C.S. McIntosh, and S.C Turner. "Leading Indicators for Regional Cotton Acreage Response: Structural and Time-Series Modeling." *Journal of Agricultural and Applied Economics*. 30(1): 233, July, 1998.

Lord, Y.S. and S.C. Turner. "Basis Risk for Rice." *American Journal of Agricultural Economics*. 80(5): December, 1998

Pennington, G.B., F.E. Stegelin, and S.C. Turner. "The Industry has Changed, Have You? The Story of AGCO." *American Journal of Agricultural Economics*. 80(5): December, 1998.

Turner, S. C. and F. E. Stegelin. "Structural Analysis of the Nursery Industry: A Study of Public Firms." *Journal of Agricultural and Applied Economics*, 31(3):383, December, 1999.

Murry, A., S. Turner, M. Nelson, and S. Gelaye. "Target Markets for Goat Products." *Journal of Agricultural and Applied Economics*, 31(3):401, December, 1999

Wojciechowski, J., G. Ames, and S. Turner. "Marketing of Cotton Fiber in the Presence of Yield and Price Risk." *Journal of Agricultural and Applied Economics*, 31(3):391, December, 1999

Nelson, M., N. Brown, S. Turner, S. Mobini, and S. Gelaye. "Goat Producer Ratings of Markets and Production Problems." *Journal of Agricultural and Applied Economics*, 32:2(August 2000):398.

Turner, S. C. and F. E. Stegelin. "A Price Analysis of Selected Ornamental Plant Products in Georgia." *Journal of Agricultural and Applied Economics*, 32:2(August 2000):406.

Pennington, G.B., S.C. Turner, J.E. Epperson, and F.E. Stegelin. "Factors Determining Initial Public Offering Readiness of Agribusiness Firms." *Journal of Agricultural and Applied Economics*, 32:3(August 2000):393.

Costa, E.F. and S.C. Turner. "Price Risk Management for Peanut Meal." *Journal of Agricultural and Applied Economics*, 33:3(December 2001):607.

Turner, S.C. and V. Heboyan. "Managing Price Risk in Cotton Production Using Strategic Rollover Hedging." *Journal of Agricultural and Applied Economics*, 33:3(December 2001):607.

## **Proceedings**

Epperson, J. E., and S. C. Turner. "Potential For A Multiple Commodity Electronic Marketing Exchange For Agricultural Commodities." in Proceedings of Electronic Marketing of Agricultural Commodities Seminar. (Sponsored by Agriculture Canada, Winnipeg, Manitoba, 1981:164-181.)

Turner, Steven C. "Evaluating Electronic Marketing: Established Uses, Developing Uses, and Prospective Uses," in Papers on U.S. and Virginia Agriculture Policy: Where To? For Whom? Why? (Proceedings of conference sponsored by Virginia Cooperative Extension Service, Harrisonburg, Virginia, June 21-22, 1983).

Purcell, Wayne D., and Steven C. Turner. "Micro Computers in Marketing: A Computerized Grain Trading System." Proceedings: Computers in Agricultural Marketing, North Central Computer Institute Workshop, Des Plains, Illinois, October 13-16, 1986.

Turner, S. C. "An Analysis of Expenditures on Landscape Plants in Georgia." Proceedings of Southern Nurserymen's Association Research Conference Thirty-Third Annual Report 1988, Southern Nurserymen's Association Research Conference, 1988:208-212.

Turner, S. C., and S. M. Fletcher. "An Economic Analysis of Retail Outlet Selection of Environmental Plants." Proceedings of Southern Nurserymen's Association Research Conference Thirty-fourth Annual Report 1989, Southern Nurserymen's Association Research Conference, 1989:172-175.

Turner, S. C., J. E. Houston, and T. L. Shepherd. 1989. "Another Tool in the Technical Analyst's Toolbox: A Markov Indicator for Soybean Futures." Proceedings - Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management. Chicago, Illinois. pp. 192-206.<sup>b</sup>

Turner, S. C. "Computer Use in the Georgia Nursery Industry." Proceedings of Southern Nurseryman's Association Research Conference Thirty-fifth Annual Report 1990, Southern Nurseryman Association Research Conference, 1990:203-207.

Turner, S. C. "The Importance of Advertising Media and Store Characteristics in Landscape Purchases and Retail Outlet Selection Decisions." Proceedings of Southern Nurseryman's Association Research Conference Thirty-sixth Annual Report 1991, Southern Nurseryman Association Research Conference, 1991:336-338.

Turner, S. C. and C. R. Hall. "Advertising Media Selection By Landscape Plant Producers." Proceedings of Southern Nurseryman's Association Research Conference Thirty-Seventh Annual Report 1992, Southern Nurseryman Association Research Conference, 1992:378-383.

Brooker, J. R., S. C. Turner, and R. Hinson. "Factors Limiting The Expansion of Environmental Plant Nurseries: A Comparison Across 23 States." Proceedings of Southern Nurseryman's Association Research Conference Thirty-Seventh Annual Report 1992, 1992:354-358.

Hinson, R., S. C. Turner, and J. R. Brooker. "Factors That Influence Transaction Methods of Landscape Plant Producers." Proceedings of Southern Nurseryman's Association Research Conference Thirty-Seventh Annual Report 1992, 1992:373-377.

Adams, Beth and S. C. Turner. "A Comparison of Traditional Auctions, Teleauctions, and Satellite Video Auctions: Price Differences Between Markets." 1993. Proceedings-Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management. Chicago, Illinois. pp. 181-194.

Hinson, R. A., and S. C. Turner. "Marketing Channels Used by Ornamental Nurseries." Proceeding of Southern Nurseryman's Association Research Conference Thirty Eight Annual Report 1993, 1993: 245-250.

Turner, S. C. and W. Kriesel. "The Green Industry's Interlinkages with Georgia Economy." Proceeding of Southern Nurseryman's Association Research Conference Thirty Ninth Annual Report 1994, 1994: 243-245.

Brooker, J.R., R.A. Hinson, and S.C. Turner. "Adjustment in the Distribution of Nursery Sales by Plant Category and Root Packaging: 1988 to 1993." Proceedings of the Southern Nurseryman's Association Research Conference Fortieth Annual Report 1995. 1995:356-360.

Turner, S.C., F. Stegelin, and R.E. Cleland. 1996. "Influential Factors on Out-of-State Product Sales by U.S. Wholesale Nurseries." Proceedings of the Southern Nurseryman's Research Conference Fortieth Annual Report 1996. 1996: 330-333.

Turner, Steven C. "Quality in the Management Function in the U.S. Green Industry: Trends in Computerization." Quality Issues in the U.S. Green Industry - Proceedings of a Free Session at the AAEA Annual Meeting, San Antonio, TX, July 28-31, 1996, Tennessee State University Publication Number 97-0087(A)-3-532269, pp. 11-18.

Turner S.C., "The Stability of Target Markets for Retail Outlets of Landscape Plants." Proceedings of the Southern Nurseryman's Association Research Conference Forty Second Annual Report 1997. 1997:400-402.

Turner, Steven C., Timothy A. Park, and John McKissick. "Basis Patterns for Feeder Cattle Teleauctions in Georgia." Proceedings of NCR-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management. Chicago, IL, April 21-22, 1998, pp. 63-83.

Wang, Xuecai, Jeffrey H. Dorfman, John McKissick, and Steven C. Turner. "Optimal Marketing Decisions for Cattle under Price Risk." Proceedings of NCR-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management. Chicago, IL, April 21-22, 1998, pp. 226-231.

Turner, S.C. and F.E. Stegelin. "Structural Change in the Nursery Industry: Mergers and Acquisitions Versus Internal Growth." Proceedings of the Southern Nurseryman's Association Research Conference Forty Third Annual Report 1998. 1998:.268-271.

Turner, S.C., and F.E. Stegelin. "A Price Analysis of Selected Ornamental Plant Products in Georgia." Proceedings of the Southern Nurseryman's Association Research Conference Forty Fourth Annual Report 1999. 1999:538-541.

S.C. Turner and J. R. Brooker. "The Status of Computerization for U.S. Landscape Plant Producers." Proceedings of the Southern Nurseryman's Association Research Conference Forty Fourth Annual Report 2000. 2000: 254-257.

Brooker, J.R., R.A. Hinson, and S.C. Turner. "Marketing and Distribution: Structural Changes in Selected States." Proceedings of the Southern Nurseryman's Association Research Conference Forty Fourth Annual Report 2000.2000: 494-499.

Brooker, J.R., S.C. Turner, and R.A. Hinson. "Factors Important to Price Determination and Expansion of Geographic Trading Area." Proceedings of the Southern Nurseryman's Association Research Conference Forty Fourth Annual Report 2000. 2000: 500-504.

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### **Other Publications**

Turner, Steven C., Wayne D. Purcell, and James B. Bell. *Grain Electronic Trading System (GETS) User Manual*. Virginia Tech Department of Agricultural Economics, UGCP-6, September 1985.

Turner, S. C. "Landscape Expenditures Analysis for Georgia Consumers." *American Nurseryman*, July 1, 1989, p. 202.

Centner, T. J., S. C. Turner, and J. T. Bryan. Differentiating Vidalia Onions to Preserve Growers' Price Premium. University of Georgia, Division of Agricultural Economics, Faculty Series 88-08, 1988.

Turner, S. C., and S. M. Fletcher. "An Analysis of Expenditures on Landscape Plants in Georgia." University of Georgia, Division of Agricultural Economics, Faculty Series 88-88, 1988.

Turner, S. C., J. E. Houston, and T. L. Shepherd. "Another Tool in the Technical Analyst's Toolbox: A Markov Indicator for Soybean Futures." Division of Agricultural Economics, University of Georgia Faculty Series 89-31, 1989.

Turner, S. C. (editor), Phillips, T., D. Johnson, H. Kneen, and J. Brooker. "Market and Economic Research in Ornamental Horticulture, The Newest and Fastest Growing Agricultural Industry in the United States." University of Georgia, Division of Agricultural Economics, Faculty Series, FS90-6, 1990.

Turner, S. C., and J. H. Dorfman. "Identifying Retail Target Markets." *American Nurseryman*, February 1, 1991.

Turner, S. C. "The Importance of Advertising Media and Store Characteristics in Landscape Plant Purchase and Retail Outlet Selection Decisions." *American Nurseryman*, October 15, 1992.

Turner, S. C. "Georgia Household Purchase Patterns of Landscape Plants." *Georgia Green Industry Newsletter*. March, 1994.

Stegelin, F. and S. C. Turner. "Changes and Trends in the Georgia Nursery Industry." *Georgia Green Industry Newsletter*. March, 1995.

Stegelin F. and S. C. Turner. "Business Characteristics of Georgia's Shade and Ornamental Nursery Industry." *Georgia Green Industry Newsletter*. March 1995.

Stegelin F. and S. C. Turner. "Observations on Marketing Activities by Georgia's Nursery Industry." *Georgia Green Industry Newsletter*. March 1995.

Turner, S.C. "Patterns of Landscape-Plant Consumption." *American Nurseryman*. 182(4):104-105. April, 1995.

S.C. Turner. "The Stability of Target Markets for Retail Outlets of The Stability of Target Markets for Retail Outlets of Landscape Plants." *Georgia Green Industry Association Journal*. February 1998.

Turner, S.C. "The Stability of Target Markets for Retail Outlets of The Stability of Target Markets for Retail Outlets of Landscape Plants." *Georgia Green Industry Association Journal*. February 1998:

Stavriotis, P.A., J.E. Houston, C.S. McIntosh, and S.C Turner. "Leading Indicators for Regional Cotton Acreage Response: Structural and Time-Series Modeling Results." FS 98-02, Dept. of Agricultural and Applied Economics, COAES, UGA, January, 1998.

Lee, John, Steven C. Turner, et al. 2009. *A Review of the USDA-NASS Agricultural Prices Program: Challenges and Opportunities for the 21<sup>st</sup> Century*, Council on Food, Agricultural and Resource Economics, Washington DC.

### **Publications of Limited Circulation**

Turner, S. C. (Editor). (1991, August). *Futures and Options Course Outlines, Problems, and Exams*. Available from S. C. Turner, Department of Agricultural and Applied Economics, University of Georgia, Athens, Georgia 30602.

## Other Creative Contributions

Virginia Tech--Steven C. Turner and Ron D. Wilson. *Grain Electronic Trading System (GETS)*. (A Microcomputer Demonstration Program for A Computerized Trading System for Grain), Copyright Registration Number TXU 242111, March 21, 1986.

Barker, Jennifer M., and S. C. Turner. "A Manager's Handbook to the University of Georgia Futures Trading Game." University of Georgia, Department of Agricultural Economics, 1988.

## Grants Received

<u>DATE</u>	<u>PROPOSAL TITLE</u>	<u>SUBMITTED TO:</u>	<u>AMOUNT</u>	<u>PRIN./ COOP.</u>
1987	Interactive Commodity and Financial Instrument Futures Contract Trading on MUSIC	University of Georgia: Office of Instructional Development (OID)	\$2,000	Co-Prin.
1987	A Teacher's Guide to Economic Exchange Experiments in the Classroom	University of Georgia: Office of Instructional Development (Lilly Fellowship)	\$2,000	Principal
1989	Livestock Marketing in the 2000's: Forward Pricing of Feeder Cattle Using Futures and Electronic Marketing	Research Institute on Livestock Pricing	\$8,717	Principal
1995	Creating A Futures Market Simulator for the Internet	Learning Technologies in Higher Education Program, University of Illinois	\$33,745	Co-Prin
1996	A Futures and Options Trading Simulator for the World Wide Web	Higher Education Challenge Grant Program	\$75,022	Co-Prin
1996	A Futures and Options Market Exercises for University Students	Farm Foundation	\$5,000	Principal



<u>DATE</u>	<u>PROPOSAL TITLE</u>	<u>SUBMITTED TO:</u>	<u>AMOUNT</u>	<u>PRIN./ COOP.</u>
2000	Interactive Classrooms and Connected Students	University of Georgia Office of Instructional Support and Development	\$14,600	Principal
2001	Digitizing the <i>Journal of Agricultural and Applied Economics</i>	American Agricultural Economics Association Foundation	\$3,412.	Principal
2009	Risk Management and Market Volatility	Cotton, Inc.	\$3,000	Principal
2010	Risk Management and Market Volatility	Cotton, Inc.	\$3,000	Principal
2011	Agricultural and Forestry Land Values	Mississippi Department Revenue	\$656,714	Principal
2011	U.S. Soy Incremental Value	Purdue University/United Soybean Board	\$22,823	Principal
2014	Agricultural Land Values	Mississippi Department Revenue	\$239,238	Principal
2014	Agricultural Land Values	Mississippi Department Revenue	\$288,923	Principal
2014	Southern Rural Development Center	USDA/NIFA	\$218,995	Principal
2014	Sustaining Civic Capacity in The Rural South	Kettering Foundation	\$43,000	Principal
2015	Southern Rural Development Center	USDA/NIFA	\$237,285	Principal

### **Recognition and Outstanding Achievements**

<u>Honor or Recognition</u>	<u>Year</u>	<u>Awarded by</u>
Gamma Sigma Delta	1981	Agriculture Honor Society
Lilly Fellowship	1987	University of Georgia

<u>Honor or Recognition</u>	<u>Year</u>	<u>Awarded by</u>
Outstanding Undergraduate Teacher	1987	Agricultural Economics Club - Univ. of Georgia
AgHon (Honorary Member)	1988	University of Georgia
Graduate Faculty	1991	University of Georgia
Outstanding Undergraduate Teacher	1991	Agricultural Economics Club - Univ. of Georgia
D. W. Brooks Faculty Award for Excellence in Teaching	1991	College of Agriculture and Environmental Sciences - University of Georgia
American Agricultural Economics Association Distinguished Teaching Award (Less than 10 years)	1992	American Agricultural Association
Teaching Award of Merit	1992	National Association of Colleges of Teachers of Agriculture
Superior Teaching Recognition	1992	Honors Day Convocation - University of Georgia
Agricultural Alumni Association Teaching Award Association	1992	University of Georgia Agricultural Alumni
Richard B. Russell Outstanding Undergraduate Teaching Award	1993	University of Georgia
Visiting Scholar	1995	University of Illinois
Outstanding Undergraduate Teacher	1995	Agricultural & Environmental Economics Club, University Of Georgia
Distinguished Professional Contribution in the Teaching of a Course	1996	Southern Agricultural Economics Association
Graduate Faculty	1998	University of Georgia

<u>Honor or Recognition</u>	<u>Year</u>	<u>Awarded by</u>
Outstanding Undergraduate Teacher	1999	Agricultural & Environmental Economics Club, University Of Georgia
Teaching Academy	2001	University of Georgia
Outstanding Teacher Award	2001	University of Georgia, Student Government Association
Van Buren Lecture	2001	Ohio State University, Dept of Agricultural, Resource, and Development Economics
Visiting Professor	2001	University of West Indies, Department of Agricultural Economics
Outstanding Graduate Faculty Award	2002	Graduate Student Association, Agricultural and Applied Economics Department, University of Georgia
J. W. Fanning Distinguished Professional Award	2006	The Agricultural Economics Association of Georgia
Award of Excellence	2007	University of Georgia's Agricultural and Environmental Sciences Alumni Association
Lifetime Achievement Award	2011	Southern Agricultural Economics Association

### **Supervision of Student Research**

#### **Theses Directed**

Goggins, Brian. "A Probability Distribution Based Analysis of Corn Programs." M.S. Thesis, Department of Agricultural Economics, University of Georgia, 1988.

Dykes, Nancy. "An Empirical Analysis of Livestock Tele-Auctions in Georgia." M.S. Thesis, Department of Agricultural Economics, University of Georgia, 1990.

Tyler, Greg. "The Relationship Between Advertised Retail Chicken Prices in Atlanta, Georgia, 1978-1984." M.S. Thesis, Department of Agricultural Economics, University of Georgia, 1990.

Purcell, David. "An Application of Portfolio Theory in Woody Ornamental Plant Production and Marketing." M.S. Thesis, Department of Agricultural Economics, University of Georgia, 1991.

U-Nontakarn, Prumoj. "The Impact of Selected Company Characteristics on Food Processing Stock Prices." M.A.E. Technical Paper. Department of Agricultural and Applied Economics, University of Georgia, 1992.

Adams, Elizabeth. "A Comparison of Traditional Livestock Auctions, Teleauctions, and a Satellite Video Auction: Price Differences Between Markets." M.S. Thesis. Department of Agricultural and Applied Economics, University of Georgia, 1993.

Huang, Bin. "Strategic Rollover Hedging Applied to Several Agricultural Commodities." M.S. Thesis. Department of Agricultural and Applied Economics, University of Georgia, 1993.

Andrews, Monica. "An Economic Analysis of Livestock Marketing Systems: A Mirror Image Approach." M.S. Thesis. Department of Agricultural and Applied Economics, University of Georgia, 1994.

Mishra, Anurag. "An Analysis of the Basis in Feeder Cattle Tele-auctions in Georgia: 1978-1994." M.S. Thesis, Department of Agricultural & Applied Economics, University of Georgia, 1996.

Cleland, Randall. "Product Flows in the U.S. Nursery Industry." M.S. Thesis, Department of Agricultural & Applied Economics, University of Georgia, 1996.

Ibrahima Yague, "Analysis of a Non-Linear Demand System: A Bayesian Estimation Method." Ph.D., 1998.

Audrey Luke, "A Feasibility Study of a Pork Processing Plant in Georgia: 1997." M.S., 1998.

Grady B. Pennington, "Factors Determining the Initial Public Offering Readiness of Agribusiness Firms", M.S., 1999.

Tamika Tolbert, "Analyzing the Success of Strategic Rollover Hedging of Cocoa", M.S., 2002

### **Professional Presentations**

Turner, S. C., T. E. Epperson, and S. M. Fletcher. "Producer Attitudes Toward Electronic Marketing--An Application of Multivariate Probit Analysis." Selected Paper, Southern Agricultural Economics Association Annual Meeting, Orlando, Florida, February 7-10, 1982.

Epperson, J. E., D. H. Carley, C. L. Huang, S. M. Fletcher, and S. C. Turner. "Cost Analysis of Alternative Computerized Systems for the Marketing of Multiple Agricultural Commodities." Selected Paper, Southern Agricultural Economics Association Annual Meeting, Orlando, Florida, February 7-10, 1982.

Turner, Steve, and David Kenyon. "An Analysis of Virginia Farmer Price Forecasts." Selected Paper, Southern Agricultural Economics Association Annual Meeting, Atlanta, Georgia, February 6-9, 1983.

Turner, Steven C., and James B. Bell. "The Role of Computerized Trading Systems in the International Grain Marketing System." Poster Paper, XIX International Conference of Agricultural Economists, Malaga, Spain, August 26-September 4, 1985.

Turner, Steven C. "A Demonstration Model of a Grain Electronic Trading System." Selected Paper, Southern Agricultural Economics Association Annual Meeting, Nashville, Tennessee, February 1-4, 1987.

Turner, S. C. "Rumblings from Communication Theory and a More Complete Framework for Price Discovery Mechanisms." Selected Paper, American Agricultural Economics Association, East Lansing, Michigan, August 2-5, 1987.

French, N., and S. C. Turner. "Experimental Economics Methodology: A Research Tool with Potential for Teaching Agricultural Marketing." Selected Paper, American Agricultural Economics Association, East Lansing, Michigan, August 2-5, 1987.

S. C. Turner. "Methods and Procedures in Experimental Economics." Organized Symposium: Presented Paper, Southern Agricultural Economics Association, New Orleans, Louisiana, February 1-3, 1988.

Centner, T. J., S. C. Turner, and J. T. Bryan. "Differentiating Vidalia Onions to Preserve Grower's Price Premiums," Selected Paper, Southern Agricultural Economics Association, New Orleans, Louisiana, February 1-3, 1988.

Turner, S. C. "Arbitrage in Spatially Separate Markets." Organized Symposium: Presented Paper, American Association of Agricultural Economics Meeting, Knoxville, Tennessee, August 1, 1988.

Turner, S. C. "An Analysis of Expenditures on Landscape Plants in Georgia." Presented Paper, Southern Nurserymen's Association Research Conference, Atlanta, Georgia, August 5, 1988.

Turner, S. C. "Arbitrage in Spatially Separate Markets." Presented Paper, Economic Science Association Meeting, Tucson, Arizona, October 29, 1988.

Mixon, Bobby, S. C. Turner, and T. J. Centner. "An Empirical Analysis of a Marketing Order Vote for a Specialty Crop: The Georgia Vidalia Onion Case." Presented Paper (Mixon), Rural Sociological Society Annual Meeting, Athens, Georgia, August 21, 1988.

Mixon, Bobby, S. C. Turner, and T. J. Centner. "An Empirical Analysis of a Marketing Order Vote for a Specialty Crop: The Georgia Vidalia Onion Case." Presented Paper (Mixon), Southern Association of Agricultural Economics Annual Meeting, Nashville, Tennessee, February 7, 1989.

Turner, Steven, Tommie Shepherd, and Jack Houston. "Another Tool in the Technical Analyst's Toolbox: Markov Indicator for Soybean Futures," Paper Accepted for Presentation, NCR-134 Applied Commodity Price Analysis, Forecasting, and Market Risk Management, Chicago, Illinois, April 20-21, 1989.

Turner, S. C., and S. M. Fletcher. "An Economic Analysis of Retail Outlet Selections for Consumer Purchases of Environmental Plants." Presented Paper, Southern Nurserymen's Association Research Conference, Atlanta, Georgia, August 1, 1989.

Dykes, N. S., and S. C. Turner. "Electronic Markets and Feeder Cattle Price Differentials." Selected Paper, Southern Agricultural Economics Association Annual Meeting, Fort Worth, Texas, February 3-6, 1991.

Turner, Steven C. "The Importance of Advertising Media and Store Characteristics in Landscape Plant Purchase and Retail Outlet Selection Decisions." Presented Paper, Southern Nurseryman's Association Research Conference, Atlanta, Georgia, August 2, 1991.

Turner, S. C., J. McKissick, and N. S. Dykes. "Reputation Selling in Feeder Cattle Tele-auctions." Selected Paper, Southern Agricultural Economics Association Annual Meeting, Lexington, Kentucky, February 3-5, 1992.

Gunter, L., and S. C. Turner. "Computerization in the United States Ornamental Nursery Industry." Selected Paper, Southern Agricultural Economics Association Annual Meeting, Lexington, Kentucky, February 3-5, 1992.

Wise, J. O., S. C. Turner, and L. F. Gunter. "Factors Affecting Agribusiness Profitability." Poster Paper, WRCC-72 Annual Meeting (Agribusiness Research Emphasizing Competiveness), June 15, 1992.

Wise, J. O., and S. C. Turner. "New Breeding Technologies and the Competitiveness of Beef Production." Selected paper, American Agricultural Economics Association Annual Meeting, Baltimore, Maryland, August 10, 1992.

Turner, S. C. and C. R. Hall. "Advertising Media Selection By Landscape Plant Producers." Presented Paper, Southern Nurseryman's Association Research Conference, Atlanta, Georgia, July 30, 1992.

Adams, Beth and S. C. Turner. "A Comparison of Traditional Auctions, Tele-auctions, and Satellite Video Auctions: Price Differences Between Markets." Paper presented at Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management. Chicago, Illinois, April 20, 1993.

Turner, S. C. and B. Huang. "Graduate Student Authorship in Selected Agricultural Economics/Agribusiness Journals During the 1980's." Paper presented at the Southern Agricultural Economics Association meeting, Tulsa, Oklahoma, February 3, 1993.

Turner, S. C. "Faculty Morale and Development Discussion." Invited Paper at Southern Agricultural Economics Association meeting, Tulsa, Oklahoma, February 1, 1993.

Turner, S. C. "Patterns of Consumption of Landscape Plants by Georgia Households." Presented Paper, Southern Nurseryman's Association Research Conference, Atlanta, Georgia, July 28, 1993.

Huang, B. S., S. C. Turner, and J. E. Houston. "Strategic Rollover Hedging." Presented paper, Southern Agricultural Economics Association Annual Meeting, Nashville, TN, February 7-9, 1994.

Turner, S. C. "Tenure and Promotion of Agricultural Economists in the South: Status Hoops, and Hurdles." Presentation at Organized Symposium, Southern Agricultural Economics Association Annual Meeting, Nashville, TN, February 7-9, 1994.

Yague, Ibrahima, Jack Houston, Steven C. Turner, and Lowell F. Gunter. "Connecting Technical and Fundamental Analysis of Futures Markets." Paper presented, Southern Agricultural Economics Association meeting, New Orleans, LA. February 1, 1995.

Turner, Steven C. "Quality in the Management Function in the U.S. Green Industry: Trends in Computerization." Organized Symposium presented paper, American Agricultural Economics Association, San Antonio, August, 1996.

Turner, S.C. and L. Gunter. "Present and Future Computerization Trends in the U.S. Landscape Plant Industry." Presented paper, Southern Agricultural Economics Association, Birmingham, Alabama, February, 1997.

Yague, I., S.C. Turner, and J. Houston. "Bayesian Inference for Structural Shift: Case for Red Meat Demand." Presented paper, Southern Agricultural Economics Association, Birmingham, Alabama, February, 1997.

Cleland, R.E., S.C. Turner, and F. Stegelin. "An Empirical Analysis of Out-of-State Wholesale Product Sales by U.S. Nurseries." Presented paper, Southern Agricultural Economics Association, Birmingham, Alabama, February, 1997.

Turner, S.C., T. Park, and J. McKissick. "Basis Patterns for Feeder Cattle Tele-auctions in Georgia." NCR-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management. Chicago, Illinois, April, 1997.

Wang, X., J.H. Dorfman, J. McKissick, and S.C. Turner. "Optimal Marketing and Management Decisions for Cattle under Price and Production Risk," NCR-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management. Chicago, Illinois, April, 1997.

Turner, S.C., "The Stability of Target Markets for Retail Outlets of Landscape Plants." Paper presented at the Southern Nurseryman's Association Research Conference. July 31, 1997.

Stavriotis, P.A., J.E. Houston, C.S. McIntosh, and S.C. Turner. "Leading Indicators for Regional Cotton Acreage Response: Structural and Time-Series Modeling." Paper presented at SAEA meeting, Little Rock, AR, February 1-4, 1998. Birmingham, AL. February 2-5, 1997

Lord, Y.S. and S.C. Turner. "Basis Risk for Rice." Paper presented at AAEA meeting, Salt Lake City. UT. August 2-5, 1998.

Pennington, G.B., F.E. Stegelin, and S.C. Turner. "The Industry has Changed, Have You? The Story of AGCO." Paper presented at AAEA meeting, Salt Lake City. UT. August 2-5, 1998.

Turner, S.C. and F.E. Stegelin. "Structural Change in the Nursery Industry: Mergers and Acquisitions Versus Internal Growth." Paper presented at the Southern Nurseryman's Association Research Conference. July 30, 1998:

Murry, A., S. Turner, M. Nelson, and S. Gelaye. "Target Markets for Goat Products." Paper presented at SAEA meeting, Memphis, TN, February 1-3, 1999.

Turner, S.C. and F. E. Stegelin. "Structural Analysis of the Nursery Industry: A Study of Public Firms." Paper presented at SAEA meeting, Memphis, TN, February 1-3, 1999.

Yague, Ibrahima, Steven Turner, and Jeffrey Dorfman. "A Full Bayesian analysis of Structural Changes with the AIDS Model: the Case of Meat Demand." Paper presented at NCR-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management. Chicago, IL, April 14-15, 1999.



Turner S.C. and F.E. Stegelin. "A Price Analysis of Selected Ornamental Plant Products in Georgia." Paper presented at the Southern Nurseryman's Association Research Conference. July 30, 1999.

J. Wojciechowski, G. Ames, S. Turner, and B. Miller. "Market Tools for Price and Output Risk Management." Paper presented at EAAEIX Congress, Warsaw, Poland, August 25, 1999.

M. Nelson, N. Brown, S. Turner, S. Mobini, and S. Gelaye. "Goat Producer Ratings of Markets and Production Problems." Paper presented at SAEA meeting, Lexington, KY, February 1, 2000.

S. C. Turner and F. E. Stegelin. "A Price Analysis of Selected Ornamental Plant Products in Georgia" Paper presented at SAEA meeting, Lexington, KY, February 1, 2000.

Pennington, G.B., S.C. Turner, J.E. Epperson, and F.E. Stegelin. "Factors Determining Initial Public Offering Readiness of Agribusiness Firms." Paper presented at SAEA meeting, Lexington, KY, February 1, 2000.

Stegelin, F., S.C. Turner, and P. Knight. "State Plant Promotion Program: Histories and Perspectives." Paper presented at the Southern Nurseryman's Association Research Conference. August 2, 2001.

Costa, E.F. and S.C. Turner. "Price Risk Management for Peanut Meal." Paper presented at SAEA meeting, Ft. Worth, TX, January 29, 2001.

Turner, S.C. and V. Heboyan. "Managing Price Risk in Cotton Production Using Strategic Rollover Hedging." Paper presented at SAEA meeting, Ft. Worth, TX, January 29, 2001.

Tolbert, T.N., and S.C. Turner. "Analyzing the Success of Strategic Rollover Hedging for Cocoa." Paper presented at SAEA meeting, Orlando, Fl., February 4, 2002

Tresna, M.A. and S.C. Turner, "Managing Input Price Risk in Agricultural Production: The Case of Rollover Hedging of Diesel Fuel." Paper presented at SAEA meeting, Orlando, Fl., February 4, 2002

Ngugi D., and S.C. Turner, "Mean Reversion in Commodity Futures Prices: A Monte Carlo Approach." Paper presented at SAEA meeting, Orlando, Fl., February 4, 2002

Turner, S.C., "Surviving the Challenges of the 21<sup>st</sup> Century – Priorities for Departments of Agribusiness and Economics: The Teaching Perspective." Organized Symposium Presentation, AAEA Meeting, Denver, Co, August 2, 2004.

Turner, S.C., "Steps to Getting and Keeping an Academic Position." Organized Symposium Presentation, AAEA Meeting, Long Beach, CA, July 24, 2006.

Turner, S.C., "The Political Economy of Agricultural Research Funding: C-FARE's Perspective." Organized Symposium Presentation, AAEA Meeting, Long Beach, CA, July 25, 2006.

Turner, S.C., "Economic Issues in Thinly Traded Price Discovery Markets." Agricultural Marketing Service, USDA, July 31, 2006.

Turner, S.C., "Economic Issues in Thinly Traded Price Discovery Markets." Agricultural Advisory Committee of the Commodity Futures Trading Commission, , Washington, DC, August 1, 2006.

Turner, S.C., "Decoupling Teaching-for-Learning and Teaching-for-Job Performance: Documenting and Communicating Scholarly Activity of Teaching in Ag. Econ. Departments: Extracurricular and Experiential Activities to Improve Learning Outcomes." Organized Symposium Presentation, SAEA Meeting, Dallas, TX, February 4, 2008.

Turner, S.C., "Strategically Positioning Agricultural and Resource Economics Departments for the Future." Panel Discussion, NAAEA Business Meeting, AAEA Meeting, Denver CO, July 25, 2010.

### **Symposia Organized**

"Experimental Economics and Agricultural Marketing: Experience and Opportunities." Southern Agricultural Economics Association Meeting, New Orleans, Louisiana, February 3, 1988.

"Current Laboratory Market Experiments in Agricultural Economics." American Agricultural Economics Association Meeting, Knoxville, Tennessee, August 1, 1988.

"Market and Economic Research in Ornamental Horticulture, the New and Fastest Growing Agricultural Industry in the United States." American Agricultural Economics Association Meeting, Baton Rouge, Louisiana, August 1, 1989.

"Establishing and Maintaining a Teaching Network: An Example for a Futures and Options Course." American Agricultural Economics Association Meeting, Manhattan, Kansas, August 5, 1991.

"An Entrepreneurial Approach to Your Career." American Agricultural Economics Association Meeting, Orlando, Florida, August 2, 1993.

"Simulated and Real Trading in Futures and Options Markets." American Agricultural Economics Association Meeting, San Diego, California, August 7-10, 1994.

“A Workshop Using the World Wide Web in Teaching, Extension, and Research.”  
American Agricultural Economics Association Meeting, San Antonio, TX. July 28-31,  
1996.

“Community and Rural Economic Development (CRED) and Agricultural Economics  
Departments – How Do the Two Fit?” Agricultural and Applied Economics Association  
Meeting, San Francisco, Ca. July 26-28, 2015.

### **Service to National and Regional Organizations**

1991-94 - Faculty Advisor to Student Section, American Agricultural Economics  
Association (SS-AAEA). Responsible for organizing and coordination of 1994 Student  
Paper Competition.

1994-96 - Chairman - Resident Instruction Committee of the AAEA. Responsible for  
organizing and coordinating 1995 Teaching Workshop at AAEA annual meeting.

1994-96 - Faculty Advisor to Student Section, Southern Agricultural Economics  
Association (SS-SAEA). Responsible for organizing and coordinating 1995 Academic  
Bowl.

1997 - Evaluator - National Needs Graduate Fellowships, Food and Agricultural  
Sciences, U.S. Department of Agriculture, Washington, D.C., August 12-14

1999 - Teaching Awards Committee, Southern Agricultural Economics Association.

2001 - Treasurer, Agricultural Economics Association of Georgia.

2001-Present - Board of Directors, Council on Food, Agricultural and Resource  
Economics (C-FARE)

2002 - President, Southern Agricultural Economics Association.

2002 - Selected Paper Committee, Topic Leader, “Resident Instruction Methods/Issues”,  
American Agricultural Economics Association.

2004-2007 – Chair, Board of Directors, Council on Food, Agricultural and Resource  
Economics (C-FARE).

2007 – Chair, Southern Agricultural Sciences Department Heads

2010-2014 – Member, Executive Committee, Southeastern Conference

2012-2015 – Committee member, Agricultural and Applied Economics Trust Committee

2012-Present - Board member, Mississippi Council on Economic Education.

2013-Present – Board member, Division I Faculty Athletic Representatives.

2015            Chair, National Association of Agricultural Economics Administrator,  
Agricultural and Applied Economics Association

2015 – Present - Executive Board member, Mississippi Council on Economic Education.

### **Service to Student Groups**

1986-87 - Junior Advisor, University of Georgia Agricultural Economics Club

1988-02 - Senior Advisor, University of Georgia Agricultural & Environmental  
Economics Club

1987-1988 - Junior Advisor, University of Georgia National Agri-Marketing Association  
Club

1989-02 - Senior Advisor, University of Georgia National Agri-Marketing Association  
Club

1987 - Graduate Student Outstanding Paper Award Selection Committee

1989 - Judge for Oral Presentations of American Agricultural Economics Association  
Undergraduate Student Paper Contest, Baton Rouge, Louisiana, July 31.

August 5, 1990 - Judge for Student College Bowl of American Agricultural Economics  
Association, Vancouver, British Columbia

June 13-16, 1987 UGA Ag. Econ student visit to CBOT, CME, and Chicago, Arranged  
and led tours. (5)

June 17-19, 1989 UGA Ag. Econ. student visit to CBOT, CME, and Chicago Arranged  
and let tours. (7)

April 21-25, 1990. NAMA National Student Marketing Plan Competition, St. Louis,  
MO, Advisor to Student Chapter

September 21, 1990. NAMA Southeastern Branch, Atlanta, GA, Student Chapter  
Advisor to Student Chapter.

April 2-4, 1991. NAMA National Student Marketing Plan Competition, New Orleans,  
LA, Advisor to Student Chapter.

August, 1991, Elected Faculty Advisor to Student Section of American Agricultural Economics, Three year term.

April 4, 1992. NAMA National Student Marketing Plan Competition, Kansas City Kansas, Advisor to Student Chapter.

1992 - Judge for Written Presentation in Departmental Undergraduate Student Paper Contest.

August 1-3, 1992. Coordinated College Student Bowl of American Agricultural Economics Association, Baltimore, Maryland.

August 5-7, 1993. Coordinated College Student Bowl of AAEA. Orlando, Florida.

January 23, 1993. Coordinated Resume/Interview Student NAMA Workshop attended by 8 students.

April 19-21, 1993. NAMA National Student Marketing Plan Competition, Orlando, Florida. Advisor to Student Chapter.

January 29, 1994. Coordinated Resume/Interview Student NAMA Workshop attended by 8 students.

August 5-7, 1994. Coordinated Student Paper Competition of AAEA. Orlando, Florida.

January 29, 1994. Coordinated Resume/Interview Student NAMA Workshop attended by 5 students.

April 19-21, 1994. NAMA National Student Marketing Plan Competition, Orlando, Florida. Advisor to Student Chapter.

January 21, 1995. Coordinated Resume/Interview Student NAMA Workshop 1995 attended by 7 students.

Feb. 1-3, 1995. Accompanied Ag. & Environmental Club students (5) to SAEA meetings, New Orleans, LA.

April 9-11, 1995. NAMA National Student Marketing Plan Competition, St. Louis, Mo. Advisor to UGA Student Chapter.

January 20, 1996. Coordinated Resume/Interview Student NAMA Workshop attended by 7 students.

March 2-7, 1996. Accompanied Ag. & Environmental Economics Club student (1) to SAEA meetings, Greensboro, NC.

April 9-11, 1996. NAMA National Student Marketing Plan Competition, San Diego, CA. Advisor to UGA Student Chapter.

July 28-31, 1996. Accompanied Ag. & Environmental Economics Club students (3) to AAEA meeting, San Antonio, TX.

January 25, 1997. Coordinated Resume/Interview Student NAMA Workshop attended by 8 students.

February 2-5, 1997. Accompanied Ag. and Environmental Economics Club students (3) to SAEA meetings, Birmingham, AL.

April 15-17, 1997. NAMA National Student Marketing Plan Competition, Nashville, TN. Advisor to UGA Student Chapter.

January 24, 1998. Coordinated Resume/Interview Student NAMA Workshop attended by 6 students.

April 14-16, 1998. NAMA National Student Marketing Plan Competition, Dallas, TX. Advisor to UGA Student Chapter, which went to the semifinals of the competition for the first time in twenty years.

January 13, 1999. Coordinated Resume/Interview Student NAMA Workshop attended by 2 students.

April 14-16, 1999. NAMA National Student Marketing Plan Competition, Atlanta, GA. Advisor to UGA Student Chapter.

January 22, 2000. Coordinated Resume/Interview Student NAMA Workshop attended by 2 students.

April 11-14, 2000. NAMA National Student Marketing Plan Competition, Kansas City, KS. Advisor to UGA Student Chapter.

April 10-12, 2001. NAMA National Student Marketing Plan Competition, Denver, CO. Advisor to UGA Student Chapter.

April 14-16, 2002. NAMA National Student Marketing Plan Competition, Nashville, TN. Advisor to UGA Student Chapter.

April 14-16, 2003. NAMA National Student Marketing Plan Competition, Kansas City, KS. Advisor to UGA Student Chapter.

## **Expert Witness**

January, 1997. Prepared testimony for prosecution in Federal court case against primary owners of National Nurseries. Met with U.S. District Attorney to prepare testimony. Case was settled out of court with defendants pleading guilty.