

# Curriculum Vitae

## Brent Hueth

### Office:

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<http://cooperativeeconomy.net> (blog)

### Home:

2117 West Lawn Ave.  
Madison, WI 53711

**Date and place of birth:** Nov. 12, 1965, Glasgow, Montana

**Languages:** English (native), Spanish (fluent), French

## Education

- B.S., Economics, *University of Oregon*, 1989
- Ph.D., Agricultural and Natural Resource Economics, *University of Maryland at College Park*, 1998

## Principal Research Interests

Contracting and organizations, agricultural firms and markets, cooperatives, industrial organization, applied econometrics

## Positions Held

- 2006-present, *University of Wisconsin--Madison*, Department of Agricultural and Applied Economics, Associate Professor
- 2006-present, *University of Wisconsin Center for Cooperatives*, Director
- 2014-present, *Institute for Exceptional Growth Companies*, Research Fellow
- 2014-present, *University of Wisconsin--Madison*, *Census Bureau Research Data Center*, Executive Director
- 2005-2006, *Iowa State University*, Department of Economics, Associate Professor
- 2004-2006, *Institut National de la Recherche Agronomique*, University of Toulouse, Visiting Researcher
- 1998-2004, *Iowa State University*, Department of Economics, Assistant Professor
- 1996-1998, *University of California, Berkeley*, Department of Agricultural and Resource Economics, Research Economist
- 1992-1996, *University of Maryland, College Park*, Department of Agricultural and Resource Economics, Research Assistant
- 1989-1991, *Abt Associations*, Research Assistant

## Honors

Joseph L. Fisher Dissertation Fellowship, Resources for the Future, 1996.

## Memberships

American Economics Association, Agricultural and Applied Economics Association

## Books

- "Cooperative Conversions, Restructurings, and Failures: Lessons Learned from Canadian and U.S. Agriculture," edited volume with Murray Fulton, available in pdf form at <http://www.kis.usask.ca/CoopBook.html>

## Articles and Book Chapters

2014

- "Endogenous Market Structure and the Cooperative Firm," *Economics Letters*, with GianCarlo Moschini.
- "Agents Monitoring Their Manager: A Hard-Times Theory of Producer Cooperation," *Journal of Economics and Management Strategy*, with Philippe Marcoul.

2011

- "A Life-Cycle Perspective on Governing Cooperative Enterprises in Agriculture," *Choices*, with Anne Reynolds

2009

- "Standards and the Regulation of Environmental Risk," *Journal of Regulatory Economics*, with Tigran Melkonyan
- "Incentive Pay for CEOs in Cooperative Firms," *American Journal of Agricultural Economics*, with Philippe Marcoul
- "New Research Directions in Agricultural Contracts: Discussion," *American Journal of Agricultural Economic*
- "Cooperative Conversions, Failures and Restructurings: An Overview," *Journal of Cooperatives*, with Murray Fulton

2008

- "Local Ownership in Biofuels Production: A Strategy for Rural Development?" *Choices*, with William Walker

2007

- "Marketing Specialty Hogs: A Comparative Analysis of Two Firms from Iowa," *Applied Economic Perspectives and Policy*, with Maro Ibarburu, and James Kliebenstein
- "Agricultural Contracts: Data and Research Needs," *American Journal of Agricultural Economics Appendices*, with Ethan Ligon and Carolyn Dimitri
- "Grader Bias in Cattle Markets? Evidence from Iowa," *American Journal of Agricultural Economics*, with Philippe Marcoul and John Lawrence

2006

- "Information Sharing and Oligopoly in Agricultural Markets: the Role of the Cooperative Bargaining Association," *American Journal of Agricultural Economics*, with Philippe Marcoul

- "Information Transmission in Cattle Markets: A Case Study of the Chariton Valley Beef Alliance," *Journal of Agribusiness*, with John D. Lawrence
- "Asset Ownership and Incentives in Agricultural Production." *Essays in Honor of Stanley R. Johnson*, eds. Jean-Paul Chavas and Matt Holt.

2004

- "Quality Measurement and Contract Design: Lessons from the North American Sugarbeet Industry." *Canadian Journal of Agricultural Economics*, with Tigran Melkonyan.
- "Identity Preservation, Multitasking, and Agricultural Contract Design," *American Journal of Agricultural Economics*, with Tigran Melkonyan

2003

- "Voting Over Efficient Decision Rules in Budget-Balanced Organizations," *Journal of Economic Behavior & Organization*, with Tigran Melkonyan
- "An Essay on Cooperative Bargaining in US Agricultural Markets," *Journal of Agricultural & Food Industrial Organization*, with Philippe Marcoul

2002

- "Estimation of an Efficient Tomato Contract." *European Review of Agricultural Economics*, with Ethan Ligon
- "Contracts and Risk in Agriculture: Conceptual and Empirical Foundations," in *A Comprehensive Assessment of the Role of Risk in Agriculture*, eds. Richard Just and Rulon Pope, Springer, with David Hennessy

2001

- "Policing Mechanisms in Agricultural Contracts," *Rural Sociology*, with Ethan Ligon and Steven Wolf
- "Agricultural Markets as Relative Performance Evaluation." *American Journal of Agricultural Economics*, with Ethan Ligon

2000

- "Managing a multiple-use resource: the case of feral pig management in California rangeland," *Journal of Environmental Economics and Management* with Joshua Graff-Zivin and David Zilberman
- "The Goals of U.S. Agricultural Policy: a Mechanism Design Approach," *American Journal of Agricultural Economics*
- "Analysis of an Emerging Market: Can Methyl Iodide Substitute for Methyl Bromide?" *Review of Agricultural Economics*, with Bruce McWilliams, David Sunding, and David Zilberman

1999

- "Producer Price Risk and Quality Measurement," *American Journal of Agricultural Economics*, with Ethan Ligon
- "Incentive Instruments in Fruit and Vegetable Contracts: Input Control, Monitoring, Measuring, and Price Risk," *Review of Agricultural Economics*, with Ethan Ligon, Steven Wolf, and Steven Wu
- "Agricultural Supply Response Under Contract." *American Journal of Agricultural Economics*, with Ethan Ligon

1995

- "NAFTA: Repercusiones del Tratado de Libre Comercio entre EE. UU. y Mejjico en el Sector Agricola y Ganadero." *Revista Investigacion Agraria-Economia* with M., G. T. O'Mara, and R. E. Just

1994

- "The Impact of Food Aid on Food Subsidies in Recipient Countries." *American Journal of Agricultural Economics*, with Hoffman, Wendy L., Bruce L. Gardner, Richard E. Just

# Funding

- "Spatial Competition in U.S. Dairy Markets," Agriculture and Food Research Initiative, National Institute of Food and Agriculture, \$475,000, 2013-2017.
- "Cooperative Business Study Survey Project," National Society of Accountants for Cooperatives, \$15,000, 2013-2014.
- "Opportunities for Impact," CHS Foundation, granted to UW Center for Cooperatives, \$125,000, 2013-2016
- "Education Partnership," CoBank, granted to UW Center for Cooperatives, \$125,000, 2013-2016
- "Spatial Competition and Transportation Efficiency in Dairy markets," UW Madison Graduate School Research Award, \$50,000, 2013-2016.
- "Measuring Economic Impacts of Cooperatives: A Comprehensive and Sustainable Approach," U.S. Department of Agriculture, Cooperative Programs, with Ann Hoyt and Steve Deller, \$2.1 million, 2006-2013.
- "Cooperative Governance in Agricultural Markets", USDA National Research Initiative, with Anne Reynolds, \$400,000.
- "Incentive Design in Agricultural Markets: An Application to Niman Ranch Pork," with Jim Kliebenstein, \$58,513, 2003/2004.
- "Value Added and Organizational Design in Agriculture: The Case of West Liberty Foods," with Philippe Marcoul and Roger Ginder, Agricultural Marketing Resource Center, Center for Agricultural and Rural Development, \$27,247, 2002/2003
- "An Empirical Examination of Fed Cattle Pricing in Iowa," with John Lawrence, Agricultural Marketing Resource Center, Center for Agricultural and Rural Development, \$37,978, 2002/2003.
- "Contract Design and Price Discovery in Agricultural Markets: The Role of Bargaining Associations," with Philippe Marcoul, Agricultural Marketing Resource Center, Center for Agricultural and Rural Development, \$19,350, 2001/2002.
- "Producer Informational Alliances: A Case Study of Chariton Valley Beef," with John Lawrence, Agricultural Marketing Resource Center, Center for Agricultural and Rural Development, \$25,000, 2001/2002.
- "Contract Design and Organizational Efficiency in U.S. Hog Markets," Food System Research Group, University of Wisconsin, \$10,042, 2000/2001
- "Risk Sharing and Quality Management in California Fruit and Vegetable Contracts," Co-Principal Investigator with Ethan Ligon. United States Department of Agriculture, National Research Initiative. Two year project, \$141,000, 1998/1999.

# Presentations

## Invited

- "The Cooperative Firm as Monitored Credit," Department of Applied Economics and Management, Cornell University, March 2010.
- "Cooperatives in the U.S. Economy," Annual Meeting of the National Society of Accountants for Cooperatives, Portland, OR. August 2009.
- "Cooperatives in the U.S. Economy," Rural Cooperation in the 21st Century: Lessons from the Past, Pathways to the Future, Tel Aviv, Isreal, June 2009.
- "Incentive Pay for CEOs in Cooperative Organizations," Annual Meeting of the American Economics Association, San Francisco, CA, January 2009.

- "Agricultural Contracts: Research and Data Needs," Annual Meeting of the American Agricultural Economics Association, Orlando, FL., July 2008
- "Interactions Between Explicit and Implicit Incentives: Evidence from California Agriculture," Department of Agricultural and Natural Resource Economics, North Carolina State University, January 2008.
- "Interactions Between Explicit and Implicit Incentives: Evidence from California Agriculture," Department of Agricultural and Natural Resource Economics, University of Nevada, Reno, November 2007.
- "Agricultural Contracts: Research and Data Needs," Principal Paper, American Agricultural Economics Association, Portland, OR., July, 2007
- "Agricultural Contracting," MTT Agrifood Research Finland, Helsinki, Finland, January, 2005.
- "Financial Contracting and Cooperative Activity in U.S. Agricultural Markets," Workshop on Agricultural Contracting, Toulouse, France, November, 2004.
- "On the Efficacy of Contractual Provisions for Processing Tomatoes," with Ethan Ligon, North Carolina State University, February, 2003.
- "Information Sharing and Oligopoly in Agricultural Markets: The Role of Cooperative Bargaining Associations," Ohio State University, April, 2003.
- "Decision Rights and Incentives in Agricultural Contracts: Evidence from California Fruit and Vegetable Markets," Workshop on Contracts in Agriculture, Royal Agricultural University, Copenhagen, Denmark, September 28-29, 2000.
- "Contracting in California Fruit and Vegetable Markets," Organized Symposium on Contracts in Agriculture, Annual meeting of the American Agricultural Economics Association, Tampa, Florida, July 31-August 2, 2000.
- "Contract Theory with Agricultural Market Applications," Learning Workshop on Game Theory: Recent Developments with Applications to Agricultural, Natural Resource and Environmental Economics, Annual meeting of the American Agricultural Economics Association, Tampa, Florida, July 31-August 2, 2000.
- "Contracting in California Fruit and Vegetable Markets," Workshop on Contracting in Agricultural Markets, Economic Research Service, U.S. Department of Agriculture, May 23-24, 2000.

#### Conferences and Seminars

- "Performance Incentives for CEOs: Evidence from Member-Owned Firms," Toulouse School of Economics, Conference on Producer Organizations, September 5-6, Toulouse, France.
- "Missing Markets and the Cooperative Firm," Toulouse School of Economics, Conference on Producer Organizations, September 5-6, Toulouse, France.
- "Careers in Farming: Evidence from Chilean Wine-Grape Markets," poster, Annual Meeting for Ag. and *Applied Economics Association*, Minneapolis, 2014.
- "Missing Markets and the Cooperative Firm," *Dept. of Ag. and Applied Economics*, University of Wisconsin---Madison, April, 2014.
- "Career Concerns, Implicit Incentives, and CEO Pay: Evidence from Cooperative Firms," *Agricultural and Applied Economics, Annual Meeting*, Washington, D.C. August 2013
- "Missing Markets and Consumer Cooperation," *Agricultural and Applied Economics, Annual Meeting*, Washington, D.C. 2013
- "Career Concerns, Implicit Incentives, and CEO Pay: Evidence from Cooperative Firms," *Applied Economics Seminar, UW Madison Ag. and Applied Econ*, May 2013
- "On the Economic Impact of Cooperatives," Annual Meeting of the Association for Cooperative Educators, Ontario, CA. August 2008.

- "Interactions between Explicit and Implicit Incentives: Evidence from California Agriculture," Annual Meeting of the American Agricultural Economics Association, Orlando, FL., July 2008
- "Interactions between Explicit and Implicit Incentives: Evidence from California Agriculture," Department of Agricultural and Natural Resource Economics, North Carolina State University, January 2008
- "Interactions between Explicit and Implicit Incentives: Evidence from California Agriculture," Department of Agricultural and Natural Resource Economics, University of Nevada Reno, December 2007
- "On the Economic Impact of Cooperatives," annual meeting of the Wisconsin Federation for Coopeatives, November 2007
- "On the Economic Impact of Cooperatives," annual meeting of the Indiana Cooperative Council, October 2007
- "Measuring Cooperative Performance," annual meeting of the Ohio Cooperative Council CFO Summit, October 2007.
- "The Cooperative Firm as Monitored Credit," annual meeting of the Canadian Association for Studies in Cooperation, June 2007
- "Financial Contracting and Cooperative Activity in Agricultural Markets," Helsinki Center of Economic Research, January, 2005.
- "Information Sharing and Oligopoly in Agricultural Markets," with Philippe Marcoul, EURESCO Conference in Cooperative and Vertical Coordination in Agricultural Markets, Bad Herranalb, Germany, June 2003.
- "Quality Measurement and Contract Design: Evidence from Agriculture," with Tigran Melkonyan (presenter), Contract in Agriculture Conference, Royal Agricultural University, Copenhagen, Denmark, June 2003.
- "Design, Process, and Performance Standards in Environmental Regulation," with Tigran Melkonyan, Annual Meetings of the American Agricultural Economics Association, Montreal, Canada, July 2003.
- "Information Sharing and Oligopoly in Agricultural Markets," with Philippe Marcoul, Annual Meetings of the American Agricultural Economics Association, Montreal, Canada, July 2003.
- "On the Efficacy of Contractual Provisions for Processing Tomatoes," with Ethan Ligon, Annual Meetings of the American Agricultural Economics Association, Montreal, Canada, July 2003.
- "Information Transmission in Cattle Markets: A Case Study of Chariton Valley Beef Alliance," with John Lawrence (presenter), Annual Meetings of the American Agricultural Economics Association, Montreal, Canada, July 2003.
- "On the Efficacy of Contractual Provisions for Processing Tomatoes," with Ethan Ligon, Workshop on Contracts in Agriculture, Annapolis, MD., June, 2002.
- "Information Sharing and Oligopoly in Agricultural Markets: The Role of Cooperative Bargaining Associations," with Philippe Marcoul, Workshop on Contracts in Agriculture, Annapolis, MD., June 2002
- "Quality Measurement and Contract Design: Evidence from Agriculture," with Tigran Melkonyan, summer meeting of the American Agricultural Economics Association, August, 2001, Chicago, IL.
- "Estimation of an Efficient Tomato Contract," with Ethan Ligon, Economics of Contracts in Agriculture and the Food Supply Chain, 78th EAAE Seminar, The Royal Agricultural University of Copenhagen, June 2001.
- "Land Ownership and Incentives in Agricultural Contracts," Industrial Organization and the Food Industry, INRA-IDEI, Toulouse, France, June 22-23, 2000.

- "Evaluating Quality Incentives in Agricultural Contracts: The Case of Processing Tomatoes," with Ethan Ligon. The Economics of Quality Control in Agriculture, University of Saskatchewan, Saskatoon, Saskatchewan. December, 1999.
- "Agricultural Supply Response Under Contract," with Ethan Ligon, invited paper, winter meetings of the Allied Social Science Association, January, 1999, New York, NY.
- "Incentive Instruments in Fruit and Vegetable Contracts: Input Control, Monitoring, Measuring, and Price Risk," annual meeting of the Food Distribution and Research Society, Monterey, California, October, 1998.
- "Target Prices, Payment Limitations, and Non-Market Concerns in the Design of U.S. Agricultural Policy, summer meetings of the American Agricultural Economics Association, August, 1998.
- "Non-Predator Vertebrate Pest Damage in California Agriculture: An Assessment of Economic Impacts in Selected Crops," with Dan Cohen and David Zilberman, the Eighteenth Annual Vertebrate Pest Conference, March 2-5, 1998, Costa Mesa, California.
- "Managing a Multiple-Use Resource: The Case of Feral Pig Management in California Rangeland," with Joshua Zivin and David Zilberman, winter meetings of Allied Social Science Association, January, 1997, Chicago, IL.
- "Optimal Implementation of Conservation Projects," summer meetings of the American Agricultural Economics Association, August, 1997, Indianapolis, IN.
- "NAFTA: Implications for Selected Crops and Livestock of a Free Trade Agreement Between the U.S. and Mexico," with Gerry O'Mara and Richard Just, summer meetings of the American Agricultural Economics Association, August, 1996, Orlando, FL.

## Service

- Reviewer for the American Journal of Agricultural Economics, Journal of Law, Economics, and Organization, Rand Journal of Economics, Comparative Economics, European Review of Agricultural Economics, Current Agriculture Food and Resource Issues, Journal of Environmental Economics and Management, Australian Journal of Agricultural Economics, Ecological Economics, Journal of Agricultural and Resource Economics, Land Economics, Journal of Agricultural and Food Industrial Organization, Canadian Journal of Agricultural Economics, Agricultural and Resource Economics Review, Review of Agricultural Economics, International Journal of Technology Management, National Science Foundation, National Institute of Food and Agriculture
- Associate Editorships: American Journal of Agricultural Economics, Journal of Agribusiness (current), Journal of Agricultural and Food Industrial Organization (current), Journal of Rural Cooperation (current)
- President, vice-president, and treasurer, NCERA-210 (Regional Research on Cooperatives)
- Reviewer for Selected Paper Sessions of the American Agricultural Economics Association meetings, 1999, 2001, 2002, 2003, 2006-2014.
- Member, Economic Statistics and Information Resources Committee, Ag. and Applied Economics Association, 2013-present.
- Teller, American Agricultural Economics Association, 2000-2002, 2006-2009.
- Ph.D. Awards Committee, Agricultural and Applied Economics Association 2008-2013, Chair 2011-2013.
- Consultancies: Garst Seed Company, U.S. Department of Energy, and International Atomic Energy Agency.
- Current Departmental Committees: Undergraduate

## Student Committees

- MS Chair: Ravi Vasikarla, Andras Molnar, Andrew Trembley
- MS Committee: Keuntak Chung, Nandini Ramesh, Aparna Solanki
- P.D. Chair: Pilar Jano, Chris Taylor, Chris Kanter (with Brian Gould)
- Ph.D. Committee: Tomo Yanahiko, Ker Zhang, Kelly Cormier, Zhuo Chen, Shika Marwah, Miguel Carriquiry, Yohn-Hwan Noh, Hongli Feng, Suwen Pan

## Teaching Experience

- Agricultural Firms and Markets (graduate),
- Industrial Organization (undergraduate),
- Farm Management (undergraduate),
- Cooperatives (undergraduate),
- Agribusiness Management (undergraduate)

Madison, WI  
September 11, 2014