

PHILLIP N. JOHNSON
CURRICULUM VITA
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Department of Agricultural and Applied Economics
Texas Tech University
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EDUCATION

Doctor of Philosophy, Agricultural Economics with a minor in Finance, Texas Tech University. December 1993. Dissertation title: "A Welfare Evaluation of Post Conservation Reserve Program Alternatives." Major Co-Advisors: Dr. Eduardo Segarra and Dr. R.T. Ervin.

Master of Science, Agricultural Economics, Texas Tech University. August 1972. Thesis title: "Quarterly and Monthly Models for Prediction of Shell Egg Prices." Major Advisor: Dr. Sujit Roy.

Bachelor of Science, Agricultural Economics, Texas Tech University. May 1970.

PROFESSIONAL EXPERIENCE

Associate Professor, Department of Agricultural and Applied Economics, Texas Tech University. Tenured February 2000. Graduate Faculty status. 100% Teaching appointment 9 months. Research appointment during summer. September 2000-present.

Assistant Professor, Department of Agricultural and Applied Economics, Texas Tech University. Graduate Faculty status. 100% Teaching appointment 9 months. Research appointment during summer. January 1994-August 2000.

Director-Thornton Agricultural Finance Institute, Texas Tech University. Responsible for the development of an agricultural finance research program within the department and assisting with the annual Agricultural Bankers Credit Conference and Agricultural Lending School. January 1994-present.

Farming Corporation Officer, Vice-President of the LoJo Corporation, a family farming corporation. Responsible for managing 765 acres of farm land located in Parmer County, Texas. 1988-present.

Research Assistant, Ph.D. Candidate, Department of Agricultural Economics, Texas Tech University, January 1990-December 1993.

Teaching Assistant, Department of Agricultural Economics, Texas Tech University, Lubbock, Texas. January 1990-May 1992.

Farm Owner-Operator, 1,450 acre irrigated grain/cotton/livestock farm in Parmer County, Texas. Responsible for all aspects of management including financial, production, and marketing. Worked with the Soil Conservation Service to evaluate surge irrigation methods and the Texas Agricultural Extension Service to demonstrate the application of LEPA sprinkler irrigation methods on the High Plains. 1975-1990.

Account Executive, Thomson McKinnon Securities, Lubbock, Texas. Retail brokerage of commodity futures, options, and equity products. 1986-1987.

Extension Economist, Texas Agricultural Extension Service, Fort Stockton, Texas. Responsible for extension programs in farm management for a twenty-six county area in West Texas. 1972-1975.

Research Assistant, Department of Agricultural Economics, Texas Tech University, Lubbock, Texas. 1970-1972.

TEACHING

Teaching Philosophy

The courses I teach are primarily applied in nature - agricultural finance, agricultural financial analysis and rural property appraisal. Therefore, I feel it is important to tie together the material from the theoretical basis to the practical application. I try to use examples that are relevant to the material and represent situations the students may face in the future. I often fall back on my own experiences in farming and banking when relating the importance of different subjects. I try to use examples in class and problems given in homework assignments to show how the subject matter being covered can be applied to real world situations.

I feel the student has a responsibility to take advantage of the opportunity afforded them to gain knowledge. Yet, it is my responsibility as a teacher to provide knowledge in a clear and orderly manner. I have incorporated the use of different teaching tools into the courses and classroom, such as multimedia instruction and course web pages, yet the use of these teaching tools should enhance the learning experience and not replace the substance. I incorporate my research activities into the classroom to provide relevant and timely information and show how research fits into the learning experience.

I feel it is important to be available outside the classroom to help students. I encourage students to come by if they have questions or difficulties understanding material. I try to encourage students in their learning experience. I feel the advising role is important and should be enhanced.

Courses Taught

Undergraduate Courses:

AAEC 3302 - Agribusiness Finance. A junior level course designed to instruct students in the basic principles of agricultural finance. Topics include time value of money, capital budgeting, and measuring financial performance. S97, F97, F98, S99, F99, S00, F00, S01, F01, S02, F02, S03, F03, S04, F04, S05, F05 and S06.

AAEC 3303 - Cooperatives. A junior level course designed to instruct students in the organization and operation of agricultural and other cooperatives. The course is taught as a correspondence course offered through extended studies. Have served as the grader for the course F01 - present.

AAEC 3304 - Farm and Ranch Business Management. A junior level course designed to instruct students in the organization and management of the individual farm or ranch business. Topics include partial budgeting, enterprise budgeting, investment analysis, financial analysis, and whole farm planning. F91, S92, F93, S95, S96, F96 and S97.

AAEC 3316 - Production Economics. A junior level course designed to instruct students in the use of economic tools for analyzing problems facing the firm. Topics include the decision making process using production functions, costs, resource demand, market prices, linear programming, and time considerations. SS90.

AAEC 4301 - Special Problems in Agricultural and Applied Economics. Individual instruction and assigned research. . S95, S96, S97, F97, S98, S00, S02 and S03.

AAEC 4303 - Property Appraisal. A senior level course designed to instruct students in factors governing real estate prices and valuation. F90, F91, F93, F94, F95, F96, F98, F99, F00, F01, F02, F03, F04 and F05.

AAEC 4314 - Advanced Production Management. A senior level course designed to instruct students in advanced methods and techniques for analyzing agricultural production through enterprise budgeting, computer simulation and linear programming. S90, S91, and S92.

AAEC 4316 - Agricultural Financial Analysis. A senior level course designed to instruct students in principles and procedures in managing financial and credit resources; nature, purposes, and use of financial statements, budgets, and credit instruments; and criteria for decision-making in borrowing and lending. S94, S95, S96, S97, S98, S99, S00, S01, S02, S03, S04, S05 and S06.

AAEC 4317 - Commodity Futures Trading and Analysis. A senior level course designed to instruct students on the history and characteristics of commodity futures markets, mechanics of trading, hedging and speculation, use of futures as a business management tool, and analytical techniques involved in hedging and trading. F94 and F95.

IS 1100 - Freshman Seminar. An interdisciplinary studies course designed to help freshman students develop an understanding of the philosophy and scope of higher education and transition into the university setting. F99, F00, SS01, F01, SS02, F02, F03, F04 and F05.

Graduate Courses:

AAEC 5301 - Special Study in Agricultural and Applied Economics. Individual and group study of advanced topics in agricultural economics. SS95, SS96, F96, SS97, S02 and SS03.

AAEC 5315 - Property Appraisal. Graduate level course thought in conjunction with AAEC 4303. F94, F95, F96, F98, F01, F03, F04 and F05.

AAEC 5317 - Financial and Commodity Futures and Options. Graduate level course thought in conjunction with AAEC 4317. F94 and F95.

AAEC 5318 - Finance and the Agribusiness Sector. A graduate level course designed to instruct students in the application of financial theory and practice to agricultural problems and issues. Taught in conjunction with AAEC 4316. S03, S04, S05 and S06.

Courses Taught at a Distance:

AAEC 5318 - Finance and the Agribusiness Sector. Distance section taught S05 and S06.

Research Supervision and Guest Lecturer:

HONS 3302 – Honors Seminar in Science. Guest Lecturer S06.

AAEC 5312 - Agribusiness Analysis. Guest Lecturer F00 and F01.

AAEC 6000 - Master's Thesis Research. S94, SS94, F94, S95, SS95, F95, S96, SS96, F96, S97, SS97, F98, S99, SS99, F99, S00, SS00, F00, S01, SS01, F01, S02, SS02, F02, S03, F03, SS04, F04, S05, SS05, F05, S06 and SS06.

AAEC 7000 - Research. SS95, F96, F97, S98, SS99, F99, S00, S01, SS03, F03, F04, S05, SS05

AAEC 8000 - Doctor's Dissertation. S98, S99, SS99, F99, F00, S01, SS01, F01, S02, SS02, F02, S03, F03 and SS06.

Teaching Load

The following tables summarize calculated policy teaching workload by academic year and teaching responsibility according to Department of Institutional Research policy and O.P. 32.18.

Full-time workload with graduate faculty status is 9 hours per semester or 18 hours annually.

Policy Teaching Load Summary by Academic Year

Academic Year	Fall Semester (hours)	Spring Semester (hours)	Summer (hours)	Total (hours)
1994/95*	9.6	7.5	3.2	20.3
1995/96*	11.4	10.5	9.0	30.9
1996/97*	11.5	10.3	6.6	28.4
1997/98*	13.6	10.5	7.2	31.3
1998/99*	12.3	11.8	3.6	27.7
1999/00*	13.0	12.5	4.8	30.3
2000/01	13.9	14.09	6.79	34.78
2001/02	16.09	9.69	4.85	30.63
2002/03	9.53	10.59	4.5	24.62
2003/04	17.85	10.50	4.2	32.55
2004/05	15.99	14.1	6.5	36.59
2005/06	13.8	12.8		

Note: * Denotes workload was calculated using old workload guidelines.

Policy Teaching Load Summary by Teaching Responsibility

Academic Year	Undergraduate (hours)	Graduate (hours)	Thesis/ Dissertation (hours)	Total (hours)
1994/95	12.3	3.6	4.4	20.3
1995/96	12.3	13.2	11.4	30.9
1996/97	15.3	2.7	10.4	28.4
1997/98	10.2	0	21.1	31.3
1998/99	18.0	1.5	8.2	27.7
1999/00	18.3	0	12.0	30.3
2000/01	20.6	0	14.18	34.78
2001/02	15.2	5.4	10.03	30.63
2002/03	14.8	2.7	7.12	24.62
2003/04	14.87	9.0	8.68	32.55
2004/05	13.6	9.0	13.99	36.59
2005/06	13.6	9.0	4.0	26.60*

Note: * Includes Fall 2005 and Spring 2006 only.

Teaching Evaluations

A peer teaching review of AAEC 4316 - (Agricultural Financial Analysis) - was conducted in the Spring of 2006. The review committee was chaired by Dr. Eduardo Segarra. (Report available upon request)

A peer teaching review of AAEC 3302 - (Agribusiness Finance) - was conducted in the Spring of 2002. The review committee was chaired by Dr. Sam Mohanty. (Report available upon request)

A peer teaching review of AAEC 4316 - (Agricultural Financial Analysis) - was conducted in the Spring of 1999. The review committee was chaired by Dr. Eduardo Segarra. (Report available upon request)

A peer teaching review of AAEC 4303 - (Farm and Ranch Appraisal) - was conducted in the Fall of 1998. The review committee was chaired by Dr. R. T. Ervin. (Report available upon request)

Advising

- Advised approximately 20-25 undergraduate students each long term.
- Assisted in summer advising and orientation.
- Served as faculty advisor for the undergraduate Agricultural Economics Student Association 1998-1999.
- Served as faculty advisor for the Agricultural Economics Graduate Student Association 1995 - 1999 and 2004-present.

Graduate Committee Participation

Major Advisor: 15 students (9 M.S., 2 Ph.D, 4 M.Ag.)

Co-Major Advisor: 6 students (4 M.S. and 2 Ph.D.)

Committee Member: 24 students (12 M.S., 9 Ph.D, 3 M.Ag.)

Chairman (Co-Chairman) of Graduate Student Committees:

Total of 21

In Progress:

Caren Fullerton, Ph.D. in Agricultural and Applied Economics. Dissertation title to be determined, expected completion in 2007.

Justin Weinheimer, Ph.D. in Agricultural and Applied Economics. Co-Chair with Tom Knight. Dissertation title to be determined, expected completion in 2008.

Rohit Singla, Ph.D. in Agricultural and Applied Economics. Co-Chair with Sukant Misra. Dissertation title to be determined, expected completion in 2008.

Completed:

Ginger Sides, M.S. in Agricultural and Applied Economics. Thesis title: "Evaluation of Crop Insurance Alternatives as a Risk management Tool for Cotton Producers in the Southern high Plains of Texas," 2006.

Justin Weinheimer, M.S. in Agricultural and Applied Economics. "Economic Value of Soil Water Enhancement from Brush Removal of the Pedernales Watershed," 2006.

Jeffrey Dudensing, M.S. in Agricultural and Applied Economics. Co-chair with Jeff Johnson. Thesis title: "An Economic Analysis of Cattle Weight Gain Responses to Nitrogen Fertilization and Irrigation of Old World Bluestem." 2005.

Erin Wheeler, M.S. in Agricultural and Applied Economics. Co-Chair with Eduardo Segarra. Thesis title: "Policy Alternatives for the Southern Ogallala Aquifer: Economic and Hydrologic Implications." 2005. This Thesis received an Honorable Mention as the runner-up for the 2005 SAEA Masters Thesis Award.

Jeff Johnson, Ph.D. in Agricultural and Applied Economics. Dissertation title: “Water Conservation Policy Alternatives for the Southern Portion of the Ogallala Aquifer.” 2003.

Jay Youngblood, M.S. in Agricultural and Applied Economics. Thesis title: “Evaluation of Bacillus thuringiensis Technology in Texas Corn Production.” 2003.

Jason Blackshear, M.S. in Agricultural and Applied Economics. Thesis title: “Profitability and Production Costs of Grain Sorghum in Texas.” 2001

Jeffrey SoRelle, M.S. in Agricultural and Applied Economics. Thesis title: “Economic Feasibility of Redberry Juniper Control Using Individual Tree Treatments in the Rolling Plains of Texas.” 2000.

April Clark, M.S. in Agricultural and Applied Economics. Thesis title: “Standardized Performance Analysis for Cotton Production: An Application to the Texas High Plains.” 1998.

Bonnie Terrell, M.S. in Agricultural and Applied Economics. Thesis title: “Economic Impacts of the Depletion of the Ogallala Aquifer: An Application to the Texas High Plains.” 1998. Ms. Terrell’s thesis was selected by the department to be submitted to the American Agricultural Economics Association for the outstanding masters thesis competition for 1999.

Kolado Bocoum, M.S. in Agricultural and Applied Economics. Thesis title: “Optimum Concentration of Ashe Juniper in the Edwards Plateau of Texas.” 1996.

Aubrey P. Haynes, M.S. in Agricultural Economics. Thesis title: “Farm Profitability and Financial Viability in the Texas High Plains: The Impact of Biotechnology and Plant Stress.” 1996.

Alfonso Gerbolini, M.S. in Agricultural Economics. Thesis title: “Economic Evaluation of Redberry Juniper Control in the Texas Rolling Plains.” (Committee Co-Chair) 1996.

Becky Baylor, M.Ag. in Agricultural Economics. 1996.

Chrissy Miles, M.Ag. in Agricultural Economics. 1996.

Troy Klemke, M.Ag. in Agricultural Economics. 1996.

Eric Wanjura, M.Ag. in Agricultural Economics. 1996.

Teresa P. Glover, M.S. in Agricultural Economics. Thesis title: "An Economic Analysis of Waste Management for Texas Cattle Feedlots: An Analysis of System Alternatives and Policy Implications." (Committee Co-Chair) 1994.

Member of Graduate Student Committees:

Total of 24

Erin Wheeler, Ph.D. in Agricultural and Applied Economics.

Andrea Stigarll, M.S. in Agricultural and Applied Economics.
 Thomas Kipkurgat, Ph.D. in Agricultural Education. 2006.
 Mark Wlech, Ph.D. in Agricultural and Applied Economics. 2006.
 Divinia Rodriguez, Ph.D. in Agricultural and Applied Economics. 2006.
 Wesley Ralston, M.S. in Agronomy. 2005.
 Das B, Ph.D. in Agricultural and Applied Economics. 2004.
 Talah Arabiyat, Ph.D. in Economics. 2003.
 Jason Ward, M.S. in Agricultural and Applied Economics. 2002.
 Susan Watson, Ph.D. in Agricultural and Applied Economics. 2002.
 Jeannie Nelson, M.S. in Agricultural and Applied Economics. 2001.
 Jingwei Wei, M.S. in Agricultural and Applied Economics. 2000.
 Josh Malouf, M.S. in Mechanical Engineering. 2000.
 Bridget Killgore, M.Ag. in Plant Science. 2000.
 Wade Polk, M.S. in Agricultural and Applied Economics. 1999.
 Talah Arabiyat, M.S. in Agricultural and Applied Economics. 1998.
 Wayne Moore, Ph.D. Consumer Economics and Environmental Design. 1998.
 Steve Teal, M.S. in Agricultural and Applied Economics. 1997.
 Marc Michaud, M.S. in Agricultural and Applied Economics. 1997.
 Lonnie J. Hughes, M.Ag. in Animal Science, 1997.
 Marty R. Middleton, M.S. in Agricultural and Applied Economics. 1996.
 Jason L. Johnson, Ph.D. in Agricultural and Applied Economics. 1996
 Preston Snoga, M.S. in Agricultural Economics. 1995.
 Laci S. Naylor, M.Ag. in Agricultural Economics. 1995.

Graduate School Representative at Ph.D. Dissertation Defenses: Total of 2

Oguz Ozsahin, Ph.D. in Economics, 2000
 Jim Welhelm, Ed.D in Education, 1995

Undergraduate Senior Research Papers Directed: Total of 10

Candance Royal, B.S. in Agricultural and Applied Economics/Accounting. Directed Senior Thesis Research Proposal: “Texas Water Law: What’s Next?” Honors Senior Thesis. 2005.

Ginger Sides, B.S. in Agribusiness. Research Paper title: “Business and Financial Risk In the Texas High Plains.” 2003. Received a CASNR Undergraduate Research Award - \$1,000.

Marci Irvine, B.S. in Agricultural and Applied Economics. 2003. Received a CASNR Undergraduate Research Award - \$1,000.

Phillip Peabody, B.S. in Agricultural and Applied Economics. Research Paper title: “Economic Value of Short Season Cotton Varieties.” Honors Senior Thesis. 2002.

Blake Littlejohn, B.S. in General Studies. Senior Thesis title: “The Demise of the Family Farm.” 2000.

Kelly White, B.S. in Agricultural and Applied Economics. Research Paper title: “Roundup Ready Cotton Versus Conventional Cotton Varieties: Case Studies from the Southern High Plains of Texas.” 2000.

Kent Durham, B.S. in Agricultural and Applied Economics. Research Paper title: “Financial Viability and Profitability of Cotton Farms in the Texas High Plains Region After the Fair Act of 1996.” 1998.

DeDe Beaty, B.S. in Agricultural and Applied Economics. Research Paper title: “Analyzing the Expansion Abilities of Mid-Sized Farms on the Texas Southern High Plains.” 1998.

Joe Harden, B.S. in Agricultural and Applied Economics. Research Paper title: “Techniques to Establish Water Efficient Landscapes for San Antonio Site Owners and Maintainers.” 1997

Mikella Liner, B.S. in Agricultural and Applied Economics. Research Paper title: “An Economic Evaluation of Bank Mergers and Acquisitions.” 1996

RESEARCH

Research Philosophy

The thrust of my research efforts has been primarily focused toward applied research that has application at the farm, regional and state levels. I have tried to develop a diversified research program that reflects my interest and knowledge in finance and banking, production agriculture, and conservation and resource management. I have participated in multi-disciplinary research and feel that this will be an important part of my future research focus.

Research Areas

Agricultural Finance. Projects include the Standardized Performance Analysis (SPA) for Crops which has been an ongoing research project since 1995. The SPA is a whole farm financial analysis program that provides an on-farm analytical tool for improved management and decision information. Profitability analysis using the SPA program allows calculation of production costs and profitability to the enterprise and sub-enterprise level. The SPA program has been conducted among producers in the Texas High Plains Region for the 1995 through 2004 crop years. In conjunction with the analytical program, individual results have been compiled into a database. The SPA project was primarily focused on cotton production; however, the project has been expanded to include grain sorghum production.

Range Economics. Projects include the economics of juniper control on rangelands with objectives to determine the economic feasibility of various control methods for juniper infestations. In addition to the economic feasibility analysis, estimation of the relationship between herbage production and brush canopy cover has been an important aspect of the research. A project evaluating brush control with a primary objective of enhancing water yields from range lands blends together range economics and water resource economics.

Water Resources. Projects include an economic analysis of the impacts of a declining Ogallala aquifer on the Texas High Plains Region and an evaluation of the alternative water conservation policies that restrict pumpage from the aquifer on farm and regional economies. A multi-disciplinary project to evaluate and demonstrate water conservation methods and production systems for agricultural production the Texas High Plains Region will be a major future research focus.

Economics of Biotechnology. Projects include the estimation of the potential impacts of biotechnological advances on farm profitability and viability in the Texas High Plains Region.

Other Research. Projects include evaluation of the Conservation Reserve Program in the Texas High Plains.

Grants Funded

Total Amount \$1,138,122

A Simulation Analysis of Cotton Gin Financial Viability Under Risk. Principal Investigator. Funded by USDA/CSREES, 9/06 - 8/07. Total \$33,000

Analysis of the Impact of the Adoption of Bt Cotton In South Asia on World Cotton Markets. Co-Principal Investigator. Funded by USDA/CSREES, 9/06 - 8/07, \$38,000 (My part \$19,000). Total \$19,000.

An Integrated Approach to Water Conservation for Agriculture in the Texas Southern High Plains. Co-Investigator. Funding by the Texas Water Development Board. This project was funded at a total of \$6.8 million for 8 years starting 9/04 (My part for 9/06 - 8/12 is \$437,246). Total \$437,246.

Ogallala Aquifer Initiative - Economic and Policy Implications of Underground Water Use in the Southern Ogallala. Co-Investigator. Funding ARS-USDA 9/03 - 8/08, \$137,000 (My part \$27,500). Total \$27,500.

Evaluating Yield and Revenue Insurance as a Risk Management Tool for Cotton Producers in the Texas Southern High Plains. Principal Investigator. Funding by Applied Economics Research, AAEC, Texas Tech University 1/04 - 8/04, \$1,762. Total \$1,762.

Economic Value of Soil Water Enhancement from Brush Removal on the Pedernales Watershed. Principal Investigator. Funding by CASNR. 9/04 - 8/05, \$10,000. Texas Tech University Graduate School 9/05 - 8/06, \$10,000. Total \$20,000.

Profitability Analysis of Cotton Production for the High Plains Region of Texas. Principal Investigator. Funding by USDA/CSREES, Texas Tech University 9/04 - 8/05, \$36,374; 9/05 - 8/06, \$38,726. Total \$75,100.

Treatment Technologies for Phosphorus Removal from Water Derived from Cattle Feedyards. Co-Investigator. Funding by Texas Cattle Feeders. 1/03 - 12/03, \$3,000 (My part \$1,000). Total \$1,000.

Profitability Analysis of Cotton Production for Major Cotton Producing Regions of Texas. Co-Principal Investigator. Funding by USDA/CSREES, 9/03 - 8/04, \$25,000. (My part \$18,975). Total \$18,975.

Evaluating Crop Insurance Products as a Risk Management Tool for Cotton Producers. Co-Principal Investigator. Funding by Cotton Incorporated 1/02 - 12/02, \$10,000. (My part \$5,000). Total \$5,000.

Development of a Web-Based Cotton Production Cost Calculator. Funded by the Texas State Support Committee. Co-Principal Investigator. 1/02 - 12/02, \$12,817. (My part \$6,408). Total \$6,408.

Comparing Profitability of Ultra-Narrow-Row Cotton With Conventional Stripper Harvested Cotton. Co-Principal Investigator. Funding by Cotton Incorporated 1/00 - 12/00, \$16,000 1/01 - 12/01, \$16,000. (My part \$16,000). Total \$16,000.

Profitability and Feasibility Study of Bt Corn. Principal Investigator. Funding by Texas Corn Producers Board. 1/00 - 12/00. \$1,200. Funding by College of Agricultural Sciences and Natural Resources, Texas Tech University. 9/99 - 8/00, \$19,394. Total \$20,594.

Profitability and Production Costs of Grain Sorghum in Texas. Co-Principal Investigator. Funding by Texas Agricultural Experiment Station, PROFIT Initiative. 10/99 - 8/01, \$41,090; 9/01 - 8/03, \$42,000. (My part \$79,090). Total \$79,090.

Regional Policy Alternatives in Response to Depletion of the Ogallala Aquifer. Co-Principal Investigator. Funding has been provided by the Texas Water Resources Institute 1/01 – 12/01, \$5,000. Total \$5,000.

Analysis of Irrigation Water Needs in SB1 Water Planning Region F. Co-Principal Investigator. Funding has been provided by the Texas Agricultural Experiment Station. 6/00 – 8/00, \$25,000. (My part \$12,500). Total \$12,500.

Assessing the Freshman Seminar Curriculum: A Student Survey. Co-Principal Investigation. Funding by Texas Tech University. 6/99 - 8/99, \$3000. (My part, \$1,000). Total \$1,000.

Standardized Performance Analysis for Cotton Production Software. Principal Investigator. Funding by Texas State Support Committee. 1/96 - 12/96, \$21,500. 1/97 - 12/97, \$20,700. 1/98 - 12/98, \$21,282. 1/99 - 12/99, \$19,200. Sub-Total \$82,682. Funding by Cotton Economics Research Special Item, College of Agricultural Sciences and Natural Resources. 5/96 - 8/97, \$15,333. 9/97 - 8/98, \$12,000. 9/98 - 8/99, \$12,000. 9/99 - 8/00, \$11,860. Sub-Total \$51,193. Total \$133,875.

Management Strategies for Optimum Input Use, Yields, and Quality of Cotton Production in the Texas High Plains. Co-Principal Investigator. Funding by USDA/CSREES. 09/98-11/99 \$64,540 (My part \$25,286) 12/99-11/00 \$64,540 (My part \$25,286). Total \$50,572.

Research in Range Economics. Principal Investigator. Funding by the Noxious Brush and Weed Control Research Program, College of Agricultural Sciences and Natural Resources, Texas Tech University. 9/95 - 8/96, \$15,892; 9/96 - 8/97, \$16,610; 9/97 - 8/98, \$16,814; 9/98 - 8/99, \$17,041. Total \$66,357.

Impacts of Electric Power Deregulation on the Texas High Plains Economy: An Initial Assessment. Principal Investigator. Funding by High Plains Underground Water Conservation District No. 1 and Texas Tech University. 6/98 - 8/98, \$12,500. Total \$12,500.

Economic Impacts of the Depletion of the Ogallala Aquifer Principal Investigator. Funding by College of Agricultural Sciences and Natural Resources, Texas Tech University. 9/96 - 8/97, \$22,110; 9/97 - 8/98, \$12,819. Sub-Total \$34,929. Funding by Texas Water Development Board. 9/97 - 1/98, \$6,322. Sub-Total \$6,322. Total \$41,251.

Farm Profitability and Financial Viability in the Texas High Plains. Co-Principal Investigator. Funding by College of Agricultural Sciences and Natural Resources, Texas Tech University. 9/94 - 8/95, \$18,000. 9/95 - 8/96, \$21,392. Total \$39,392.

Agricultural Finance Research. Principal Investigator. Funding by College of Agricultural Sciences and Natural Resources, Texas Tech University. 9/94 - 8/95, \$6,000; 9/95 - 8/96, \$6,000; 9/96 - 8/97, \$3,000. Total \$15,000.

Research Proposals Submitted - Outcome Pending

None at this time.

Institutional Research and Educational Support

Total Amount \$341,800

Agricultural Finance Research and Support. Director. Funding through the Thornton Agricultural Finance Institute, Texas Tech University 9/99 - 8/05, Total \$163,800.

Agricultural Finance Educational Support. Coordinator. Funding through the Thompson Endowment for Agricultural Finance, Texas Tech University 9/99 - 8/05, Total \$178,000.

Research Proposals Submitted - Not Funded

A proposal was submitted to the Natural Resources Conservation Service, USDA, titled "Integrated Agriculture for Energy Conservation in the Texas High Plains." Submitted March 2006. Collaborator. Amount requested: \$808,029. My part is: \$226,724.

A proposal was submitted to the office of the Vice President for Research, Texas Tech University titled "Phosphorus Removal from Livestock Waste Via Forced Struvite Precipitation." Submitted February 2006. Co-Principal Investigator. Amount requested: \$170,820. My part is: \$27,888.

A proposal was submitted to Cotton Incorporated titled "A Survey of Cotton Ginning Industry in the Texas high Plains." Co-Principal Investigator. Submitted January 2006. Amount requested: \$20,647.

A proposal was submitted to Texas Water Resources Institute titled "Economic Value of Soil Water Enhancement from Brush Removal on the Pedernales Watershed." Submitted January 2005. Amount requested: \$9,081.

A proposal was submitted to Office of the Governor, Texas, titled "Analyzing ACG Textile Plant's Strategies to Remain Economically Viable." Submitted June 2004. Amount requested: \$1,000,000 of which \$93,750 was my part.

An ATP proposal submitted to the Texas Higher Education Coordinating Board titled "Sustainability of Cattle Feeding in the Texas High Plains." Submitted August 2003 with Dr. Eduardo Segarra. Amount requested: \$ 130,230.

A pre-proposal submitted to the Texas Agricultural Experiment Station, PROFIT Initiative titled "Grain market price collection and basis calculations for grain producing regions of Texas." Submitted December 2000 with Drs. Emmett Elam, Heather Greer and Mr. Marty Middleton. Amount requested: \$ 41,100 for two years 2001 - 2003.

A proposal submitted to USDA, CSREES titled "Cropping Systems to Improve Use of Soil and Water Resources in Semi-Arid Regions." Submitted May 2000 with Drs. Scott Van Pelt, Seth Prichard, Larry Zibilske, and James Smart, USDA-ARS; Dr. Dan Kreig, Texas Tech University; Drs. Bryan Unruh and Calvin Trostle, TAEX. Amount requested: \$ 1,176,057 for 4 years. (Amount budgeted for P. Johnson - \$137,898)

An Advanced Technology Program proposal titled "Rural and Agricultural Applications of Distributed Generation." Submitted July 1999 with Dr. Jordan Berg, Department of Mechanical Engineering, Texas Tech University. Amount requested: \$121,381 for two years.

A seed grant proposal for an interdisciplinary research project submitted to the Senior Associate Vice-President for Research, Texas Tech University titled "Optimal Responses to Electric Power Pricing Policies: Helping Rural Electric Cooperatives Thrive in an Era of Competition." Submitted October 1999 with Dr. Jordan Berg, Department of Mechanical Engineering, Texas Tech University. Amount requested: \$20,000.

A proposal submitted to the College of Agricultural Sciences and Natural Resources, Texas Tech University titled "Sustainability of the Cattle Feeding Industry in the Texas High Plains." Submitted September 1999 as principal investigator with Dr. Emmett Elam, Agricultural and Applied

Economics and Dr. C. Reed Richardson, Animal Science and Food Technology as co-investigators. Amount requested: \$52,750 for two years.

A proposal submitted to the College of Agricultural Sciences and Natural Resources, Texas Tech University titled “Developing Nature Tourism Opportunities in the Southern High Plains.” Submitted September 1999 as co-investigator, with Dr. Brad Dabbert, Range, Wildlife and Fisheries Management as principal investigator. Amount requested: \$98,054 for two years.

A proposal submitted to the College of Agricultural Sciences and Natural Resources, Texas Tech University titled “Groundwater Use and the Economic Future of the Texas High Plains: Economic Sustainability or Economic Development.” Submitted September 1999 as co-investigator, with Dr. David Willis, Agricultural and Applied Economics as principal investigator. Amount requested: \$103,720 for two years.

A proposal titled “Evaluating the Costs and Profitability of Peanut Production in the Texas High Plains.” Submitted in February 1999 to the Texas Peanut Producers Board. Amount requested \$23,250.

A proposal to extend funding for the Standardized Performance Analysis for Cotton Production Software project for January 2000 - December 2000. Submitted in February 1999 to the Texas State Support Committee. Amount requested \$21,800.

A proposal titled “Profitability of Alternative Cotton Production Practices in the Texas South Plains.” Submitted in February 1999 to the Texas State Support Committee with Drs. Octavio Ramirez and Dan Krieg. Amount requested \$15,000.

A proposal titled “A Feasibility Study and Field Test of a Distributed Generation Application.” Submitted in December 1998 to the Research Oversight Committee of the Texas Corn Producers Board with Drs. Jordan Berg and Tim Maxwell, Department of Mechanical Engineering, Texas Tech University. Amount requested \$26,335.

A proposal titled “Improved Water Utilization in Texas High Plains Agriculture: Economic and Risk Assessment of Viable Alternatives.” Submitted 1996 to the Texas Water Development Board with Dr. Eduardo Segarra. Amount requested \$20,000.

Research Publications

Journal Publications: 18; Abstracts of Refereed Presented Manuscripts: 8; Published Proceedings: 31; Technical Reports and Bulletins: 15; Other Publications: 1; Professional Presentations: 29.

Refereed Journal Publications:

Total of 18

Johnson, P., J. Blackshear and E. Segarra. 2006. "Economics of Irrigated Cotton-Grain sorghum Rotations in the Southern High Plains of Texas." *Southwestern Economic Review*. 33(1):161-172.

Johnson, P., and J. Blackshear. 2004. Economic Analysis of Roundup Ready Versus Conventional Cotton Varieties in the Southern High Plains of Texas. *Texas Journal of Agriculture and Natural Resources*. 17:87-96

Armstrong, S., R. Boweman, P. Johnson and J. Blackshear. 2003. Economic Evaluation of Short Season Bollgard Cotton Cultivars on the Texas High Plains. *Texas Journal of Agriculture and Natural Resources*. 16:78-85.

Chakraborty, K., S. Misra, and P. Johnson. 2003. Measuring Technical Efficiency and Total Factor Productivity: An Application to Cotton Production. *Regional Business Review*. 22:11-27.

Chakraborty, K., S. Misra, and P. Johnson. 2002. Cotton Farmers' Technical Efficiency: Stochastic and Non-stochastic Production Function Approaches. *Agricultural and Resource Economics Review*. 31(2): 211-220.

Peabody, Philip, Phillip Johnson, Dick Auld, and Efreem Bechere. 2002. "Profitability of Short Season Cotton Genotypes on the High Plains of Texas." *Texas Journal of Agriculture and Natural Resources*, 15:7-14.

Terrell, B., P. Johnson and E. Segarra. 2002. Depletion of the Ogallala Aquifer: Economic Impact on the Texas High Plains. *Water Policy*. 4:33-46.

Johnson, J., P. Johnson, D. Willis, E. Segarra, R. Lacewell, J. Ellis, and S. Amosson. 2001. Estimating the Potential to Reduce Agricultural Irrigation Water Demand in West Central Texas. *Texas Journal of Agriculture and Natural Resources*. 14:133-143.

Clark A., P. Johnson and J. McGrann. 2001. Standardized performance Analysis: An Application to the Texas High Plains. *Review of Agricultural Economics*. 23:133-150.

Elms, M., C. Green, and P. Johnson. 2001. Variability of Cotton Yield and Quality. *Communications in Soil Science and Plant Analysis*. 32:(3&4), 351-368..

Johnson, P. N., A. Gerbolini, D. Ethridge, C. Britton, and D. Ueckert. 1999. Economics of Redberry Juniper Control with Burning in the Texas Rolling Plains. *Journal of Range Management*. 52:569-574.

Johnson, P. N. 1999. Electric Power Deregulation: Potential Impacts on Irrigated Crop Production in the Texas High Plains. *Texas Journal of Agriculture & Natural Resources*. 12:39-50.

Middleton, M., P. Johnson, and E. Segarra. 1999. Economic Impacts of Plant Biotechnology in the Northern Plains Region of Texas. *Texas Journal of Agriculture & Natural Resources*. 12:62-79.

Johnson, P. N., and K. Durham. 1999. Financial Viability and Profitability in the Texas High Plains after the FAIR Act. *Journal of Cotton Science*. 3:45-52.

Johnson, P. N., S. Misra, and R.T. Ervin. 1997. A Qualitative Choice Analysis of Factors Influencing Post-CRP Land Use Decisions. *Journal of Agricultural and Applied Economics*. 29:163-173.

Johnson, P. N., and E. Segarra. 1995. An Evaluation of Post-Conservation Reserve Program Alternatives in the Texas High Plains. *Journal of Agricultural and Applied Economics*. 27:556-564.

Musick, J. T., F. B. Pringle, and P. N. Johnson. 1985. Furrow Compaction for Controlling Excessive Irrigation Water Intake. *Transactions of the American Society of Agricultural Engineers*. 28:502-506.

Roy, S. K., and P. N. Johnson. 1973. Econometric Models for Quarterly Shell Egg Prices. *American Journal of Agricultural Economics*. 55:209-213.

Abstracts of Refereed Presented Manuscripts:

Total of 8

Wheeler, E., E. Segarra, P. Johnson, D. Willis and J. Johnson. 2006. Aquifer Depletion and the Cost of Water Conservation: The Southern High Plains of Texas Case, Contributed paper for presentation at the 26th International Conference of Agricultural Economists, August 12-18, 2006, Queensland, Australia.

Johnson, J.W., P. Johnson, D. Willis and E. Segarra. 2004. "Evaluation of Water Conservation Policy Alternatives for the Southern High Plains of Texas." *Journal of Agricultural and Applied Economics*. 36, No. 2 (Aug. 2004):510. Selected for presentation at the 2004 Meetings of the Southern Agricultural Economics Association. February 15-18, 2004, Tulsa,OK.

Johnson, P. N., J. A. SoRelle, and D. N. Ueckert. 2001. Economic Feasibility of Redberry Juniper control Under a Cost Share Program in the North Concho River Watershed of Texas. Abstract in *Society for Range Management Abstracts 2001*. Abstract 210. Selected for presentation at the 2001 Meetings of the Society for Range Management. February 17-23, 2001, Kailua-Kona, HA.

Terrell, B., and P. Johnson. 1999. Economic Impact of the Depletion of the Ogallala Aquifer: A Case Study of the Southern High Plains of Texas. Abstract in *American Journal of Agricultural Economics*, 81:1302. Selected for presentation at the annual meeting of the American Agricultural Economics Association, August 8-11, 1999, Nashville TN. Abstract and paper are published online at AgEcon Search, <http://agecon.lib.umn.edu/aaea99/sp99te01.pdf> (Manuscript T-1-483)

Johnson, P. N., S. Misra, and R. T. Ervin. 1995. An Analysis of Factors Relating to the Post-Contract Land Use Decision of CRP Contract Holders. Abstract in *Journal of Agricultural and Applied Economics*, 27(1):312. Selected for presentation at the 1995 Meetings of the Southern

Agricultural Economics Association. January 28-February 1, 1995, New Orleans, LA. (Manuscript T-1-397)

Glover, T. P., E. Segarra, and P. N. Johnson. 1995. Waste Management: An Application to Texas Cattle Feedlots. Abstract in *Journal of Agricultural and Applied Economics*, 27(1):334. Selected for presentation at the 1995 Meetings of the Southern Agricultural Economics Association. January 28-February 1, 1995, New Orleans, LA. (Manuscript T-1-391)

Johnson, P. N., and E. Segarra. 1994. Post-Conservation Reserve Program Alternatives: An Application to the Texas High Plains. *American Journal of Agricultural Economics*, 76:1264. Selected for presentation at the annual meeting of the American Agricultural Economics Association, August 7-10, 1994, San Diego, CA.

Johnson, P.N., and E. Segarra. 1992. The Production Response of the Firm to the Elimination of Commodity Support Programs in the United States. International Association of Agricultural Economics, Occasional Paper No. 6, *Issues in Agricultural Development: Sustainability and Cooperation*, pg. 379, M. Bellamy and B. Greenshields, Eds., Dartmouth Publishing Company Limited, Hampshire, England. Paper selected as a poster presentation at the XXI International Conference of Agricultural Economists held in Tokyo, Japan. August 22-29, 1991. (Manuscript T-1-341)

Proceedings of Presented Manuscripts:

Total of 31

Sides, G., P. Johnson and D. Schmidt. 2006. "Profitability of Cotton Production in the Texas High Plains, 1996-2004." *2006 Beltwide Cotton Conferences Proceedings*, pg. 189-194, CD-ROM. Selected for presentation at the 2006 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 3-6, 2006, San Antonio, TX.

Sides, G., A. Irlbeck, P. Johnson and D. Schmidt. 2005. "Profitability of Cotton Production in the Texas High Plains, 1996-2003." *2005 Beltwide Cotton Conferences Proceedings*, pg. 339-344, CD-ROM. Selected for presentation at the 2005 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 4-7, 2005, New Orleans, LA.

Johnson, J.W., P. Johnson, E. Segarra, and D. Willis. 2004. "Water Conservation Policy Alternatives for the Texas Southern High Plains. *2004 Beltwide Cotton Conferences Proceedings*, pg. 581-587, CD-ROM. Selected for presentation at the 2004 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 5-9 2004, San Antonio, TX.

Johnson, J.W., P. Johnson, K. Rainwater, E. Segarra, and D. Willis. 2004. "Evaluation of Water Policy Alternatives Intertemporal Allocation of Groundwater in the Southern High Plains of Texas." 2004 Conference of the Universities Council on Water Resources. Portland, OR. July 20, 2004. CD-ROM.

Wheeler, E., J. Johnson, E. Segarra, and P. Johnson. 2004. The Impacts of Aquifer Characteristics on Water Use and Conservation: The Case of Hale County. Proceedings of the 2004 High Plains

Groundwater Resources: Challenges and Opportunities Conference, pp. 72-81. Selected for presentation at the 2004 High Plains Groundwater Resources: Challenges and Opportunities Conference, December 7-9, Lubbock, Texas.

Johnson, J., P. Johnson, E. Segarra, and D. Willis. 2004. Evaluation of Water Policy Alternatives for Groundwater in the Southern High Plains of Texas. *Proceedings of the 2004 High Plains Groundwater Resources: Challenges and Opportunities Conference*, pp. 84. Selected for presentation at the 2004 High Plains Groundwater Resources: Challenges and Opportunities Conference, December 7-9, Lubbock, Texas.

Sides, G., and P. Johnson. 2004. "Profitability of Cotton Production in the Texas High Plains, 1996-2002." *2004 Beltwide Cotton Conferences Proceedings*, pg. 680-683, CD-ROM. Selected for presentation at the 2004 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 5-9 2004, San Antonio, TX.

Sides, G., and P. Johnson. 2004. "Business and Financial Risk of Cotton Producers in the Texas High Plains." *2004 Beltwide Cotton Conferences Proceedings*, pg. 652-655, CD-ROM. Selected for presentation at the 2004 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 5-9 2004, San Antonio, TX.

Blackshear, J., and P. Johnson. 2003. "Profitability of Cotton Production in the Texas High Plains from 1996 to 2001." Poster presentation at the 2003 Beltwide Cotton Conference, Cotton Economics and Marketing Conference, National Cotton Council, Memphis, TN.

Blackshear, J., P. Johnson, and H. Gum. 2003. "Profitability of Irrigated Cotton-Grain Sorghum Rotations in the Southern High Plains of Texas." *Proceedings of the 2003 Beltwide Cotton Conference*, Cotton Economics and Marketing Conference, National Cotton Council, Memphis, TN, CD-ROM.

Blackshear, J., P. Johnson, and H. Gum. 2002. "Profitability and Cost of Production of Roundup Ready Versus Conventional Cotton Varieties in the Southern High Plains of Texas." *Proceedings of the 2002 Beltwide Cotton Conference*. Selected for presentation at the 2002 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 9-13, 2002, Atlanta, GA.

Nelson, J., S. Misra, P. Johnson, and J. Blackshear. 2001. Cost Comparison of UNR Versus Conventional Row Cotton: A Preliminary Analysis. *Proceedings of the 2001 Beltwide Cotton Conference*, pg. 189-191. Selected for presentation at the 2001 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 9-13, 2001, Anaheim, CA.

Blackshear, J. and P. Johnson. 2001. Profitability of Cotton Production in the Texas High Plains. *Proceedings of the 2001 Beltwide Cotton Conference*, pg. 241-244. Selected for presentation at the 2001 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 9-13, 2001, Anaheim, CA.

Johnson, P., A. Gerbolini, D. Ethridge, C. Britton, and D. Ueckert. 2001. Economics of Redberry Juniper Control in the Rolling Plains. *Proceedings of the 2001 Juniper Symposium*, pg. 6-11 - 6-17. Selected for presentation at the 2001 Juniper Symposium. Sponsored by the Texas Agricultural Experiment Station, Texas A&M University System, March 29, 2001, Glen Rose, TX.

Malouf, J., J. Berg, and P. Johnson. 2000. Optimal Peak Shaving Capacity and Control for a Known Load Curve: Application to Irrigated Agriculture. *Proceedings of the 2000 American Control Conference*, pg. 2897-2901. June 2000, Chicago, IL.

White, K., D. Beaty, and P. Johnson. 2000. Roundup Ready Versus Conventional Cotton Varieties: Case Studies from the Southern High Plains of Texas. *Proceedings of the 2000 Beltwide Cotton Conference*, pg. 334-337. Selected for presentation at the 2000 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 4-8, 2000, San Antonio, TX.

Ramirez, O. A., M. Denning, D. Krieg, D. E. Ethridge, P. Johnson, and M. D. Ethridge. 2000. Input Use, Yields, and Quality of Cotton in the Texas High Plains. *Proceedings of the 2000 Beltwide Cotton Conference*, pg. 355-358. Selected for presentation at the 2000 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 4-8, 2000, San Antonio, TX.

Durham, K., and P. Johnson. 1999. Financial Viability and Profitability of Cotton Farms in the Texas High Plains Region After the Fair Act of 1996. *Proceedings of the 1999 Beltwide Cotton Conference*, pg. 248-254. Selected for presentation at the 1999 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 3-7, 1999, Orlando FL.

Beaty, D., and P. Johnson. 1999. Analyzing the Expansion Abilities of Mid-Sized Farms in the Texas Southern High Plains. *Proceedings of the 1999 Beltwide Cotton Conference*, pg. 286-293. Selected for presentation at the 1999 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 3-7, 1999, Orlando FL.

Clark, A., P. Johnson, and J. McGrann. 1998. Standardized Performance Analysis of Cotton Production in the Texas High Plains. *Proceedings of the 1998 Beltwide Cotton Conference*, pg. 348-356. Selected for presentation at the 1998 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 5-9, 1998, San Diego, CA.

Haynes, A. P., and P. Johnson. 1997. Impacts of Biotechnology on Financial Survival of Cotton Farms in the Texas High Plains. *Proceedings of the 1997 Beltwide Cotton Conference*, pg. 270 - 274. Selected for presentation at the 1997 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 6-10, 1997, New Orleans, LA.

Clark, A., P. Johnson, J. McGrann, and J. Smith. 1997. Standardized Performance Analysis of Cotton Production: Initial Results From the Texas High Plains. *Proceedings of the 1997 Beltwide Cotton Conference*, pg. 318 - 323. Selected for presentation at the 1997 Beltwide Cotton

Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 6-10, 1997, New Orleans, LA.

Johnson, P., A. Gerbolini, D. Ethridge, C. Britton, and D. Ueckert. 1997. Economics of Redberry Juniper Control in the Rolling Plains. *Proceedings of the 1997 Juniper Symposium*, pg. 6-11 - 6-17. Selected for presentation at the 1997 Juniper Symposium. Sponsored by the Texas Agricultural Experiment Station, Texas A&M University System, January 9-10, 1997, San Angelo, TX.

Middleton, M. R., E. Segarra, P. Johnson, and A. Haynes. 1996. Economic Evaluation of Climatological Stress in Cotton Production in the Texas High Plains Region. *Proceedings of the 1996 Beltwide Cotton Conference*, pg. 473-477. Selected for presentation at the 1996 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 9-12, 1996, Nashville, TN.

Segarra, E., P. Johnson, and J. Smith. 1995. The Economics of Cotton Farming Systems at Ag-Cares. *Proceedings of the 1995 Beltwide Cotton Conferences*, pg. 388-389. Selected for presentation, 1995 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 4-7, 1995, San Antonio, TX.

Glover, T.P., E. Segarra, and P. Johnson. 1994. An Economic Analysis of Waste Management for Texas Cattle Feedlots. *Proceedings of the Great Plains Animal Waste Conference on Confined Animal Production and Water Quality*, pg. 54-58. Selected for presentation at the Great Plains Animal Waste Conference on Confined Animal Production and Water Quality. Sponsored by the Great Plains Agricultural Council, October 19-21, 1994, Denver, CO.

Johnson, P., and C. Dodson. 1994. Structural Characteristics And Financial Performance of U.S. Cotton Farms, 1991-1992. *Proceedings of the 1994 Beltwide Cotton Conference*, pg. 475-482. Selected for presentation, 1994 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 5-8, 1994, San Diego, CA.

Johnson, P., E. Segarra, and R.T. Ervin. 1994. Impact of Post-CRP Alternatives On Cotton Production in the Texas High Plains. *Proceedings of the 1994 Beltwide Cotton Conference*, pg. 500-502. Selected for presentation, 1994 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 5-8, 1994, San Diego, CA.

Johnson, P., E. Segarra, and R.T. Ervin. 1994. An Evaluation of Post-Conservation Reserve Program Alternatives. *Proceedings of the 1994 NC-163 Annual Meeting - The Impacts of Post-CRP Land Use*, pg.157-163. Selected for presentation, Post-Conservation Reserve Program Land Use Conference, January 10-11, 1994, Denver, CO.

Ervin, R.T., P.N. Johnson, and J.A. Lee. 1994. Factors Influencing Post-Contract Use of CRP Lands. *Proceedings of the 1994 NC-163 Annual Meeting - The Impacts of Post-CRP Land Use*, pg. 99-105. Selected for presentation, Post-Conservation Reserve Program Land Use Conference, January 10-11, 1994, Denver, CO.

Johnson, P.N., and E. Segarra. 1992. The Production Response of A Cotton\Grain Farm in the Southern High Plains of Texas to the Elimination of Commodity Support Programs. *Proceedings of the 1992 Beltwide Cotton Conference*, pg. 364-367. Selected for presentation, 1992 Beltwide Cotton Conference. Co-sponsored by the National Cotton Council and the Cotton Foundation, January 6-10, 1992, Nashville, TN.

Technical Reports and Bulletins:

Total of 15

Johnson, J.W., P. Johnson, E. Segarra, and D. Willis. 2005. Water Conservation Policy Alternatives for the Ogallala Aquifer in Texas. College of Agricultural Sciences and Natural Resources Report T-1-589. August 2005.

Green, C., P. Johnson, V. Allen, and S. Crossland. 2004. Treatment Technologies for Phosphorus Removal from Water Derived from Cattle Feedyards. Project Report submitted to the Texas Cattle Feeders Association, Amarillo, TX.

Johnson, J., P. Johnson, D. Willis, E. Segarra, R. Lacewell, D. Ethridge, J. Ellis, and S. Amosson. 2000. Region F Water Planning Project Task 5: Water Management Strategies for Reducing Irrigation Demands in Region F. Report submitted to the Region F Water Planning Group, July 2000.

Segarra, E., P. Johnson, and T. Glover. 1998. Manure Demand in the Texas High Plains: An Operational Study. College of Agricultural Sciences and Natural Resources Technical Report No. T-1-489, Texas Tech University, Lubbock, TX.

Johnson, P. 1998. Impacts of Electric Power Deregulation on the Texas High Plains Economy: An Initial Assessment. College of Agricultural Sciences and Natural Resources Technical Report No. T-1-486, Texas Tech University, Lubbock, TX.

Middleton, M., E. Segarra, and P. Johnson. 1997. Economic Impacts of Plant Biotechnology in the Northern Plains Region of Texas. College of Agricultural Sciences and Natural Resources Technical Report No. T-1-454, Texas Tech University, Lubbock, TX.

Johnson, P. N., and D. Ethridge. 1995. An Economic Evaluation of Brush Control and Related Research at Texas Tech University. College of Agricultural Sciences and Natural Resources Technical Report No. T-1-416, Texas Tech University, Lubbock, TX.

Middleton, M., E. Segarra, P. Johnson, and A. Haynes. 1995. Economic Evaluation of Plant Stress in the Texas Northern Plains Region. College of Agricultural Sciences and Natural Resources Technical Report No. T-1-415, Texas Tech University, Lubbock, TX.

Glover, T., E. Segarra, and P. Johnson. 1994. An Economic Analysis of Waste Management for Texas Cattle Feedlots. Progress Report PR-5251, Texas Agricultural Experiment Station, Texas A&M University, December 1994, College Station, TX.

Johnson, P. N., and E. Segarra. 1994. Post-Conservation Reserve Program Impacts on the Texas High Plains at the Texas Agricultural Experiment Station, Lubbock, Texas, 1993. Lubbock / Halfway 1993 Annual Progress Report, pg. 162-167. Texas Agricultural Experiment Station, Texas A&M University, College Station, TX.

Ervin, R.T., and P.N. Johnson. 1992. Economic Evaluation of the Conservation Reserve Program in the Southern High Plains of Texas. Research Report. Research funded by a grant from the Soil Conservation Service, USDA.

Johnson, P.N., and E. Segarra. 1992. The response of agricultural firms in the Texas Southern High Plains to the elimination of commodity support programs at the Texas Agricultural Experiment Station, Lubbock, Texas. Lubbock / Halfway 1991 Annual Progress Report, pg. 230-232. Texas Agricultural Experiment Station, Texas A&M University, College Station, TX.

Johnson, P. N. 1984. An Evaluation of the Efficiency and Returns of Surge Versus Conventional Methods of Furrow Irrigation. *Proceedings of the Surge Flow Irrigation Conference*, pg. VII-1 - VII-10. Sponsored by the Texas Agricultural Extension Service, Midland, TX, January 11, 1984.

Roy, S. K., and P. N. Johnson. 1974. Econometric Models of Cash And Futures Prices of Shell Eggs. Technical Bulletin No. 1502. Economic Research Service, USDA.

Roy, S. K., and P. N. Johnson. 1973. Econometric Models of Cash and Futures Prices of Shell Eggs. Agricultural Sciences Manuscript No. T-1-115, Texas Tech University, Lubbock, TX.

Other Publications:

Total of 1

Johnson, P.N., and E. Segarra. Irrigated Crop Production Important to Texas' Agricultural Economy. *The Cross Section*, March 1997.

Professional Presentations:

Total of 29

Johnson P., J. Park and A. Lovell. 2006. Understanding Cooperative Financial Structure and Tax Provisions. Presentation at the Texas Agricultural Cooperative Council's 2006 Joint Cooperative Meeting. Corpus Christi, TX. March 12-15, 2006.

Johnson P., and T. Engelke. 2006. Cooperative Management Change. Presentation at the Texas Agricultural Cooperative Council Coop Director's Conference. Amarrillo, TX. February 6, 2006.

Johnson P., and T. Engelke. 2005. Cooperative Management Change. Presentation at the Texas Agricultural Cooperative Council Coop Director's Conference. Lubbock, TX. September 12, 2005.

Johnson, P. 2005. The Cost of Capital in a Cooperative. Presentation at the Annual Meeting of the Texas Chapter of the National Society of Accounts for Cooperatives, Lubbock, TX, May 20, 2005.

Johnson P., and T. Engelke. 2005. Handling the Management Change - It Could Happen in Your Coop. Presentation at the Texas Agricultural Cooperative Council Cooperative Board Chairmen's Conference. Ruidoso, NM. July 29, 2005.

Johnson P., and G. Taylor. 2005. Effective Use of Financial Information. Presentation at the Texas Agricultural Cooperative Council's 2005 Joint Cooperative Meeting. Galveston, TX. March 13-16, 2005.

Johnson P. 2005. Agribusiness Financial Analysis. Presentation at the Texas Agricultural Cooperative Council Coop Director's Conference. Amarillo, TX. February 7, 2005.

Johnson P. 2004. Agribusiness Financial Analysis. Presentation at the Texas Agricultural Cooperative Council Coop Director's Conference. Lubbock, TX. September 13, 2004

Johnson P. 2004. Whiskey is for Drinking and Water is for Fighting. Presentation at the Texas Agricultural Cooperative Council Coop Managers Conference. Ruidoso, NM. July 15, 2004.

Johnson P., and S. Misra. 2004. Development of a Web-Based Production Cost Calculator. Presentation at the Forth Annual Research/Extension Symposium sponsored by the Cotton Economics Research Institute, Texas Tech University. Lubbock, TX. March 31, 2004.

Johnson P. 2002. Global Economic Implications of GMOs. Presentation to the 2002 Farm Credit Selling Group Agri-Finance Tour. Lubbock, TX. October 1, 2002.

Johnson P., and J. Blackshear. 2002. Yield and Profitability Impacts of Grain Sorghum in a Cotton/Grain Sorghum Rotation. Presentation at the Third Annual Research/Extension Symposium sponsored by the Cotton Economics Research Institute, Texas Tech University. Lubbock, TX. April 3, 2002.

Johnson P. 2001. Farm Financial Analysis. Presentation at the Texas Farm Bureau AgLead Program. Lubbock, TX. November 15, 2001.

Johnson P., and J. Blackshear. 2001. Standardized Performance Analysis. Presentation at the Texas Farm Bureau Summer Commodity Conference. Lubbock, TX. July 13, 2001.

Johnson, P., and R. Priddy. 2000. Distributed Generation and the Impacts of Electric Deregulation on the Texas High Plains Economy. Presented at a Joint Conference on Distributed Generation sponsored by Econ One Research Inc., The Louisiana State University Distributed Energy Resource Initiative, and The University of Houston Energy Institute, Houston, TX, October 13, 2000.

Johnson, P., J.W. Johnson, D. Willis, E. Segarra, R. Lacewell, D. Ethridge, J. Ellis, and S. Amosson. 2000. Water Management Strategies for Reducing Irrigation Demands in Region F. Presentation to the Region F Water Planning Group, Big Spring, TX, July 24, 2000.

Johnson P. 2000. Standardized Performance Analysis. Presentation at the Master Marketer Workshop sponsored by the Texas Agricultural Extension Service. Lubbock, TX. January 26, 2000.

Johnson P., S. Misra and A. Herring. 2000. Assessing the Freshman Seminar Curriculum: A Student Survey. Presentation at the Texas Tech University IS 1100 Junction Retreat. Junction, TX. April 15, 2000.

Johnson P. 2000. Standardized Performance Analysis. Presentation at the First Annual Research/Extension Symposium sponsored by the Cotton Economics Research Institute, Texas Tech University. Lubbock, TX. April 5, 2000.

Johnson P. 1998. Farm Financial Management During the 1998 Texas Drought. Presentation at Drought Workshops sponsored the Texas Department of Agriculture. Lamesa, TX. Stamford TX. And Plainview, TX. August 1998.

Johnson P. 1998. Commodity Price Risk Management. Presentation at the Agricultural and Natural Resources Summit - Financing Texas Agriculture in the Future: Making Dollars and Sense in Risky Times. Austin, TX. May 27, 1998.

Johnson P. 1998. Development a Management Information System. Presentation at the Women in Agriculture - Business Management Program sponsored by the Texas Agricultural Extension Service. College Station, TX. January 29, and Lubbock, TX. February 26, 1998.

Johnson P. 1997. Economic Impacts of the Depletion of the Ogallala Aquifer. Presentation at the High Plains Ogallala Area Regional Water Management Planning Group meeting. Plainview, TX. December 11, 1997.

Johnson P. 1997. Standardized Performance Analysis. Presentation at the Master Marketer Workshop sponsored by the Texas Agricultural Extension Service. Lubbock, TX. January 15, 1997.

Johnson P. 1996. Economic Impacts of Mycotoxins. Presentation at the Mycotoxin Workshop sponsored by the Center for Feed Industry Research and Education, CASNR, Texas Tech University. Lubbock, TX. May 9, 1996.

Johnson P. 1995. Agricultural Financial Planning. Presentation to the AgLead Group of the Texas Farm Bureau. Lubbock, TX. November 14, 1995.

Johnson, P., E. Segarra and R.T. Ervin. 1994. Contract Holder's Perspectives, Environmental Impacts, and Economic Alternatives to the CRP. Presentation at the CRP Regional Meetings in Amarillo, Lubbock, and Abilene, TX, sponsored by the Soil Conservation Service, 1994.

Johnson, P., and R.T. Ervin. 1992. A Benefit/Cost Analysis of the Conservation Reserve Program: A Texas Example. Paper selected for presentation at the Mid-Continent Regional Science Association Meeting. Stillwater, OK. June 4-6, 1992.

Johnson, P., and D. E. Ethridge. 1991. Export Subsidies in U.S. Farm Policy - The Case of Wheat. Paper selected for presentation at the 1991 Southwestern and Rocky Mountain Division of the American Association for the Advancement of Science. Lubbock, TX. May 15-18, 1991.

Popular Articles Regarding Research Activities (Written by Journalists)

Numerous articles regarding several research projects have been published in popular press outlets. These include: The Wall Street Journal (2), Lubbock-Avalanche Journal (3), Temple Daily Telegram (1), Livestock Weekly (1), Texas Farmer-Stockman (2), Progressive Farmer (3), Southwest Farm Press (2), New Waves (2), Commentator (2), Landmarks (1), and The Agriculturist (1). Research projects addressed by these articles include: standardized performance analysis (6), electric deregulation (9), Ogallala Aquifer depletion (2), conservation reserve program (2), juniper control (1).

SERVICE

Service Philosophy

I feel that an important component on my role as a faculty member at Texas Tech University is to contribute toward the outreach and service activities of the Department, College, and University. I have served on numerous committee assignments and participated in professional organizations. I feel an equally important aspect of my role as a faculty member is work with our clientele groups in the agricultural community and the community at large.

Committee Assignments

Departmental Level and Department of Agricultural and Applied Economics

- Chair of Peer Teaching Review Committee for Eduardo Segarra, 2006.
- Chair of Student Award, Scholarship, and Student Recruitment Committee, 1998-2006.
- Master of Agribusiness Committee, 2005-2006.
- Member of Tenure and Promotion Committee, Department of Agricultural Education and Communication, 2005.
- Member of Mentoring Committee and Three-Year Review for Vernon Lansford, 2005.
- Chair of Peer Teaching Review Committee for Don Ethridge, 2005.
- Chair of the Mentoring Committee and Three-Year Review for Dr. Jaime Malaga, 2002-2006.
- Member of Search Committee, Water Policy Position, 2004.
- Chair of Peer Teaching Review Committee for Vernon Lansford, 2004.
- Member of Tenure and Promotion Committee, Department of Plant and Soil Science, 2004.
- Co-Chair of Search Committee, Risk Management Positions, 2002.
- Chair of Search Committee, Production/Resource Economics Position, 2001.
- Chair of Peer Teaching Review Committee for Eduardo Segarra, 2001.
- Graduate Committee, 1994-2000.
- Chair of Peer Teaching Review Committee for R.T. Ervin, 2000.
- Chair of Search Committee, Marketing/Livestock Position, 2000.
- Member of Graduate Comprehensive Exam Committee, 2000-2002.
- Chair of Peer Teaching Review Committee for Marty Middleton, 1999.
- Member of Search Committee, Natural Resource Economics Position, 1998.
- Member of Search Committee, Agricultural and Applied Economics Chairperson, 1997.
- Research Self-Study Committee, 1998.
- Dean Hughes Memorial Lecture Committee, 1995-1999.
- Member of Student Award, Scholarship, and Student Recruitment Committee, 1994-1998.

College Level and College of Agricultural Sciences and Natural Resources

- Chair of Distance Learning Committee, 2004-2006.
- Member of Student Award, Scholarship, and Student Recruitment Committee, 1998-2006.
- Member of Mediation Committee, 2005-2006.
- Member of Tenure and Promotion Committee, College of Human Sciences, 2005.
- Member of the Peer Review Committee for the Graduate Program Review of Agricultural Education and Communications, 2005.
- Masters of Agriculture @ Distance Task Force, Chair 2003-2004.
- Member of Student Recruiting, Retention, and Placement Committee, 1994-1998; 2002-03.
- Member of Mentoring Committee for Dr. Scott Armstrong, 2002-2003.
- Member of Ag Awareness Week Committee, 1998-2002.
- Member of Task Force on Mentoring, 1998.
- Member of Distance Learning Committee, 1995-1996

University Level and Texas Tech University

- Faculty Senate - Representative from CASNR, 2003-2006.
- Member of the Provost's ad hoc committee to review candidates for the Rawls Chair in Accounting, 2005.
- Member of Tenure Hearing Committee, 2005-2006.
- Member of Self-Study on Evaluation of Teaching, 1999-2000.
- Member of Recruitment, Admission and Retention Committee, 1995-1997.

Professional Affiliations

- American Agricultural Economics Association
- Western Agricultural Economics Association
- Southern Agricultural Economics Association
- Texas Section of the Society for Range Management
- Gamma Sigma Delta - The Honor Society of Agriculture

Participation in Professional Organizations

National

- Vice-Chair of the Cotton Economics and Marketing Conference of the Beltwide Cotton Conferences, 2006-2007.
- Advisor to the Student Section of AAEEA, 2000-2004. (This was a 4 year commitment which included responsibility for the Student Quiz Bowl Competition and the Student Paper Competition at the Annual AAEEA Meetings the 3rd and 4th years, respectively.)
- Secretary/Treasure for the Texas Tech Chapter of Gamma Sigma Delta - The Honor Society of Agriculture, 2002-present.

Regional

- Board of Directors of the Texas Agricultural Cooperative Council, 2004-present.
- Vice Chair of the Education and Member Services Committee, Texas Agricultural Cooperative Council, 2005.
- Council Member, Western Agricultural Economics Association, 1997-present.

Other Service

- Facilitator for the 2005 Strategic Planning meeting of the Texas Agricultural Cooperative Council, Lubbock, TX, 2005.
- Moderator at the Agricultural Policy Summit, Lubbock, TX, 2001.
- Coordinator of Bankers Agricultural Credit Conference, 2001-present.
- Member of the Clear Gold Summit Steering Committee - Commodity of Water in Texas, 1999.
- Associate of the International Center for Arid and Semiarid Land Studies, 1999 - present.
- Member of the Agricultural Advisory Committee to American State Bank, 1996 - 2002.

- Member of the CRP Advisory Committee to Representative Larry Combest, 1996
- Provided information and interviews to the Wall Street Journal, Lubbock Avalanche-Journal, Associated Press, University Daily, Livestock Weekly, Progressive Farmer, PCCA newsletter, Southwest Farm Press, New Waves, and Texas Farmer-Stockman.
- Manuscript reviews: *American Journal of Agricultural Economics* (1); *Journal of Agricultural and Resource Economics* (1); *Journal of Agricultural and Applied Economics* (5); *Agricultural and Resource Economics Review* (1); *Land Economics* (1); *Journal of Range Management* (4); *Texas Journal of Agriculture and Natural Resources* (5); *Journal of Cotton Science* (3); Selected Papers for the 1995 SAEA meetings (5); Selected Papers for the 1995 WAEA meetings (5); Selected Paper Proposals for the 1999 SAEA meetings (8).

Professional Development

- Texas Cooperative Council Annual Meetings, 2004, 2005 and 2006.
- Annual meeting of the American Agricultural Economics Association, 1994, 1996, 1998, 1999, 2000, 2001, 2002 and 2004.
- Bankers Agricultural Credit Conference, 1993 - 2005.
- Agricultural Lending School, 1995, 1997 and 2003.
- Beltwide Cotton Conference, 1992 - 2005.
- Workshop on Teaching Rural Appraisal Courses, AAEA meetings, 1996.
- Workshop on Agricultural Finance, AAEA meetings, 1996.
- Workshop on Research Proposal Writing sponsored by the Office of Research Services, Texas Tech University, 1996.
- Annual meeting of the Southern Agricultural Economics Association, 1995.
- NC-163 Annual Meeting — Impacts of Post-CRP Land Use, 1994.

ADMINISTRATION

Thornton Agricultural Finance Institute

Director - January 1994 - Present.

As Director, I am responsible for the development of an agricultural finance research program within the department and coordination of the annual Bankers Agricultural Credit Conference (2005 was the 33rd annual conference) and the Texas Tech Agricultural Lending School. I serve on the Texas Agricultural Cooperative Council Board of Directors and am currently serving on the Education and Member Services Committee. As a resource person to the Texas Agricultural Cooperative Council, I have participated in a number of their educational programs.

Institute Related Activities

- Coordinator of the Annual Bankers Agricultural Credit Conference, 2001-present.
- Coordinator of Agricultural Lending School, 2003.
- Texas Agricultural Cooperative Council Board of Directors , 2004-present.
- Presented numerous presentations to various groups and forums, (see Other Professional Presentations)
- The Institute has provided support for agricultural finance and other departmental research projects. (\$86,451, 9/99-8/05)

BOARD MEMBERSHIPS

- **Director**, Shadow Hills National Bank of Lubbock, Texas. Participated in all board decisions including loan policy, investment portfolio, review of financial statements, and direction of all banking policies. March 1992 - November 1994.
- **Director and Secretary-Treasurer**, Parmer County Soil and Water Conservation District, Friona, Texas. Worked with the Soil Conservation Service to administer and direct conservation programs in the county. 1982 - 1990.
- **Advisory Director**, Friona Wheat Growers Inc., Friona, TX. 1983 - 1984.
- **Advisory Director**, First State Bank of Shallowater, TX. 1980 - 1981.

HONORS AND AWARDS

- Inducted into the Texas Tech University Teaching Academy, 2002.
- Outstanding Faculty Member of the Department of Agricultural and Applied Economics, awarded by the Graduate Ag Eco Student Association. 2000.
- Outstanding Faculty Member of the Department of Agricultural and Applied Economics. 1998-1999.
- Outstanding Ph.D. Student, Awarded by Gamma Sigma Delta. 1994.
- Recipient of the Texas Academy of Honor in Agricultural Credit Scholarship given by the Farm Credit Bank of Texas. September 1992.
- Outstanding Conservation Farmer, Awarded by Parmer County Soil and Water Conservation District, Friona, Texas. 1983.
- Member of Gamma Sigma Delta, the Honor Society of Agriculture.

PROFESSIONAL LICENSES AND REGISTRATIONS

- **Commodity Registration - Series 3**, required examination and registration for brokers of agricultural commodity futures and options.
- **Securities Registration - Series 7**, required examination and registration for brokers of stocks, stock options, bonds, mutual funds and other security investments.