March 2019



**Curriculum Vitae**

**GARY WAYNE WILLIAMS**

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**GENERAL**

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**Citizenship:** United States of America

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**EDUCATION**

**EDN**

**High School:** Monterey High School (Lubbock, TX), graduated May 1968.

**College: Undergraduate**

Texas Tech University (Lubbock, TX). Fall 1968. Major: Economics.

Brigham Young University (Provo, UT). Spring 1968 and 1971 - 1973. B.S. in Economics with minor in Spanish, April 1974 (*Cum Laude*).

**Graduate**

George Washington University (Washington, D.C.). 1974-1976 (part-time). Major: Economics

Purdue University (West Lafayette, IN). 1976-1978 and 1978-1981 (in absentia). M.S.: Agricultural Economics, Dec. 1977. Ph.D.: Agricultural Economics, May 1981.

**WORK EXPERIENCE**

**WE**

**1974-76** International Economist, Ag. and Materials Branch, Office of Economic Research, Wash., D.C.

**1976-78** Research Assistant, Dept. of Agricultural Economics, Purdue University (part-time)

**1978-79** Special Assistant to the Deputy Undersecretary of Agriculture for International Affairs and Commodity Programs (G. Edward Schuh). U.S. Dept. of Agriculture, Washington, D.C.

**1979-81** Agricultural Economist, Agricultural and Trade Policy Branch, International Economics Division,

Economic Research Service, U.S. Department of Agriculture, Washington, D.C.

**1981-83** Senior Economist, Intl. Agricultural Service, Chase Econometrics, Bala Cynwyd, PA

**1983-86** Assistant Professor, Department of Economics, Iowa State University, Ames, IA

**1984-88** Assistant Coordinator, Meat Export Research Center, Iowa State University, Ames, IA

**1986-88** Associate Professor, Department of Economics, Iowa State University, Ames, IA

**1988- present** Full Professor, Department of Agricultural Economics, Texas A&M University, College Station, TX

**2000-02** Visiting Professor, Autonomous University of Chapingo, Center for World Agriculture and

Agroindustry Economic, Social, and Technological Research, Texcoco, Mexico

**2001-2010** Visiting Professor (annual courses taught), International University of Ecuador, Quito, Ecuador

**2002**  Visiting Professor, Auton. Univ. of Chapingo, Dept. of Agr. Econ., Texcoco, Mexico

**2008-2018** Associated Professor, Department of International Affairs, The George Bush School of

Government and Public Service, Texas A&M University, College Station, TX

**1988-2009** Coordinator, Texas Agribusiness Market Research Center, Dept. of Agricultural Economics, Texas

A&M University, College Station, TX

**2009-present** Co-Director, Agribusiness, Food, and Consumer Economics Research Center (AFCERC),

Department of Agricultural Economics, Texas A&M University, College Station, TX

**2011-present** Senior Scientist, Borlaug Institute for International Agriculture, College of Agriculture and Life

Sciences, Texas A&M University.

**PROFESSIONAL AWARDS, HONORS, RECOGNITION**

Most Outstanding Student in Economics, College of Business, Brigham Young University, 1974

Offered membership in Phi Beta Kappa (National Honor Society) at graduation, Brigham Young University, 1974

Training Award, Central Intelligence Agency. Full salary, tuition, books grant to attend Purdue University, 1976

Most Outstanding MS Thesis, Department of Agricultural Economics, Purdue University, 1978

Distinguished Service Award, Meat Export Research Center, Iowa State U., 1988

AAEA Outstanding Ph.D. Dissertation, Honorable Mention, for Graduate Student, Iowa State U. (T. I. Wahl), 1990

Appointed to Texas Agriculture Commissioner's (Rick Perry) Select Committee on NAFTA, 1991-1996

Appointed to National Academy of Science Committee, Livestock Disease Eradication: Bovine Tuberculosis, 1992-94

**Professional Awards, Honors, and Recognition (continued)**

Appointed to the National Research Initiative Competitive Review Panel - Marketing and Trade, CSRS, U.S. Department of Agriculture, 1994

Vice Chancellor’s Award in Excellence for Team Research, NAFTA Research Team led by Dr. Williams, Texas Agribusiness Market Research Center, Texas A&M University, 1998.

"Article of the Year" Award (1999): Capps, Love, Williams, and Adams, “Examining Packer Choice of Slaughter Cattle Procurement and Pricing Methods,” *Agricultural and Resource Economics Review*, April 1999 by the Northeastern Agricultural and Resource Economics Association.

Appointed Chair, National Academy of Science Committee on the Economic Development and Current Status of the Sheep Industry in the United States, 2006-2008.

Appointed to National Academy of Science Project Scoping Committee on The Role of Animal Agriculture in a Sustainable 21st Century Global Food System, 2010-2012.

Appointed to National Academy of Science Committee on Considerations for the Future of Animal Science Research, (sole agricultural economist), 2014-15.

Appointed, Member of the Review Oversight Committee for the Genome Canada (Government) funded Project: “Application of Genomics to Improve Disease Resilience and Sustainability in Pork Production” (sole agricultural economist), 2016-present.

**LANGUAGE SKILLS**

**LANGUAGE SKILLS**

*English*: Reading, writing, speaking, comprehension skills: Native (4 on a 4-point scale)

*Spanish*: Reading, writing, speaking, comprehension skills: Nearly native (3++ on a 4-point scale)

*Portuguese*: Reading, comprehension skills Level 2 (4-point scale)

**INTERNATIONAL ACTIVITIES**

**OTHER PROFESSIONAL ACTIVITIES**

**General**

Member, International Association of Agricultural Economics (IAEA)

Member, International Agricultural Trade Research Consortium (IATRC)

Member, Sociedad Mexicana de Administración Agropecuaria (SOMEXAA) [Mexican Assoc. of Ag. Economics]

Member, Editorial Council, *Revista Mexicana de Agronegocios* (Mexican Journal of Agribusiness), 2004-2013

**In-Country Work/Research/Consulting**

Chile: Full-time, two-year mission for the Church of Jesus Christ of Latter-day Saints (Mormon), 1969-1971.

Mexico: Numerous sector analysis projects in cooperation with researchers at various Mexican universities, including Chapingo Autonomous Univ., the Postgraduate College, the Univ. of Tamaulipas, and the Univ. of Tabasco (many years). Visiting Prof: Chapingo Aut. Univ. in Texcoco, Mexico, 2000 and 2002.

Brazil: (1) Extensive economic analysis of Brazilian soybean industry and policies under cooperative agreement with U.S. Department of Agriculture, 1981-1984; (2) Work with EMBRAPA in Brasilia on agricultural information system, 1998, (3) Continuing analysis of Brazil soybean sector; (4) Visiting Professor, Dept. of Ag. Economics at Sao Paulo University (ESALQ), Piracicaba, Brazil, 2012.

Japan: Analysis of Japanese livestock sector including in-country interviews with Japanese farmers, businessmen, researchers, and policy makers, 1984-1993.

Guatemala: (1) Consulting with faculty of College of Agriculture at Rafael Landivar University in Guatemala City on the establishment of an MBA in agriculture program, 1987; (2) Agribusiness Seminar presentations, Universidad del Valle de Guatemala, Guatemala City, 1994.

Ecuador: (1) Ecuador Ministry of Ag. Project for the Reorientation of Agriculture Sector: In-depth analyses of the Ecuadorian grain, oilseeds, and livestock sectors, 1994-1997; (2) Prime contractor, World Bank Project "Information System and Agricultural Census Project" (P-SICA) with Ecuador Ministry of Agriculture including extensive agricultural sector analyses and development of agricultural info system; 1999-2004; (3) International University of Ecuador in Quito: Established Master of International Agribusiness program (World Bank funding) and taught courses in international trade, semi-annually 2001-2010.

France: Visiting professor at the ISA Group: the Institute of Agriculture, Food Industry, Environment and Landscape Management at the Catholic University of Lille, March 2011.

China: Research with professors from China Agricultural University, Beijing, on Chinese soybean markets, 2012

Norway: Research with Norwegian Seafood Council and colleagues at Stavanger University (Norway) on the returns to seafood export promotion, 2016-2018

Others: Extensive travel, speaking at conferences and seminars, consulting projects: British Isles (Ireland, Scotland, England), Nicaragua, Honduras, Colombia, Costa Rica, Brazil, other Latin American countries, France, Italy, Spain, Australia, New Zealand, China, Norway, South Korea.

**SERVICE ACTIVITIES**

**International**

Member, Research Oversight Committee, Genome Canada (Government) funded project “Application of Genomics to Improve Disease Resilience and Sustainability in Pork Production,” 2016-present

**National**

Member, American Agricultural Economics Association (AAEA), 1976-present

Member, Advisory Panel, Project 2002, American Soybean Association and ELANCO, 1982-83

Member, Economics and Statistics Committee, AAEA, 1982-84

Chair, Tellers Committee, AAEA, 1985

Member, Regional Research Comm. NEC-63, Commodity Promotion Evaluation, 1985-2009 (project terminated)

Member, Reg. Research Comm. W-2177, Enhancing the Competitiveness and Value of U.S. Beef, 1985-2005

Member, Selected Papers Committee (Topic Leader for International Trade), AAEA, 1986

Member, American Soybean Association Soybean Economist Roundtable, 1987-1990

Chair, Reg. Research Comm. W-177, Domestic & International Marketing Strategies for U.S. Beef, 1990-92

Member, Distinguished Undergraduate Teaching Award Committee, AAEA, 1987-91

Member, Committee on Livestock Disease Eradication: Bovine Tuberculosis of the National Research Council, National Academy of Sciences, 1992-1994

Member, National Research Initiative Competitive Review Panel - Marketing and Trade, CSRS, USDA, 1994

Member, Selected Papers Committee, AAEA, 1998.

Member, Editorial Council, *Journal of Agricultural and Resource Economics*, 2001-2003.

Guest Editor, *Choices* Magazine, Amer. Agr. Econ. Assoc., Commodity Checkoff Program Theme, 2nd Qtr, 2006.

Chair, National Academy of Science Committee on the Economic Development and Current Status of the Sheep Industry in the United States, 2006-2008.

Member, National Academy of Science Project Scoping Committee, The Role of Animal Agriculture in a Sustainable 21st Century Global Food System, November 2010-2012.

Facilitator, Emerging Issues on International Food Animal Production, ARS – NIFA Stakeholder Workshop on

Food Animal Production Research, March 2011.

Member, Departmental Review Team, Food and Resource Economics Department, University of Florida, May 2007.

Member, Nat’l Academy of Science Committee on Considerations for the Future of Animal Science Research, 2014.

Chair, AAEA Selected Presentations Committee, 2016-2017. Committee Member, 2013-2017.

Moderator, AAEA selected paper session, AAEA annual meetings, Chicago, Il, July 31, 2017.

Moderator, AAEA selected paper session, AAEA annual meetings, Washington, D.C., August 7, 2018.

Journal Article Referee: Agribusiness: An International Journal, Agricultural Economics, Agricultural and Resource Economics Review, American Journal of Agricultural Economics, Applied Economic Perspectives and Policy, Borlaug Journal for International Development, Canadian Journal of Agricultural Economics, Choices, Economic Development and Cultural Change, Economics Bulletin, Food Policy, HortScience, International Food and Agribusiness Management Review, Investigación y Ciencia (*Research and Science*, Mexico), Journal of Agribusiness, Journal of Ag. and Applied Economics, Journal of Agricultural and Resource Economics, Journal of Cotton Science, Journal of International Food & Agribusiness Marketing, PLOS One, Quarterly J. of International Agriculture, Review of Agricultural Economics, Revista Mexicana de Agronegocios (*Mexican Journal of Agribusiness*), Rural Sociology.

**University**

Member, Advisory Council, Center for International Business Studies, Mays College and Graduate School of Business, Texas A&M University, 1995-present

Member (peer election), Council of Principal Investigators, Texas A&M University, 1998-2001

Member, Bush School Committee of Faculty on International Programs (COFIP), TAMU, 1998-2006

Associated Faculty Member, Bush School of Government and Public Service, TAMU, 2008-2018

Member, Search Committee, tenure track position in international development, Master’s Program in International Affairs, Bush School, Texas A&M University, 2010-2011

Member, University-wide selection committee for 2012 Bush Excellence Awards for Faculty in International Research

Member, Intercollegiate Faculty on Agribusiness, 2012-present

Member, Strengthening Democracy Initiative Committee, 2013-14

**College (College of Agriculture and Life Sciences - COALS)**

Member, Executive Committee, Institute for Food Science and Engineering, 1997-99

Member, Internationalization of the Curriculum Task Force, 2009-10

Senior Scientist, Borlaug Institute for International Agriculture, 2010-present

Member, Planning Committee, Grand Challenge of “Growing our Economy,” 2012-2013

Member, COALS and Texas AgriLife Peer Review Committee, 2013-2015

**SERVICE ACTIVITIES (continued)**

**College (continued)**

Member, Certificate in International Agriculture and Resource Management Revision Committee, 2011-2018

Member, Certificate in International Agriculture Committee, 2018-present

**Department of Agricultural Economics, Texas A&M University**

Member, ARC Committee, Richard Woodward, 1997-2010

Member, Planning Committee, International Ag. Trade Summit, TAMUS Ag. Program and Tex. Tech U., 2000

Member, Faculty Evaluation Committee, 2000-2002, 2004-2007, and 2012-15

Member, PhD Review Committee, 2003

Chair, Awards Committee, 2004-2006

Member, ARC Committee, Desmond Ng, 2004-present

Member, Graduate Advisory Committee, 2000-2002, 2004-2007, and 2013-15

Chair, Faculty Evaluation Committee, 2006-2007, 2014-15

Chair, Promotion and Tenure Committee, 2006-2007, 2014-15

Member, Faculty Advisory Committee, 2007-2009

Member, Research Advisory Committee, 2008-2016

Member, Research and Publication Award Committee, 2008-present

Member, Seminar Committee, 2009-2014

Member, Search Committee, Tenure-track position in International Trade and Transportation, 2013

Chair, Department Committee for the State Employee Charitable Campaign, 2016/17

Chair, Research Advisory Committee, 2019

**PAPERS AND PUBLICATIONS**

**Summary**

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| **Publication Type** | **Number** |
| Refereed Publications | 48 |
| Invited Papers/Presentations | 110 |
| - Professional meetings (U.S. and international) | 62 |
| - Government, Industry, Other (U.S. and international) | 45 |
| - Congressional testimonies | 3 |
| Contributed/Selected Papers/Presentations | 29 |
| Books/Monographs | 5 |
| Book/Monograph Chapters | 15 |
| Book Reviews | 2 |
| Research Reports (Contract, Other) | 116 |
| Popular Press Articles and Non-Refereed Papers/Reports | 23 |
| TOTAL | 348 |

**Refereed Publications**

Williams, G.W., *Do Foreign Market Development Programs Work? The Case of Soybeans and Soybean Products*, FAER-203, U.S. Dept. Agr., Econ. Res. Serv., October 1984.

Williams, G.W. and R.L. Thompson, *The Brazilian Soybean Industry: Economic Structure and Policy Interventions*, FAER-200, U.S. Dept. Agr., Econ. Res. Serv., Oct. 1984. (Published in Brazil in 1988 as *A industria de soja no Brasil, estrutura economica e politicas de intervencao do governo no mercado* by the Comissao de Financiamento da Producao of the Brazilian Ministry of Agriculture, Livestock, and Food Supply in 1988).

Williams, G.W. and R.L. Thompson, "The South American Soybean Industry: Its Growth and Future Prospects," *Quarterly Journal of International Agriculture* 23(3):264-280, July-Sept. 1984.

**Refereed Publications (continued)**

Williams, G.W., "Development and Future Direction of the World Soybean Market," *Quarterly Journal of International Agriculture* 23(4):319-337, October-December 1984.

Williams, G.W. and R.L. Thompson, "Brazilian Soybean Policy: International Effects of Intervention," *American Journal of Agricultural Economics* 66(4):488-498, November 1984.

Williams, G.W., "Returns to U.S. Soybean Export Market Development," *Agribusiness: An International Journal* 1(3):243-263, Fall 1985.

Skold, K.D., G.W. Williams, and M.L. Hayenga, "Meat Export Marketing: Lessons from Successful Exporters," *Agribusiness: An International Journal* 3(1):83-97, Spring 1987.

Sapp, S.G. and G.W. Williams, "The Socio-Economic Issues of Japanese Beef Imports," *Agribusiness: An International Journal* 4(1):64-77, January 1988.

Denbaly, M.S.M. and G.W. Williams, "U.S. Money Supply and the Exchange Rate: Long-Run Effects on the World Feedgrain Market," *North Central Journal of Agricultural Economics* (now *Applied Economic Perspectives and Policy*) 10(1):49-62, January 1988.

Williams, G.W., "The Case of U.S. Meat Exports," *J. of Food Dist. Research* 20(1): 12-16, Feb. 1989.

Wahl, T.I., G.W. Williams, and D.J. Hayes, "The 1988 Japanese Beef Market Access Agreement: A Forecast Simulation Analysis," *Agribusiness: An International Journal* 5(4):347-360, July 1989.

Hayes, D.J., T.I. Wahl, and G.W. Williams, "Testing Restrictions on a Model of Japanese Meat Demand," *American Journal of Agricultural Economics* 72(3):556-566, August 1990.

Wahl, T.I., D.J. Hayes, and G.W. Williams, "Dynamic Adjustment in the Japanese Livestock Industry Under Beef Import Liberalization," *American Journal of Agricultural Economics* 73(1):118-132, February 1991

Williams, G.W. and C. Parr Rosson III, "Agriculture and the North American Free Trade Agreement," *Choices* 7(4):14-15, 1992.

Rosson, C. Parr III and G.W. Williams, "NAFTA Provisions for Agriculture," *Choices* 7(4): 16-19, 1992.

Byrne, P.J., O. Capps, Jr., and G.W. Williams, "U.S. Demand for Lamb: The Other Red Meat," *Journal of Food Distribution Research* 24(1):69-86, February 1993.

Williams, G.W. and J.B. Ward, "Factors Affecting the Use of Cottonseed Meal in Animal Feed Rations: Implications for Marketing and Promotion," *Agribusiness: An International Journal* 10(2):115-130, 1994.

Martin, S.W., G.W. Williams, R.A. Dietrich, P. Genho, W.P Hueschele. R.L. Jones, M. Koller, J.D. Lee, H.C. Lopez, H.W. Moon, R.A. Robinson, P.L. Smith. *Livestock Disease Eradication: Evaluation of the Cooperative State-Federal Bovine Tuberculosis Eradication Program.* Washington, D.C.: National Academy Press, 1994.

Capps, O., Jr., R. Tsai, R. Kirby, and G.W. Williams, "A Comparison of Demands for Meat Products in the Pacific Rim Region," *Journal of Agricultural and Resource Economics* 19(1): 210-224, July 1994.

Byrne, P.J., R. Tsai, O. Capps, Jr., and G.W. Williams, "Policy Implications of Trade Liberalization: The Case of Meat Products in Taiwan and South Korea," *Agribusiness: An International Journal* 11(4):297-307, 1995.

Capps, O., Jr., P.J. Byrne, and G.W. Williams, "Analysis of Marketing Margins in the U.S. Lamb Industry," *Agricultural and Resource Economics Review* 24(2):232-240, October 1995.

Williams, G.W. and E.E. Davis, "Lamb Market Structure," *Sheep and Goat Research Journal* 14(1):14-34, 1998.

Krueger, A., V. Salin, G.W. Williams, L. Eden, and A. Gray, "Profitability of Geographic Diversification Strategy," *Journal of Food Distribution Research*, 30:1, March 1999.

Capps, O., Jr., H.A. Love, G.W. Williams, and W.L. Adams, "Examining Packer Choice of Slaughter Cattle Procurement and Pricing Methods," *Agricultural and Resource Economics Review* 28(1):11-25, April 1999. (Named "Article of the Year" by the Northeastern Agricultural and Resource Economics Association.)

Williams, G.W., "Commodity Checkoff Programs as Alternative Producer Investment Opportunities: The Case of Soybeans," *Agribusiness: An International Journal* 15(4): 539-552, Fall 1999.

Málaga, J.E., G.W. Williams, and S.W. Fuller, "U.S.-Mexico Fresh Vegetable Trade: The Effects of Trade Liberalization and Economic Growth," *Agricultural Economics* 26(1):45-55, October 2001.

Williams, G.W., C.R. Shumway, and H.A. Love, "Returns to Soybean Producers from Investments in Promotion and Research," *Agricultural and Resource Economics Review* 31(1):97-111, April 2002.

Conner, J.R., G.W. Williams, and R.A. Dietrich, "Cattle and the Environment: What's the Beef?" *Western Economic Forum* 2(2):33-7, December 2003.

Williams, G.W., "The North American Free Trade Agreement: Effects on U.S. Agriculture and Trade," *Mexican Journal of Agribusiness* 14:154-196, Jan-June 2004.

García Salazar, J.A. and G.W. Williams, "Evaluation of Mexican Trade Policy Effects on the Corn Market," ([Evaluación de la política comercial de México respecto al mercado de maíz](http://www.jstor.org/stable/20856811)) *El Trimestre Económico (The Economic Quarterly)* 71(1):169-213, Jan-March 2004 (*El Trimestre Económico,* one of the most prestigious economic journals in Latin America, listed on Web of Science).

García Salazar, J.A., G.W. Williams, and J. Málaga, "Effects of NAFTA on Tomato Exports from Mexico to the United States,"(Efectos del TLCAN sobre las exportaciones de tomate de México a los Estados Unidos**)** *Revista Fitotécnia Mexicana (Mexican Journal of Plant Science)* 28(4):299-309, October-December 2005.

**Refereed Publications (continued)**

Williams, G.W. and O. Capps, Jr., “Measuring the Effectiveness of Checkoff Programs,” *Choices* 21:73-78, 2006.

Williams, G.W., "Technical Change and Agriculture: The U.S. Experience and Implications for Mexico,” (El cambio técnico y la agricultura: la experiencia de los Estados Unidos e implicaciones para México*) Mexican Journal of Agribusiness* 20:209-220, January-June, 2007.

Williams, G.W., O. Capps, Jr., and M. A. Palma, “Effectiveness of Marketing Promotion Programs: The Case of Texas Citrus,” *HortScience* 43(2):385-392, 2008

Williams, G.W., D. Bailey, O. Capps, Jr., L.A. Detwiler, H.S. Glimp, T. Hammonds, D.D. Hedley, H.H. Jensen, and D.L. Thomas. *Changes in the Sheep Industry in the United States: Making the Transition from Tradition.* Washington, D.C.: The National Academies Press, 2008.

Moore, E.D., G.W. Williams, M. A. Palma, and L. Lombardini, “Effectiveness of State-Level Pecan Promotion Programs: The Case of the Texas Pecan Checkoff Program,” *HortScience* 44(7):1-7, December 2009.

Williams, G.W. and J. Málaga, "Mexican Agricultural and Food Export Competitiveness,” (La competitividad de México en la exportación de productos agrícolas) *Mexican Journal of Agribusiness* 27:295-309, July-December 2010.

Williams, G.W., O. Capps, Jr., and T. Dang, “Does Lamb Promotion Work?” *Agribusiness: An International Journal* 26(4):536–556, 2010.

Love, H.A., O. Capps, Jr., and G.W. Williams, “Concentration in Beef Packing and Slaughter Cattle Pricing,” *Food Distribution Research Journal* 41(3): 25-41, November 2010.

Williams, G.W. and O. Capps, Jr., “Is the Cotton Checkoff Program Worth the Cost?” *Journal of Cotton Science* 15:106-126, 2011.

Goldstein, B., L. D’Abramo, G.F. Hartnell, J. Mench, M. Salman, D. Treacy, B.L. Turner II, G.W. Williams, F Wu. *Critical Role of Animal Science Research in Food Security and Sustainability.* Washington, D.C.: The National Academies Press, 2015.

Capps, O., D.A. Bessler, and G.W. Williams, “The Ramifications of Nearly Going Dark: The Case of Orange Juice Advertising,” *Agricultural and Resource Economics Review* 45(1): 68-97, April 2016.

Ghosh, S. and G.W. Williams, “Generic Advertising of U.S. Lamb,” *International Journal of Food and Agribusiness Marketing* 28(4): 373–393, 2016.

Williams, G.W. and J. Luo, “Exchange Rate Policy and Global Supply Chains: The Case of the Chinese Renminbi and Global Soybean and Products Markets,” *Applied Economic Perspectives and Policy* 39(1): 177-198, 2017.

Williams, G.W., O. Capps, Jr., and D. Hanselka, “The National Economic Benefits of Food Imports: The Case of U.S. Imports of Hass Avocados from Mexico,” *International Journal of Food and Agribusiness Marketing* 29(2):139-137, 2017.

Reimer, J., G.W. Williams, R. Dudensing, and H. Kaiser, “Agricultural Export Promotion and Its Effects on the Broader Economy,” *Choices* 32(3), 3rd Quarter, 2017. (http://www.choicesmagazine.org/choices-magazine/submitted-articles/agricultural-export-promotion-programs-create-positive-economic-impacts).

Williams, G.W., O. Capps, Jr., and D. Hanselka, “U.S. National Economic Contribution of Generic Food and Agricultural Product Advertising and Promotion.” *International Journal of Food and Agribusiness Marketing* 30 (2):191-210, 2018.

Williams, G.W. and O. Capps, Jr., “Generic Promotion of Sorghum for Food and Industrial Uses,” *International Journal of Food and Agribusiness Marketing*, on-line version published December 31, 2018 at: https://www.tandfonline.com/doi/full/10.1080/08974438.2018.1533510.

**Manuscripts in Submission/ Preparation to Refereed Journals**

“Norwegian Seafood Export Promotion” (Submitted to the *Agribusiness: An International Journal* with Capps)

"Upstream Transmission of Returns to Lamb Checkoff Promotion: A Supply Chain Analysis" (Submitted to *Agribusiness: An International Journal* with Ghosh)

“Generic Promotion of Norwegian Whitefish,” (Submitted to the *J. of Food and Agribusiness Marketing* with Capps)

**Invited Papers/Presentations**

Williams, G.W. and R.L. Thompson, "The World Soybean Economy and Its Interaction with Brazil and the United States," National Bureau of Economic Research Conference on Commodity Markets, Models, and Policies in Latin America, Lima, Peru, May 11-13, 1978.

Williams, G.W. and G.E. Schuh, "Agricultural Economic and Trade Policy and Industrial Innovation," Invited Paper, 1978 Symposium, Domestic Policy Review of Industrial Innovation, USDA, Wash., D.C., Nov. 1978.

Williams, G.W. and G.E. Schuh, "The U.S. Agricultural Research and Research Delivery System," Invited Paper, Symposium, 1979 Domestic Policy Review of Industrial Innovation, U.S. Department of Agriculture, Washington, D.C., January 19, 1979.

**Invited Papers/Presentations (continued)**

Schuh, G.E. and G.W. Williams, "Green Currencies, Exchange Rates, and Trade in U.S. Agricultural Products," In L.J. Pickrell, ed., *Critical Issues for Agriculture in the 1980's: Domestic Policy, Trade, and Transportation*, Special Report 79, Agricultural Extension Service, University of Minnesota, 1979, pp. 235-243.

Williams, G.W., “Factors Affecting the Volume and Value of U.S. Exports,” Invited Testimony to the Legislature of the State of Tennessee, Nashville, Tennessee, June 1981.

Williams, G.W., "Export Expansion and the Role of the Iowa World Trade Center," Invited testimony for the Iowa Senate Small Business Committee, Des Moines, Iowa, February 28, 1984.

Williams, G.W., "Dependency and Interdependency: Summary of the Conference Group Discussion." R. Talbot, Ed., *Iowa in the World Economy: Dependency and Interdependency*, Conference Proceedings, ISU Press, 1985.

Williams, G.W. and R.L. Thompson, "South American Soybean Industry: Policy Impacts and Issues," *World Soybean Research Conference III: Proceedings*, Boulder, Colo.: Westview Press, 1985.

Williams, G.W., "Importer and Exporter Processing and the Bean-Product Trade Mix," *World Soybean Research Conference III: Proceedings*, Boulder, Colo.: Westview Press, 1985.

Williams, G.W., "The Beef Industries of South Korea and Taiwan and Opportunities for Beef Export Research," International Symposium on Research Opportunities in Beef Export Markets: United States and the Pacific Rim Countries, Tucson, Arizona, November 19-20, 1986.

Williams, G.W., “Economic Growth, Comparative Advantage, and Exports,” Agricultural Colloquium, Iowa State university, April 11, 1987.

Otto, D.M. and G.W. Williams, "Value-Added Research as a State Economic Development Strategy," Organized Symposium *Valued-Added Research Investment: Boon or Boondoggle?* Annual Meeting of the AAEA, Michigan State University, August 3-5, 1987.

Williams, G.W., "Generic Advertising in the Absence of Supply Control: Some Comments on Foreign Market Promotion Programs," Organized Symposium on Generic Advertising in the Absence of Supply Control, Annual Meeting of the SAEA, New Orleans, La., February 1-3, 1988.

Williams, G.W. “Is There An Ideal Protein and Oil Composition of a Soybean? An Economist’s View,” Invited Paper, !988 national Soybean Breeding/Physiology Workshop, St. Louis, Missouri, February 23, 1988.

Williams, G.W., “The U.S. Soybean Oil Import tariff: What is Its Effect?” Invited Paper, Annual Meeting of the American Soybean Association, St. Louis, Missouri, May 1988.

Williams, G.W., “Competition in World Agricultural Markets: What Does the Future Hold?” Invited, World Agricultural Expo, Amana, Iowa, September 7, 1988.

Williams, G.W., “International Food Distribution Issues: The Case of U.S. Meat Exports,” Invited Paper, 29th Annual meeting of the Food Distribution Research Society, Houston, Texas, October 23, 1988.

Wahl, T.I., D.J. Hayes, and G.W. Williams, "Dynamic Adjustment in the Japanese Livestock Industry Under Alternative Beef Imports Policy Regimes," 25th International Conference of the Applied Econometrics Society, Washington, D.C., October 24-25, 1988.

Williams, G.W., “Global Aspects of World Food Production, Consumption, and Trade,” Invited, World Food Day Conference, De Moines, Iowa, May 7, 1989.

Williams, G.W., “Economic Future of the Pacific Rim and the Implications for Meat Trade,” Invited, Annual Meeting of the Texas Cattle Feeder’s Association, Fort Worth, Texas, October 4, 1989.

Williams, G.W., "Toward A Conceptual Framework for Evaluating Export Market Development Programs," Presented at NEC-63 Symposium "Evaluating the Economic Effects of Generic Promotion for Agricultural Exports," Washington, D.C., February 22, 1990.

Williams, G.W., “U.S.-Mexico Free Trade Agreement: Issues and Implications for U.S. and Texas Agriculture,” Annual Meeting of the Texas Grain & Feed Association, San Antonio, May 17, 1990.

Williams, G.W., “The Value-Adding Process: The Role of the Food Marketing and Policy Process,” Invited Paper, Agro-Industrial Revolution Symposium, Invited Paper, Economic Policy Symposium, Federal Reserve Bank of Kansas City, Kansas City, June 25, 1990.

Williams, G.W. and B.E. Dale, "Prospects for High-Value Crop and Livestock Products in the 1990s: Advances in Processing Technology," *Agricultural Issues in the 1990s: Proceedings*, The World Bank, Wash., D.C., Aug. 1990.

Williams, G.W. and W.R. Grant, “Trade Distorting Policies in the World Rice Market: Factors for Consideration by GATT,” Annual Meeting of the U.S. Rice Federation, Houston Texas, September 20, 1990.

Williams, G.W. and W.R. Grant, “Food Security and the Multilateral Trade Negotiations: The Case of Japanese Rice,” Invited Paper, Food Distribution Research Society, College Park, Maryland, October 6, 1990.

Capps, Jr., O., R. Kirby, G.W. Williams, and R. Tsai, "Demand Analysis for Meat Products in South Korea and Taiwan: Policy Implications for Trade Liberalization," Invited Paper, S-216 Symposium "Policy Implications for U.S. Agriculture of Changes in Demand for Food," Washington, D.C., October 7-8, 1991.

**Invited Papers/Presentations (continued)**

Williams, G.W. and B.K. Schulthies, "Agricultural Labor Effects of a U.S.-Mexico Free Trade Agreement: A U.S. Perspective," Invited Paper, Conference on The Labor Impact of the North American Free Trade Area, Continental Plaza Hotel, Acapulco, Mexico, October 17-18, 1991.

Williams, G.W., “Assessment of Marketing Strategies to Enhance Returns to Lamb Producers,” Invited, Board Meeting, American Sheep Industry Association, Denver, Colorado, December 12, 1991.

Williams, G.W., “The U.S.-Mexico Free Trade Agreement: Issues and Implications for the U.S. and Texas’ Grain, Feed, and Livestock Industry,” Nutrition and Quality Control Conference, Texas Grain and Feed Association, Austin, Texas, July 13, 1992.

Ozuna, T., Jr. and G.W. Williams, "The North-South Issue: The Environment and U.S.-Mexico Agricultural Trade," Presented to Council on Foreign Relations, Environment and Trade Study Group, Austin, Texas, Jan. 14, 1993.

Ozuna, T., Jr. and G.W. Williams, "The North-South Issue: The Environment and U.S.-Mexico Agricultural Trade," Presented to Council on Foreign Relations, Environment and Trade Study Group, Austin, Texas, Jan. 14, 1993

Williams, G.W. and C.P. Rosson III, "International Price and Macroeconomic Data Issues," Organized Symposium, *U.S. and International Trade Data: Alternative Sources and Appropriate Uses*, Annual Meeting of the AAEA, Orlando, Florida, August 2, 1993.

Williams, G.W., “The Economics of Component Pricing of Soybeans,” Workshop for Component Pricing of Soybeans,” Champaign/Urbana, September 1-2, 1993.

Williams, G.W., "Prospects for U.S.-Mexico Agricultural Trade Under a Free Trade Agreement: A U.S. Perspective," Presented at IV International Meeting of Agricultural Economics Researchers, Universidad Autónoma de Tamaulipas, Ciudad Victoria, Tamaulipas, México, September 29-30, 1993.

Williams, G.W., "U.S. Agriculture and the Developing World," Presented at Third CERES Conference, Ritz-Carlton Tyson's Corner, McLean, Virginia, October 4, 1993.

Williams, G.W., "NAFTA and Cottonseed Product Markets: Increased Exports or Lost Production and Processing?" 1995 Oilseed Conference, New Orleans, Louisiana, March 12-14, 1995 (Published as "Mexican Recovery a Key to NAFTA," *Inform* 6(5): 522-554, May 1995.)

Williams, G.W., "Technical Change and Agriculture: Experience of the United States and Implications for Mexico," Presented at the Conferencia de Innovación Tecnológica en la Agricultura y la Agroindustria (Conference on Technological Innovation in Agriculture and Agribusiness), Autonomous National University of Mexico, Mexico City, May 31 - June 2, 1995.

García-Vega, J. and G.W. Williams, "Analysis of the Liberalization of Mexican Livestock, Meat, and Feedgrain Markets," Proceedings of the W-177 Regional Research Project Conference on Consumer Issues in Domestic and International Beef Marketing, Las Vegas, Nevada, January 8-9, 1996.

Waller, M.L. and G.W. Williams, “Economic Impact of Aflatoxins,” Aflatoxin Seminar sponsored by the Food Protein Research and Development Center and the Texas State Chemist, Texas A&M University, College Station, Texas, May 7-8, 1996.

Williams, G.W. “Potential Impacts of Soydiesel on Domestic and World Soybean Markets,” Invited, Annual meeting of the American Soybean Association, Chicago, Illinois, July 23, 1996.

García-Vega, J. and G.W. Williams, "Liberalized Trade and the Mexican Livestock, Meat, and Feedgrain Industries, NAFTA and Agriculture: A Trinational Research Symposium, San Antonio Texas, November 1 and 2, 1996.

Williams, G.W. and J. García-Vega, "Liberalized Trade and the Mexican Livestock, Meat, and Feed Industry," Latin Am. Studies Assn., XX Int. Congress "Latin America Towards the Fin de Siècle," Guadalajara, MX, April 1997.

Málaga, J.E. and G.W. Williams, "Production Technology and U.S.-Mexico Agricultural Trade: The Case of Fresh Vegetables," Latin American Studies Association, XX International Congress "Latin America Towards the Fin de Siècle," Guadalajara, Mexico, April 1997.

Williams, G.W., "El TLCAN y la Agricultura de Estados Unidos: ¿Aumento en las exportaciones o pérdidas en la producción y el procesamiento?" Invited Paper, XVII Simposium Internacional de Agronomía "México: Ventana de Oportunidades," El Instituto Tecnológico y de Estudios Superiores de Monterrey (Monterrey Tech), Campus Querétaro, Querétaro, Mexico, September 25, 1997.

Williams, G.W., "El TLCAN y la Agricultura Mexicana: ¿Aumento en las importaciones o en la producción y el procesamiento?" Invited Paper, Programa Exporta, El Instituto Tecnológico y de Estudios Superiores de Monterrey (Monterrey Tech), Campus Querétaro, Querétaro, Mexico, September 26, 1997.

Málaga, J.E., G.W. Williams, and S.W. Fuller, "Key Factors Affecting U.S.-Mexico Fresh Vegetable Trade: A Forecast Simulation Analysis," 11th Biennial Symposium of the Assoc. of Research Directors, 1890 Land Grant Universities: "1890 Research: Partnerships for a Sustainable Future," San Antonio, Texas, October 1997.

Williams, G.W., "Comments on Selected Papers," Agricultural Trade and Policy Analysis Session, AAEA annual meetings, Salt Lake City, Utah, August 3, 1998.

Williams, G.W., "NAFTA: The Agricultural Dimension," Seminar on Agrifood Strategies for MERCOSUR, Federal University of Pelotas, Pelotas, Brazil, August 28, 1998.

**Invited Papers/Presentations (continued)**

Williams, G.W., "Internet-based Information Technology to Support Decision-making in the Livestock and Food Industry," W-177 Regional Research Project Conference, Salt Lake City, Utah. January 8, 1999.

Williams, G.W., "Commodity Checkoff Programs as Alternative Producer Investment Opportunities: The Case of Soybeans," NEC-63 Symposium *Checkoff Promotion Response Measurement: Improving the Science and Setting the Priorities*, Washington, D.C. March 29, 1999.

Williams, G.W., "Modeling International Agricultural Markets," VII Seminar on Applied Statistics, Inter-American Statistics, Quito, Ecuador, July 23, 1999.

Williams, G.W., "NAFTA: A Progress Report," Crop Insurance Conference at the Annual Convention of the National Association of Mutual Insurance Companies, San Antonio Texas, September, 21, 1999.

Williams, G.W., "Modeling International Agricultural Trade: The Case of Soybeans" ("Modelización de Mercados Agropecuarios Internacionales: El Caso de Soya"), CIESTAAM International Scholar Seminar, Autonomous University of Chapingo, Texcoco, Mexico, September 22, 1999.

Williams, G.W., J.E. Málaga, and F. Adcock, "Economic Turmoil and Trade Liberalization in South America, "Organized Symposium *Economic Turmoil and Trade Liberalization in Latin America: Implications and Issues for U.S. Agriculture*, Annual Meeting of the AAEA, Tampa Bay, Florida, July 31, 2000.

Williams, G.W., "Checkoff Program Evaluation: Why, What, How, When, and Who?" Propane Education and Research Council Meeting, Washington, D.C., September 19, 2000.

Williams, G.W., "Commodity Checkoff Program Evaluation: Practical Issues for Communicating Results, NEC-63 Commodity Promotion Research Committee Conference on *Policy and Distributional Issues in Agricultural Promotion Programs*, Washington, D.C., March 22, 2001.

Williams, G.W., "NAFTA and Agriculture: Implications for Changes in U.S. Farm Policy," *The 2002 Farm Bill: Issues and Alternatives*, Invited paper, Conference sponsored by the Center for Agricultural Policy and Trade Studies and the Farm Foundation, North Dakota State University, Fargo, North Dakota, October 29-30, 2001.

Williams, G.W., “Agribusiness Education in the 21st Century,” Univ. Centroamericana, Managua, Nicaragua, Sept. 25, 2002.

Williams, G.W., “The Why and How of ROI,” Marketing Order Management Conference, Sponsored by the Agricultural Marketing Service, U.S. Department of Agriculture, San Antonio, Texas, September 29, 2004.

Williams, G.W. and O. Capps, Jr., "Evaluating the Effectiveness of Lamb Promotion," American Lamb Board Annual Meeting, Reno, Nevada, January 25, 2005.

Williams, G.W. and O. Capps, Jr., "Lamb Consumer Profile,” American Lamb Board Annual Meeting, Phoenix, Arizona, January 26, 2006.

Williams, G.W. and O. Capps, Jr., “Overview: Commodity Checkoff Programs,” *Choices* 21(2):53-54, 2006.

Williams, G.W., "Interpreting and Communicating Checkoff Program Evaluation Results," NEC-63 Commodity Promotion Evaluation Workshop on Quantitative Evaluation of Advertising and Promotion Programs, Monterey, California, March 9, 2006.

Capps, O., Jr. and G.W. Williams, “The Economic Effectiveness of the Cotton Checkoff Program,” Invited, Cotton, Board Meeting, Memphis, TN, September 2006.

Williams, G.W., “Household Level Lamb Consumption Patterns,” American Lamb Board Annual Meetings, San Antonio, TX, January 24, 2007.

Capps, O., Jr. and G.W. Williams, “Effectiveness of Marketing Order 906 in Promoting Sales of Texas Grapefruit and Oranges,” Invited, Texas Valley Citrus Committee, Mission, Texas, February 21, 2007.

Williams, G.W. and O. Capps, Jr., “Lamb Promotion and Lamb Consumer Profiles,” American Lamb Board Annual Meetings, Las Vegas, NV, January 2008.

Williams, G.W., “U.S.-Mexico Agroindustrial Trade and Future Opportunities,” [Universidad Juárez Autónoma de Tabasco](http://www.ujat.mx/), Villa Hermosa, Tabasco, Mexico, May 19, 2008.

Williams, G.W., “Changes in the Sheep Industry in the United States: Making the Transition from Tradition,” Small Ruminant Symposium, Annual Mtg of the American Society of Animal Science, Indianapolis, IN, July 8, 2008.

Williams, G.W., “Is the Texas Pecan Checkoff Program Working?” Annual Meeting of the Texas Pecan Growers Association and the Texas Pecan Board, Houston, Texas, July 14, 2008.

Williams, G.W., “Changes in the Sheep Industry in the United States: Making the Transition from Tradition,” American Lamb Board Meeting, Denver, Colorado, October 2, 2008.

Williams, G.W., “Is Lamb Promotion Still Working?” American Lamb Board Mtg, Denver, CO, October 2, 2008.

Williams, G.W., “Changes in the Sheep Industry in the United States: Making the Transition from Tradition,” Annual Meetings of the American Sheep Industry Association, San Diego, CA, January 23, 2009.

Williams, G.W., “Is Lamb Promotion Still Working?” Annual Meetings of the American Sheep Industry Association, San Diego, CA, January 23, 2009.

Williams, G.W., Is the Soybean Checkoff Program Working?” United Soybean Board Mtg, Charleston, SC, February 19, 2009.

Williams, G.W., “Return on Investment Study,” USB/QSSB Partnership Workshop, St. Louis, Missouri, June 1, 2009.

**Invited Papers/Presentations (continued)**

Williams, G.W., O. Capps, Jr., and T. Dang, “Effectiveness of Promotion on Lamb Demand and Imports,” American Sheep Industry Association and American Lamb Board Annual Meetings, Nashville, Tennessee, January 22, 2010.

Shiflett, J.S., G.W. Williams, and P. Rodgers, “Nontraditional Lamb Market in the United States: Characteristics and Marketing Strategies,” American Sheep Industry Association and American Lamb Board Annual Meetings, Nashville, Tennessee, January 22, 2010.

Williams, G.W., “Economic Contribution of Animal Agriculture to the U.S. Economy,” Animal Production Workshop, Committee on The Role of Animal Agriculture in a Sustainable 21st Century Global Food System, National Research Council, The National Academies, Washington, D.C., November 2010.

Williams, G.W. and O. Capps, “Ethnic Lamb Buying and Preparation Behavior and Preferences,” American Sheep Industry Assn and American Lamb Board Annual Meetings, Reno, Nevada, January 20 and 21, 2011.

Capps, O., Jr. and G.W. Williams, “Effectiveness of the Lamb Promotion, Research, and Information Order,” American Sheep Industry Assn and American Lamb Board Annual Meetings, Reno, Nevada, January 20, 2011.

Williams, G.W., O. Capps, Jr., D. Hudson, S. Pan, J. Robinson, “Cotton Research and Promotion Program: Economic Effectiveness Study,” Cotton Board Meetings, La Jolla, California, February 28, 2011.

Willett, W., G.W. Williams, B. Popkin, D. Ludwig, “Reforming the 2012 Farm Bill: Subsidies, Food Assistance, and America’s Health,” The Forum at Harvard School of Public Health, October 20, 2011. Webcast: http://www.hsph.harvard.edu/forum/farm-bill-2012-reform.cfm

Williams, G., “Economic Aspects of Animal Agriculture,” Animal Production Workshop, Committee on the Role of Animal Agriculture in a Sustainable 21st Century Global Food System, The National Academies (National Research Council), Washington, D.C., November 9-10, 2011.

Williams, G.W., “International Market Promotion Effectiveness of the Soybean Checkoff Program,” Presentation to the U.S. Soybean Export Council, St. Louis, Mo., February 24, 2012.

Williams, G.W., “The Chinese Soybean Industry: A Success Story?” 4th CAER-IFPRI Annual International Conference, Transforming China’s Agricultural and Rural Sector: Challenges and Solutions, China Agricultural University, Beijing, P.R. China, October 18-19, 2012.

Williams, G.W., “Soybean Checkoff Return on Investment Analysis Update, 1980/81-2012/13,” Presentation to Audit and Evaluation Committee Meeting, United Soybean Board, Newport, RI, August 21-23, 2013.

Williams, G.W. “Returns to Stakeholders from American Lamb Checkoff Program: A Supply Chain Analysis,” American Lamb Board meetings, Denver. Colorado, June 2014.

Williams, G.W. and D.P. Anderson, “Global Demand for Small Ruminant Products,” Invited Paper, *Small Ruminant Symposium: Sustainable Small Ruminant Production Strategies to Meet Global Demands,* Joint Annual Meeting of the American Association of Animal Science, American Association of Dairy Science, and Canadian Society of Animal Science, Kansas City, Mo., July 2014. (Abstract published in J. Anim. Sci Vol. 92, E-Suppl., p. 2/J. Dairy Sci. Vol. 97, E-Suppl. 1, p. 371.)

Williams, G.W. “The Return to Soybean Checkoff Investments,” United Soybean Board Meetings, Hershey Pennsylvania, July 2014.

Williams, G.W. and J.M. Welch, “Economic Analysis of the Potential Returns from an Enhanced Wheat Checkoff Program,” Joint Meeting of the National Wheat Foundation, the National Association of Wheat Growers, and the Wheat Alliance, Santa Ana Pueblo, New Mexico, October 30-31, 2014.

Welch, J.M and G.W. Williams, “Competitiveness of U.S. Wheat: The Role of Productivity. 2015 Fall Conference of the National Association of Wheat Growers and U.S. Wheat Associates, Incline Village, Nevada, Nov. 5-6, 2015.

Williams G.W., J.J. Reimer, R.M. Dudensing, and J. Somers, “Cost-Benefit Analysis of USDA’s Market Development Program,” Meeting of U.S. Wheat Associates, USA Poultry & Egg Export Council, Pear Bureau Northwest, and the USDA Foreign Agriculture Service, Washington D.C., February 29, 2016.

Williams G.W., “Economic Impact of USDA Market Development Programs,” U.S. Agricultural Export Development Council Attaché Seminar, Westin Arlington Gateway Hotel, Arlington, VA, July 14, 2016.

Williams, G.W. and D.P. Anderson, “Profitability of Small Ruminant Production Systems,” *Small Ruminant Symposium: Enhancing Small Ruminant Profitability,* Joint Annual Meeting of the American Association of Animal Science, American Dairy Science Association, Canadian Society of Animal Science, and the Western Section of the American Society of Animal Science, Salt Lake City, Utah., July 20, 2016. (Abstract published in J. Animal Science Vol. 94, E-Suppl. 5, p. 2/J. Dairy Sci. Vol. 99, E-Suppl. 1, p. 827.) (http://www.jtmtg.org/JAM/2016/abstracts/827.pdf).

Williams G.W., “Economic Impact of USDA Market Development Programs,” 56th Board of Delegates Meeting, U.S. Grains Council, Louisville, Kentucky, July 25, 2016.

Williams, G.W. and O. Capps, Jr., “The U.S. National and State-Level Benefits of Avocado Imports from Mexico,” Mexican Hass Avocado Import Association (MHAIA) Board Meeting, Dallas, Texas, September 14, 2016.

Williams, G.W., “The Next Farm Bill: International Market Development,” Testimony before Subcommittee on Livestock and Foreign Agriculture, U.S. House of Representatives Committee on Agriculture, Feb. 28, 2017.

**Invited Papers/Presentations (continued)**

Williams, G.W. and O. Capps, Jr., “How Effectively Does the Norwegian Seafood Council Promote Norwegian Seafood Exports?” Presentation to the Board of the Norwegian Seafood Council, June 1, 2017.

Capps, O. and G.W. Williams, “Forecasts of Hass Avocado Shipments from Mexico By Size, November 2016 - October 2017,” Board Meeting of the Asociación de Productores y Empacadores de Aguacate (APEAM, A.C.) and the Mexican Hass Avocado Import Association (MHAIA), Dallas, Texas, October 2017.

Williams, G.W., “Comments on the Presentations in the LA Track Session ‘Performance and Challenges for U.S. Free-Trade Agreements with Latin America: Do These Accords Need Improvements?’” AAEA annual meetings, Chicago, IL, August 1, 2017.

Capps, O., Jr., and G.W. Williams, “Producer Return on Investments in Sorghum Research, Promotion, and Information: An Updated Analysis,” Board meeting of the United Sorghum Checkoff Program, Lubbock Texas, Dec. 13, 2017.

Williams, G.W., “Commodity Checkoff Program ROI Measurement,” Invited presentation to the Illinois Soybean Association, Chicago, Illinois, May 21, 2018.

Williams, G.W. and Capps, “2018 Update: How Effectively Does the Norwegian Seafood Council Promote Norwegian Seafood Exports?” Presentation via Skype to the Norwegian Seafood Export Council, Tromso, Norway, June 7, 2018.

Williams, G.W. and Capps, “How Effectively Does the Norwegian Seafood Council Promote Norwegian Whitefish Exports?” Presentation via Skype to the Norwegian Seafood Export Council, Tromso, Norway, June 7, 2018.

Williams, G.W., “U.S. Agricultural Policy and Economic Development,” Invited presentation at Kangwon National University, Chuncheon, the Republic of Korea, July 2018.

Williams, G.W., “The Benefits of U.S. Imports of Mexican Avocados,” AAEA Post-conference Workshop on “The Convergence of Policy Issues in Produce Research: Labor/mechanization, NAFTA, and the Food Safety Modernization Act,” Washington. D.C., August 8, 2018.

Williams, G.W., “The Effects of the Importation of Mexican Avocados on the U.S. Economy” (“*El impacto de las importaciones de aguacate mexicano en la economía de los EEUU”*), Keynote speech at the 6th National Seminar on the Agricultural Economy and Natural Resources and the 1st National Congress on the Economic Environment of the Northeast (*6to Seminario Nacional de la Economía Agrícola y de los Recursos Naturales y 1er Congreso de Economía Ambiental del Noroeste*), sponsored by the Division of Economic and Administrative Sciences (DICEA) at the Autonomous University of Chapingo (UACh), the Autonomous University of Southern Baja California (UABCS), and the Economics Program of the Postgraduate College (Texcoco), Texcoco, Mexico, November 15-16, 2018.

Williams, G.W. and D. Hanselka, “2018 Update: The U.S. National and State-level Economic Benefits of Avocado Imports from Mexico,” Invited presentation to the Board of *Avocados from Mexico*, Las Colinas, Texas, September 18, 2018.

**Contributed/Selected Papers (Published in Abstracts, Proceedings, etc.)**

Williams, G.W. and R.L. Thompson, "Estimating the Influence of External Forces on the Domestic Market: An Alternative Approach," Annual Meetings of the AAEA, Virginia Polytechnic Institute, August 1978.

Williams, G.W. and G.E. Schuh, "Food Aid and Induced Technical Change," Annual Meetings of the AAEA, University of Illinois at Champaign-Urbana, July 27-30, 1980.

Williams, G.W. and L.H. Myers, "The Economic Effectiveness of Foreign Market Development Programs: The Case of Soybeans and Soybean Products," Annual Mtgs of the AAEA, Utah State Univ., August 1-14, 1982.

Denbaly, M.S. M. and G.W. Williams, "The U.S. Exchange Rate, Money Supply, and Agricultural Trade: Effects on the World Feed Grain Market," XIX International Conference of Agricultural Economics, Malaga, Spain, August 26-September 4, 1985 (published in Spain in *Revista de Estudios Agro-Sociales*, September 1986).

Wahl, T.I. and G.W. Williams, "The Impact of Japanese Beef Import Quota Concessions: A Forecast Simulation Analysis," NCR-134 Conf. on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, Chicago, Illinois, April 22-23, 1987.

Richey, B.G., Jr. and G.W. Williams, "The Effects of Component Pricing on the U.S. Soybean Industry: A Dynamic Simulation Analysis," Annual Meeting of the AAEA, Michigan State University, August 3-5, 1987.

Wahl, T.I., D.J. Hayes, and G.W. Williams, "Forecasting Changes in the Structure of Japanese Meat Demand Under Alternative Beef Import Policy Scenarios," NCR-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management, St. Louis, Missouri, April 26-27, 1988.

Wahl, T.I., D.J. Hayes, and G.W. Williams, "Japanese Beef Policy and GATT Negotiations: An Analysis of Reducing Assistance to Beef Producers," XX Int'l Conf. of Ag. Economists, Buenos Aires, Arg., Aug. 1988.

Wahl, T.I., G.W. Williams, and D.J. Hayes, "Japanese Beef Import Policy: Implications of a Reduction in the Producer Subsidy Equivalent," AAEA Annual Mtg, Knoxville, Tennessee, July 31-August 3, 1988.

Goodwin, H.L., Jr. and G.W. Williams, "Consumer Behavior and Preference: Implications for the Honey Industry," Annual Meeting of the Food Distribution Research Society, Albuquerque, New Mexico, November 5-8, 1989.

**Contributed/Selected Papers (continued)**

Capps, Jr., O., R. Kirby, R. Tsai, and G.W. Williams, "Demand for Meat Products in the Pacific Rim Region," AAEA Annual Meeting, Manhattan, Kansas, August 4-7, 1991.

Capps, Jr. O., P.J. Byrne, and G.W. Williams, "Analysis of Marketing Margins in the U.S. Lamb Industry," AAEA Annual Meeting, Baltimore, Maryland, July 1992.

Nichols, J.P, T.O. Ozuna, Jr., and G.W. Williams, “Evaluating Value-Added Opportunities in Food Processing,” *Proceedings of Symposium III: Managing in a Global Economy*, International Agribusiness Management Association, San Francisco, California, May 1993.

Byrne, P.J., R. Tsai, O. Capps, Jr., G.W. Williams, "Policy Implications of Trade Liberalization: The Case of Meat Products in South Korea and Taiwan," *Proceedings: Int'l Agribusiness Management Assn. Symposium,* 1994.

Málaga, J.E., G.W. Williams, and S.W. Fuller, "Effects of NAFTA and Other Exogenous Factors on the U.S.-Mexico Fresh Vegetable Trade: A Simulation Analysis," *NAFTA and Agriculture: A Trinational Research Symposium*, San Antonio Texas, November 1996.

Málaga J.E., G.W. Williams, and S.W. Fuller, "Forecasting U.S.-Mexico Fresh Vegetable Trade under Alternative Scenarios: A Simulation Analysis," AAEA Annual Meeting, Toronto, Canada, July 1997.

Málaga J.E., G.W. Williams, and S.W. Fuller, "U.S.-Mexico Fresh Vegetable Trade: Policy Intervention and Technological Change," XXIII Intern. Conference of Ag. Economists (IAAE), Sacramento, CA, Aug. 1997.

Krueger, A., V. Salin, G.W. Williams, and L. Eden, "Geographic Diversification Strategy: An Application to the California - Chile Table Grape Market," International Food and Agribusiness Management Assn., World Food and Agribusiness Congress, June 30-July 2, 1998, Punta del Este, Uruguay.

Krueger, A., V. Salin, G.W. Williams, L. Eden, and A. Gray, "Profitability of Geographic Diversification Strategy," Food Distribution Research Society Conference, Oct. 28, 1998, Monterrey, California.

Málaga, J.E. and G.W. Williams, "Demand Systems and Fresh Vegetables: An Application of the Barten Approach," SAEA Annual Meeting, Memphis, Tennessee, January 1999.

Lee, S.H. and G.W. Williams, “An Overview of World Soybean Markets and the Implications for Korea,” Joint Economics Conference of Korea, Yonsei University, Seoul, Korea, February 24-25, 2015.

Ghosh, S. and G.W. Williams, “Generic Advertising of U.S. Lamb: A Supply Chain Analysis,” International Food Marketing Research Symposium, Mediterranean Agronomic Institute of Chania, Crete, Greece, June 18-19, 2015.

Lee, S.H. and G.W. Williams, “Effects of Typical Assumptions on the Measurement of the Upstream Transmission of Checkoff Program Benefits,” Selected Poster, AAEA Annual Meeting, San Francisco, CA, July 27, 2015.

Ghosh, S. and G.W. Williams, “Returns to Stakeholders from the American Lamb Checkoff Program: A Supply Chain Analysis,” Selected Paper, AAEA Annual Meeting, San Francisco, CA, July 27, 2015.

Luo, J. and G.W. Williams, “The Impact of Chinese Exchange Rate Policy on World Soybean and Products Markets,” Selected Paper, AAEA Annual Meeting, San Francisco, CA, July 28, 2015.

Williams, G.W. and J.M. Welch, “An Economic Analysis of the Potential Returns from a Future National Wheat Checkoff Program,” Selected Paper, Southern Agricultural Economics Association Annual Meeting, San Antonio, Texas, February 8, 2016.

Williams, G.W., O. Capps, Jr., and D. Hanselka, “The National Economic Benefits of Food Imports: The Case of U.S. Imports of Hass Avocados from Mexico,” Selected Paper, International Food Marketing Research Symposium, Universita di Bologna, Bologna Italy, June 14, 2016.

Williams, G.W., O. Capps, Jr. and D. Hanselka, “The National Economic Contribution of Agricultural Advertising and Promotion,” Selected Paper, International Food Marketing Research Symposium, Dubrovnik, Croatia, June 13, 2017.

Williams, G.W., O. Capps, Jr., “Promotion of Sorghum for Food and Industrial Uses,” Selected Paper, International Food Marketing Research Symposium, Bournemouth, England, June 14-15, 2018.

**Books/Monographs**

Williams, G.W. and T. Grennes, eds. *NAFTA and Agriculture: Will the Experiment Work?* College Station, Texas: Center for North Amer. Studies, Int. Ag. Trade Res. Consortium, and the Tex. Ag. Mkt Res. Center, June 1994.

Martin, S.W., G.W. Williams, R.A. Dietrich, P. Genho, W.P Hueschele. R.L. Jones, M. Koller, J.D. Lee, H.C. Lopez, H.W. Moon, R.A. Robinson, P.L. Smith. *Livestock Disease Eradication: Evaluation of the Cooperative State-Federal Bovine Tuberculosis Eradication Program.* Washington, D.C.: National Academy Press, 1994.

Schwentesius, R., M.A. Gómez, and G.W. Williams, eds. *TLC y Agricultura: ¿Funciona el Experimento?* (NAFTA and Agriculture: Is the Experiment Working?) Chapingo, Mexico: Juan Pablos Editor, S.A., 1998.

Williams, G.W., D. Bailey, O. Capps, Jr., L.A. Detwiler, H.S. Glimp, T. Hammonds, D.D. Hedley, H.H. Jensen, and D.L. Thomas. *Changes in the Sheep Industry in the United States: Making the Transition from Tradition.* Washington, D.C.: The National Academies Press, 2008.

Goldstein, B., L. D’Abramo, G.F. Hartnell, J. Mench, M. Salman, D. Treacy, B.L. Turner II, G.W. Williams, and F. Wu. *Critical Role of Animal Science Research in Food Security and Sustainability.* Washington, D.C.: The National Academies Press, 2015.

**Book/Monograph Chapters**

Wahl, T.I., D.J. Hayes, and G.W. Williams, "Japanese Beef Policy and GATT Negotiations: An Analysis of Reducing Assistance to Beef Producers," Chapter 11 in A.N. Rae and R.W.M. Johnson, eds., *The Livestock and Grains Study Programme of the Pacific Economic Cooperation Conference*, October 1988.

Williams, G.W. and C. Parr Rosson, "Agriculture," in J.A. McKinney and G.E. Lich, eds., *Free Trade and the United States-Mexico Borderlands*, Subcommittee on Economic Growth Trade and Taxes of the Joint Economic Committee, Congress of the United States, July 1, 1991.

Williams, G.W. and B.K. Schulthies, "Agricultural Labor Effects of a U.S.-Mexico Free Trade Agreement: A U.S. Perspective," in R. Fernandez de Castro, M. Verea C., and S. Weintraub, eds. *Sectoral Labor Effects of North American Free Trade*. Austin, TX: Lyndon Johnson School of Public Affairs, Univ. of Texas, 1993.

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Williams, G.W., O. Capps, Jr., and D. Hanselka, *The U.S. National and State-level Economic Benefits of Avocado Imports from Mexico*, Research Report to the Asociación de Productores y Empacadores de Aguacate (APEAM, A.C.) and the Mexican Hass Avocado Import Association (MHAIA), September 2016.

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Capps, O. and G.W. Williams, *Forecasts of Hass Avocado Shipments from Mexico By Size, November 2016 - January 2017*, Research Report to the Asociación de Productores y Empacadores de Aguacate (APEAM, A.C.) and the Mexican Hass Avocado Import Association (MHAIA), December 2016.

Williams, G.W., O. Capps, Jr., D. Hanselka, *The National Economic Contribution of Agricultural Advertising and Promotion*, Research Report to the Commodity Roundtable Marketing and Communications (CRMC) Group, College Station, Texas, April 2017.

Capps, O. and G.W. Williams, *Forecasts of Hass Avocado Shipments from Mexico By Size, February 2017 - April 2017*, Research Report to the Asociación de Productores y Empacadores de Aguacate (APEAM, A.C.) and the Mexican Hass Avocado Import Association (MHAIA), May 2017.

Capps, Jr. and G.W. Williams, *How Effectively Does the Norwegian Seafood Export Council Promote Norwegian Seafood Exports?* Research Report to the Norwegian Seafood Export Council, College Station, Texas, June 2017.

**Research Reports (Contract, Station Bulletins, Other) (continued)**

Capps, O. and G.W. Williams, *Forecasts of Hass Avocado Shipments from Mexico By Size, May 2017 - July 2017*, Research Report to the Asociación de Productores y Empacadores de Aguacate (APEAM, A.C.) and the Mexican Hass Avocado Import Association (MHAIA), August 2017.

Capps, Jr., O., G.W. Williams, and J.M. Welch, *Producer Return on Investments in Sorghum Research, Promotion, and Information: An Updated Analysis*, Research Report for the United Sorghum Checkoff Program Board, College Station, Texas, September 2017.

Capps, Jr., O, G.W. Williams, V.S. Salin, and D.S. Brown, *Chapter 3: Quantitative Evaluation of the Effectiveness of Marketing and Promotion Activities by the Milk Processor Education Program (MilkPEP), Dairy Management, Inc. (DMI), and Qualified Programs (QPs)*, 2013-14 Report to Congress, Agribusiness, Food, and Consumer Economics Research Center, Texas A&M University, College Station, Texas, September 2017.

Capps, Jr., O, G.W. Williams, V.S. Salin, and D.S. Brown, *Chapter 3: Quantitative Evaluation of the Effectiveness of Marketing and Promotion Activities by the Milk Processor Education Program (MilkPEP), Dairy Management, Inc. (DMI), and Qualified Programs (QPs)*, 2015 Report to Congress, Agribusiness, Food, and Consumer Economics Research Center, Texas A&M University, College Station, Texas, September 2017.

Capps, O. and G.W. Williams, *Forecasts of Hass Avocado Shipments from Mexico By Size, August 2017 - October 2017*, Research Report to the Asociación de Productores y Empacadores de Aguacate (APEAM, A.C.) and the Mexican Hass Avocado Import Association (MHAIA), October 2017.

Capps, Jr., O, G.W. Williams, V.S. Salin, and D.S. Brown, *Chapter 3: Quantitative Evaluation of the Effectiveness of Marketing and Promotion Activities by the Milk Processor Education Program (MilkPEP), Dairy Management, Inc. (DMI), and Qualified Programs (QPs)*, 2016 Report to Congress, Agribusiness, Food and Consumer Economics Research Center, Texas A&M University, College Station, Texas, April 6, 2018.

Williams, G.W. and Capps, *2018 Update: How Effectively Does the Norwegian Seafood Council Promote Norwegian Seafood Exports?* Research Report to the Norwegian Seafood Export Council, College Station, Texas, June 2018.

Williams, G.W. and Capps, *How Effectively Does the Norwegian Seafood Council Promote Norwegian Whitefish Exports?* Research Report to the Norwegian Seafood Export Council, College Station, Texas, June 2018.

Capps, Jr., O, G.W. Williams, V.S. Salin, and D.S. Brown, *Technical Report: Quantitative Evaluation of the Effectiveness of Marketing and Promotion Activities by the National Dairy Promotion and Research Program and the National Fluid Milk Processor Promotion Program – 1995 to 2016*, Report to Agricultural Marketing Service, U.S. Department of Agriculture, Agribusiness, Food and Consumer Economics Research Center, Texas A&M University, College Station, Texas, July 2018.

Williams, G.W., O. Capps, Jr., and V. Salin, *Effects of the Chinese Retaliatory Tariff on U.S. Pecan Exports*, Report to the American Pecan Council, Ft. Worth, Texas, August 29, 2018.

Williams, G.W. and D. Hanselka, *2018 Update: The U.S. National and State-level Economic Benefits of Avocado Imports from Mexico*, Research Report to the Asociación de Productores y Empacadores de Aguacate (APEAM, A.C.) and the Mexican Hass Avocado Import Association (MHAIA), September 2018.

Williams, G.W. and Hanselka, *Return on Investment in the American Lamb Checkoff Program*, Report to the American Lamb Board, Denver Colorado, January 2019.

**Non-Refereed Papers/Reports and Popular Press Articles**

Subat, J. and G.W. Williams, "The Impact of Agricultural Programs and Policies on the Industrial Innovation Process: A Framework for Analysis," Dom. Policy Review of Industrial Innovation, USDA, Wash., D.C., Nov. 1978.

Williams, G.W. and R. Voelkel, "Agricultural Assistance in Water-Short Areas," Presidential Task Force on U.S. Water Policy Initiatives, Washington, D.C., Nov. 1978.

Callahan, J. and G.W. Williams, *Market Development Expenditures for Soybeans and Soybean Products*, Special report prepared for the American Soybean Association, Bala Cynwyd, PA: Chase Econometrics, Feb. 28, 1982.

Williams, G.W., L.H. Myers and J. Callahan, *The Economic Effectiveness of Foreign Market Development Programs for U.S. Soybeans and Products*, Bala Cynwyd, PA: Chase Econometrics, Feb. 28, 1982.

Williams, G.W., "The Farm Problem Revisited or What I Did for My Summer Vacation," *Iowa REC News*, Sep. 1984.

Knipe, C. and G.W. Williams, "The Effect of Liberalization on Japan's Beef Industry," *Meat and Poultry* 34:35, 1988.

Williams, G.W., "Mexican Recovery a Key to NAFTA," *Inform* 6(5): 522-554, May 1995.

Waller, M.L. and G.W. Williams, "Mycotoxin Economics," *Feed Management* 47(7): 23-26, July 1996.

Williams, G.W., "NAFTA and U.S. Agriculture: Increased Exports or Lost Production and Processing?" *Trade Insights,* no. 8, Center for the Study of Western Hemispheric Trade, Univ. of Texas, Austin, Texas, Sept. 1996.

Williams, G.W., "U.S.-Mexico Agricultural Trade Back on Track but Under Dispute," *Tracking U.S. Trade*, Center for the Study of Western Hemispheric Trade, University of Texas, Austin, Texas, October 18, 1996.

Williams, G.W. and J.E. Málaga, *Mexican Agricultural and Food Export Competitiveness*, Report to the World Bank, Washington, D.C., February 2006.

Salin, V., Jones, E., and G.W. Williams, “Economic Evaluation of Direct Verifiable Program and Action Plan for Pathogen Control in Almonds,” Report Submitted to the Almond Board of California, Modesto, California, September 2006.

**Non-Refereed Papers/Reports and Popular Articles (continued)**

Capps, O., Jr. and G.W. Williams, “The Economic Effectiveness of the Cotton Checkoff Program,” Report to the Cotton, Board, Memphis, TN, October 2006.

Capps, O., Jr. and G.W. Williams, “Effectiveness of Marketing Order 906 in Promoting Sales of Texas Grapefruit and Oranges,” Report to the Texas Valley Citrus Committee, Mission, Texas, February 2007.

Williams, G.W. and O. Capps, Jr., “Lamb Market Development Indices,” Report for the American Lamb Board, Denver, Colorado, January 2008.

Williams, G.W. and O. Capps, Jr., “Updated Lamb Consumer Profile,” Report for the American Lamb Board, Denver, Colorado, January 2008.

Williams, G.W., O. Capps, Jr., and D. Bessler, “Is the Soybean Checkoff Program Working?” Report to the Audit and Evaluation Committee, United Soybean Board, St. Louis, MO, April 2009.

Williams, G.W., O. Capps, Jr., and T. Dang, “Effectiveness of Promotion on Lamb Demand and Imports,” Report to American Lamb Board, Nashville, Tennessee, January 2010.

Shiflett, J.S., G.W. Williams, and P. Rodgers, “Nontraditional Lamb Market in the United States: Characteristics and Marketing Strategies,” Report for the American Sheep Industry Association and the American Lamb Board, Nashville, Tennessee, February 2010.

Vadali, S., J. Villa, S. Fuller, D. Ellis, G.W. Williams, and D. Kang, “Funding the Future Surface Transportation System: The Impact on Agriculture,” Report for the Soy Transportation Coalition prepared by the Texas Transportation Institute and the Agribusiness, Food, & Consumer Economics Research Center, the Texas A&M University System, College Station, Texas, December 2010.

Williams, G.W., O. Capps, Jr., D. Hudson, S. Pan, J. Robinson, “Cotton Research and Promotion Program: Economic Effectiveness Study,” Report prepared for the Cotton Board, Memphis, Tennessee, April 2011.

Williams, G.W. “International Market Promotion Effectiveness of the Soybean Checkoff Program,” Report for the U.S. Soybean Export Council, St. Louis, Mo., February 2012.

Salin, V., D. Ng, G.W Williams, E. Jones, and A. Ishdorj, “Competitive Assessment and Market Entry Study of Devil’s Claw in the U.S. Nutraceutical/Herbal Supplement Market,” Agribusiness, Food, and Consumer Economics Research Center report on Cooperative Agreement No. 58-3148-2-014 with the U.S. Department of Agriculture, Foreign Agricultural Service, July 2012.

**Thesis and Dissertation**

Williams, G.W. "Economic Structure of the Brazilian Soybean Industry: A Prototype Model," M.S. Thesis, Purdue University, December 1977.

Williams, G.W. "The U.S. and World Oilseeds and Derivatives Markets: Economic Structure and Policy Interventions," Ph.D. Dissertation, Purdue University, May 1981.

**RESEARCH CONTRACTS FUNDING, 1988-2019\***

**Abbreviated Project Title Funding Agency Duration Amount**

**RESEARCH CONTRACTS /FUNDING, 1988-2006**

Mexican Hass Avocado Supply Chain Avocados from Mexico 2019 TBD

Pecan Industry Baseline Model American Pecan Council 2018/19 25,000

ROI to Lamb Checkoff Program: Update American Lamb Board 2018/19 20,000

Economic Benefits of Avocado Imports from Mexico Mex. Hass Avocado Imp. Assoc. 2018 20,000

Fostering Partnerships with TX Agbus. Community AGLS 2017/18 45,000

Fluid Milk Generic Promotion MilkPEP and DMI 2017-2021 ~300,000

Producer ROI in Sorghum Research, Promotion: Update. United Sorghum Checkoff Program 2016/17 25,000

Identifying Econ. Impact of Ag. Promotion Groups Fresh Approach, Inc. 2016-17 22,000

Forecasts of Hass Avocado Shipments from Mexico Mex. Hass Avocado Imp. Assoc. 2016-17 50,000

ROI in the Promotion of Norwegian Seafood Norwegian Seafood Council 2016-19 290,000

Economic Benefits of Avocado Imports: Update Mex. Hass Avocado Imp. Assoc. 2016 25,000

Soybean Checkoff Expenditure Data for ROI Analysis United Soybean Board 2015/16 150,000

Cotton Research and Promotion Program Effectiveness Cotton Board 2015/16 75,000

Cost-Benefit Analysis of USDA Market Dev. Programs US Wheat Associates/USDA 2015/16 75,000

Competitiveness of U.S. Wheat: The Role of Productivity Nat. Assoc. of Wheat Growers 2015 5,000

Effectiveness of Soybean Export Promotion: Update US Soybean Export Council 2014 40,000

Potential Returns to a National Wheat Checkoff Program Nat. Assoc. of Wheat Growers 2014 20,000

Economic Benefits of Avocado Imports from Mexico Mex. Hass Avocado Imp. Assoc. 2014 25,000

Stakeholder Returns from Lamb Checkoff Program American Lamb Board 2013/14 30,000

**Research and Contracts Funding, 1988-2019, continued**

**Abbreviated Project Title Funding Agency Duration Amount**

Potential Returns to a National Wheat Checkoff Program Nat. Assoc. of Wheat Growers 2014 20,000

Economic Benefits of Avocado Imports from Mexico Mex. Hass Avocado Imp. Assoc. 2014 25,000

Stakeholder Returns from Lamb Checkoff Program American Lamb Board 2013/14 30,000

Fluid Milk Generic Promotion MilkPEP and DMI 2012-2016 ~250,000

ROI in Soybean Research, Promotion, and Int. Marketing United Soybean Board 2012/14 180,000

Producer ROI in Sorghum Research, Promotion, and Info. United Sorghum Checkoff Program 2012/13 75,000

Effectiveness of Soybean Export Promotion US Soybean Export Council 2011/12 16,000

Entry Strategy for Namibian Devil’s Claw FAS/USDA 2011/12 45,041

On-line Soybean Checkoff Expenditure Database System United Soybean Board 2010-14 100,000

Cotton Research and Promotion Program Cotton Board 2010/11 160,000

Ethnic Lamb Consumer Characteristics and Preferences American Lamb Board 2010/11 40,000

Funding the Future Surface Transportation System Soy Transportation Coalition 2010 136,516

Soybean Oil Markets Effects of Biodiesel Demand United Soybean Board 2010 1,000

Ethnic Markets for Lamb in the U.S. American Lamb Board 2009/10 12,000

Lamb Checkoff Analysis Update American Lamb Board 2009/10 5,000

Soybean Checkoff ROI Evaluation United Soybean Board 2008/09 120,000

Lamb Checkoff ROI Update American Lamb Board 2008 5,000

Determinants of Texas Pecan Prices Tx Pecan Board 2007/08 22,600

Economic Effectiveness of Texas Citrus Promotion Tx Valley Citrus Comm. 2006/07 25,000

Lamb Consumer Profiles for Targeting Advertising American Lamb Board 2006/07 32,000

Econ. Evaluation of a Direct Verifiable Program Almond Board of California 2006/07 15,485

Economic Effectiveness of Cotton Checkoff Program National Cotton Council 2005/06 40,000

Mexican Agricultural Export Competitiveness World Bank 2005/06 10,200

Econ. Analysis of Water for Ag. in Wash. State American Rivers 2005/06 25,000

Markets for Corn Distiller's Dried Grain By-product National Corn Growers Assn 2005 15,000

Effectiveness of Lamb Advertising and Promotion American Lamb Board 2004/05 40,000

Effectiveness of Orange Juice Advertising Florida Dept. of Citrus 2002/03 190,000

Propane Checkoff Evaluation Propane Ed. & Res. Council 2001/02 46,936

International Masters of Agribusiness Program Int’l Univ. of Ecuador 2000/04 37,500

Content for WorldMerc e-Commerce System WorldMerc, Inc. 2000/01 54,790

Fresh Fruit and Veg. Distribution Patterns in Mexico AMS (USDA) 1999 9,927

The Cattle and Beef Industry and the Environment World Wildlife Fund 1999/00 22,000

Mexican Rice Market U.S. Rice Producer’s Assn. 1999/00 98,625

Ecuador Info. System and Agriculture Census Project World Bank/Ecuador MOA 1999/04 2,649,431

Chain Stores and Mexican Fresh Fruits & Vegs. AMS (USDA) 1998/99 24,046

AGROINFO Agricultural Information System TAES, IICA (FRDP) 1997/99 100,000

Caribbean Association Communication System IICA (Caribbean) 1997/98 9,000

Priorities for Market Development Investment United Soybean Board 1996/97 14,000

Livestock Info. Network Dev. for Americas (LINDA) SR-CRSP (U.S. AID) 1996/97 132,167

Internet Information System United Soybean Board 1996/97 120,000

Effectiveness of Cottonseed Oil Promotion Nat’l Cottonseed Products Assn. 1996/97 5,000

Macroeconomic Adversity in Mexico C. for the Study of W. Hem. Trade 1996/97 16,000

The Mexican Livestock Industry Houston Livestock Show/Rodeo 1996/97 2,000

Soybean Research and Market Development ROI United Soybean Board 1996/98 140,000

Natural Resource Impacts on U.S.-Mex. Ag. Trade C. for the Study of W. Hem. Trade 1996/97 30,000

Tri-National NAFTA Symposium C. for the Study of W. Hem. Trade 1996/97 40,000

**Research and Contracts Funding, 1988-2019, continued**

**Abbreviated Project Title Funding Agency Duration Amount**

NAFTA and U.S. and Mexican Vegetable Industries C. for the Study of W. Hem. Trade 1996/97 30,000

STRATSOY United Soybean Board 1995/96 10,000

Effects of NAFTA on U.S.-Mex. Veg. Trade Research Enhancement Program 1995/96 10,000

NAFTA and U.S. and Mexican Agric. Sectors C. for the Study of W. Hem. Trade 1995/96 30,000

NAFTA and NA Beef Fab., Packaging, Trade National Research Initiative 1994/95 14,000

Pacific Rim Market and U.S. Beef Industry Research Enhancement Program 1992-1994 47,670

Soydiesel and Soybean Markets American Soybean Assn. 1992/93 38,252

Price Determination in Slaughter Cattle Procurement USDA/Packers & Stockyards 1992/96 124,690

Pecan Market Study Texas Pecan Producers Assoc. 1992/93 2,000

Lamb Marketing Study American Sheep Industry Assoc. 1991/92 90,000

U.S. Market Potential for Aromatic Rice Varieties Rice Council/TDA/TAES 1990/91 143,600

World Rice Policies and the U.S. Rice Market USA Rice Coun./Rice Miller's A. 1990/91 42,800

Use of Cottonseed Meal in Animal Feed Rations Nat’l Cottonseed Producers Assn. 1990/91 13,000

Nat’l Conf. on Intl. Cattle and Beef Exporting USMEF/TBIC/NCA/SWMA 1989/90 110,000

Intern'l Beef Market Effects on Texas Cattle/Beef Expanded Research Area, TAMU 1989/91 61,000

Competitiveness of Texas Food Processing Expanded Research Area, TAMU 1989/91 60,000

Texas Market for Imported Honey BeeMaid Honey 1989/90 11,000

Retail Meat Market Expansion Loggins Meat Co. 1989/90 6,500

SOYMOD ASA/United Soybean Board 1988/95 93,835

**GRAND TOTAL** **$7,292,611**

\* Includes only my share of the total award for projects in which I participated or the total amount of the award for those projects that I personally obtained and managed.

**TEACHING**

**RESEARCH CONTRACTS FUNDING, 1988-2018\***

**RESEARCH CONTRACTS /FUNDING, 1988-2006**

Dr. Williams teaches at both the graduate and undergraduate levels. He has endeavored to not only educate students on theories and concepts but also help them learn to think analytically, properly formulate researchable problems, critically review pertinent literature, effectively apply state-of-the-art analytical methods to data, and appropriately derive evidence-based conclusions.

**Graduate Teaching**

Dr. Williams has taught several graduate courses over his career at Texas A&M University, including a now defunct course in Marketing Research (1988-1991), AGEC 614 Agricultural Policy (1990-2005), and AGEC 652 International Agribusiness Trade Analysis since 2005. AGEC 652 has averaged 10-20 students since 2013 and student evaluation scores have averaged 4.79, consistently above the 4.60 departmental average for graduate courses (see attached table). Being fluent in Spanish, Dr. Williams has been invited to teach versions of this trade course at several Latin American Universities. In consequence, a number of students at those universities subsequently applied for and were accepted into our graduate program in the Department of Agricultural Economics. In addition, several instructors of trade courses at other U.S. universities have requested to use the materials Dr. Williams has developed for AGEC 652. As an Associated Faculty Member of the Bush School over the last decade, he has advised over 15 MIA (Master of International Affairs) students and has taught a foundational course in International Economic Development (INTA 630), averaging 10-20 students and evaluations averaging of 4.7-4.8 (4.65 Department mean) in recent semesters.

**Undergraduate Teaching**

Dr. Williams teaches AGEC 429 Agricultural Policy in the spring semester which averages 100-120 junior and senior students. Accordingly, Dr. Williams designed AGEC 429 to be analytically rigorous, challenging students to utilize methods and apply critical economic principles and concepts they should have learned in lower level courses. Because AGEC 429 is also a university-designated writing (W) course, Dr. Williams integrates writing into the challenging cases they must analyze. Thus, they not only calculate numbers using elasticities and formulas learned in this course and others, they are required to explain the meaning of the results in letters and white papers to policymakers. Student evaluations since 2013 have averaged 4.3, just below the 4.58 Department mean for undergraduate courses.

**Student Course Evaluations**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Term\*** | **Course** | **Enrollment** | **Total Forms** | **Overall Mean** | | **% of eval submission** | | **Standard Deviation** | |
| 2012A | AGEC 429 | 117 |  | 4.41 | |  | |  | |
| 2012C | AGEC 652 | 9 | 12 | 4.78 |  | | 0.61 | |
| 2013A | AGEC 429 | 73 | 73 | 4.51 |  | | 0.83 | |
| 2013C | AGEC 652 | 13 | 10 | 4.55 |  | | 0.75 | |
|  |  |  |  |  |  | |  | |
| 2014A | AGEC 429 | 75 | 58 | 4.27 |  | | 1.19 | |
|  |  |  |  |  |  | |  | |
| 2014C | AGEC 652 | 24 | 20 | 4.76 |  | | 0.66 | |
| 2015A | AGEC 429 | 87 | 76 | 4.41 |  | | 0.93 | |
| 2015C | AGEC 652 | 9 | 9 | 4.98 |  | | 0.15 | |
| 2016A | AGEC 429 | 118 | 98 | 4.14 |  | | 1.06 | |
| 2016C | AGEC 652 | 9 | 8 | 4.79 | 89% | |  | |
| 2017A | AGEC 429 | 117 | 105 | 4.01 | 90% | |  | |
| 2017C | AGEC 652 | 13 | 9 | 4.77 | 69% | |  | |
| 2018A | AGEC 429 | 113 | 101 | 4.41 | 89% | |  | |
| 2018C | AGEC 652 | 10 | 10 | 4.91 | 100% | |  | |

\* A= spring semester; C=fall semester.