

Faculty Profile: Alan Schroeder

In this edition of the *In the Margins* Faculty Profile we interview Professor Alan Schroeder, a faculty member in the Agricultural and Applied Economics Department and the Ag and Natural Resource Law Specialist with Cooperative Extension. After a very productive career, Alan will be retiring in early 2013. *The editor.*

ItM: If you were to describe what you do to a 5th grader, what would you say?

AS: Well, on a shelf in my office are three things. First there is a magnifying glass, and I hope both my students and my clients investigate in detail issues of importance to them – particularly legal issues of importance to them. The second thing you'll see is a butterfly net. I encourage students to use the butterfly net on me because what I want to do is to encourage both them and my clients to think beyond the kind of limitations they come in and talk to me about, whether we're talking about a paper they're writing or a project they're doing or a conflict they're in. I want them to think about those things, and occasionally they need to draw me back into reality with the butterfly net. And the third thing is the yardstick, and sometimes they just need to beat me back into shape. What I do is I help people think in new ways about issues and problems they are confronting.

ItM: What drew you to the combination of agricultural economics and ag law?

AS: Well, I have a certain philosophical bend to me, and I was interested in how people make choices, and economics to me is the study of choice. And so as I delved greater and greater into that, I became less and less certain that economics provided a very good answer for those questions. I think it provided a very good justification for those questions, but I was never sure that it provided me with a good answer, and so I then went to law and said, "Well lawyers answer questions. That's what their training is," and so I studied law with a point of view that it would also provide me an answer to questions, and I discovered that it didn't do a very good job of that either. So what I discovered was that you start off with a truth. I say to my students, "What's the value that you're trying to achieve," and from that then you look at how can you use either the economics you're using or the law that you are applying to answer those questions. So the reason that I became interested in both was because I was interested in choice, and how economics and how law and how philosophy helps us answer what is a good choice.

ItM: What drew you to education in ag law over practicing ag law, or working in some other field?

AS: I had the opportunity to work for a non-profit for a short period of time, and I greatly appreciated the fact that we were dealing with big issues, but I was also concerned that people were being lost in the big issues, and I decided that I didn't want to be a party to that

losing of the human beings. And I think that's what also drew me to mediation, in that in the end mediation focuses on the people and what their needs are, and it's fallback position is always the law, and in the kinds of mediations that I've done over 25 years, we've had to justify many of the outcomes using the economics, essentially accounting and so forth, but the question always was, "How will this get you what you want, and will it cash flow, and will it achieve those ends?" So it gave me an opportunity to do that in a way that law, at least as I was involved in it early on in my career, did not.



ItM: Over the course of a career of 25 years, what's an accomplishment of which you are most proud?

AS: I am impressed with the students that I've worked with, and I've worked primarily with undergrads. I have always had faith that my students would be able to confront hard issues and provide good answers, and I've rarely been disappointed. I've often-times been blown away with how good they are if given the opportunity and the respect. My students teach me every semester, and it strikes me that that's the best of all possible worlds, so I've been impressed with not what I do, but with what they do if given a chance.

ItM: How do you structure your interactions with classes or to facilitate that? What's your approach?

AS: Boring lectures. Now I fall back into an old maxim of writers: tell them what you're going to do, do it, and then tell them what you've done. And in this instance what I do is I try to give them a story, so that they have a sense of what's going on. I talk about how the law might be applied in that story, then I give them cases that are actual applications of that story, and then I give them a chance to find the law themselves and provide legal answers. Hopefully I give them comments back that are productive as opposed to just discouraging them, and then I say, "Now use your skill to find an answer to a question you want to know." And what I've discovered is they're quite capable of doing that if

Continued on page 7.

Consumer Issues Conference Held

The 2012 Consumer Issues Conference was Consumer Financial Protection and attracted 234 registered attendees October 3-5. The 2008 financial crisis led to several new laws, including the Dodd-Frank Wall Street Reform and the Consumer Protection Act of 2010, as well as the Credit CARD Reform Act of 2009, and the creation of a new federal agency (the Consumer Financial Protection Bureau) charged with looking out for consumers' interests in the banking and financial sectors. At the same time have been rapid advances in technology, especially in the banking area (think mobile money management). At the same time that people are trying desperately to rebuild savings, manage student debt and foreclosures, and operate in an increasingly uncertain world.



The conference is a partnership between the Colleges of Agriculture and Law, among others. Cole Ehmke, Extension Specialist based in AgEcon, is a permanent member of the planning committee. "Our aim with the conference is to help citizens make informed decisions in their lives, assist responsible policy and bring people together. People were very enthusiastic at the conference — it was a great venue for interactions and learning," Ehmke said.

Information from the sessions is available on the conference website, as are many of the presentation resources. Go to www.uwyo.edu/cic and look under the program page. ☐

Better Management Through Basic Ag Records: A New Online Course From RightRisk.org

The academic professionals at RightRisk have developed an online course entitled *Getting on track: better management through basic ag records* designed to give producers of all sizes and types of operation a resource to help work toward better record keeping.

The course is divided into four interactive vignettes that focus on individual producers and family operations that can benefit from implementing or improving their record keeping system. The user explores the interactive profiles and develops a better understanding of basic production and financial record systems. The course is made possible by the USDA Risk Management Agency (RMA) and developed by Farm Management Specialist John Hewlett.



For more information and other detailed risk management and production courses online visit RightRisk.org. To access the *Getting on track: Better management through ag records* course and record system resources, go to RightRisk.org and select the course from the Products link. ☐



Book Corner

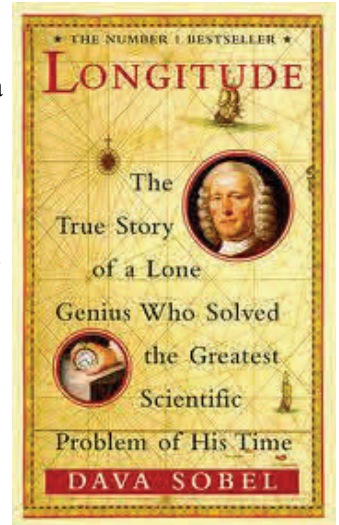
Tom Foulke

Title: *Longitude*

Author: Dava Sobel (1995) with forward by Neil Armstrong, 2005

Published by: Walker Publishing Co., New York.

If you haven't already read *Longitude* you are in for a treat. I first encountered this book on the UW president's reading list a few years back and the story stuck with me. I recently purchased the book to re-read it. Yes, it is about those imaginary vertical lines that slice through the globe. Without a way to determine longitude, sailors were literally lost at sea as soon as they lost sight of land, and hence there was a desperate need for a solution. For those who know me, this winds my nautical springs, but it is so much more than that. This is a fascinating story of dedication, perseverance and motivation by one man to solve a problem in a unique and ingenious way. It is also the story of snobbery, class and cheating academics. In short, it is the story of science and how thorny problems get solved.



John Harrison was a carpenter by trade, but with an obsession with clocks and time. He built his first clock before he was twenty years old in 1713. It still exists and what is so remarkable about it is that it is built almost entirely of wood! Another of his wooden clocks has been working almost continuously for more than 270 years.

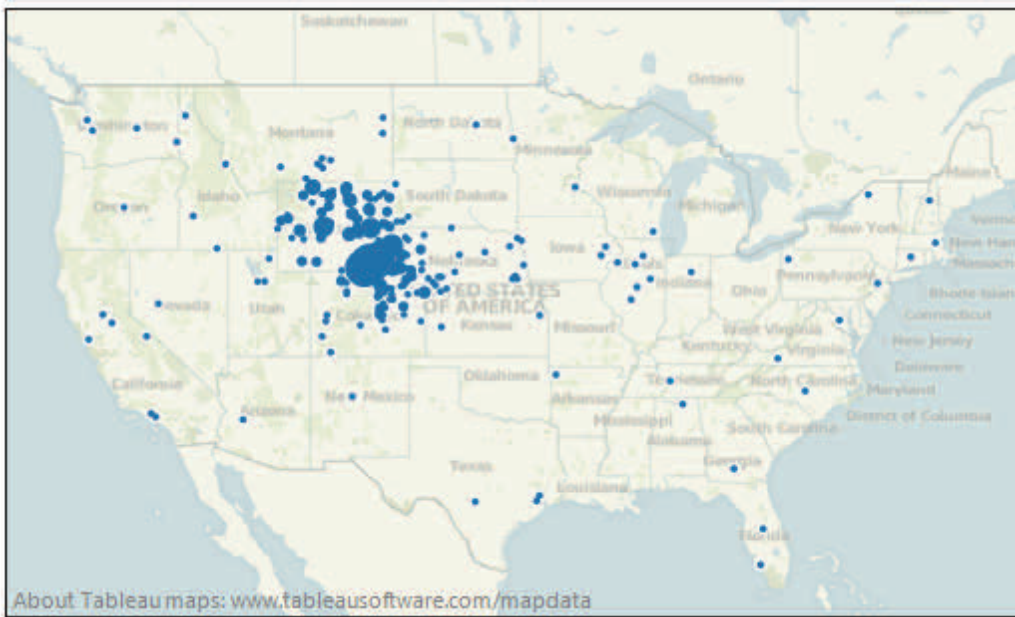
As a working man, of modest means, he had to be innovative to feed his passion on a limited budget. The way that he tests his clocks, by tracking the transit time of a star between a window pane and a neighbor's chimney, was brilliantly simple and highly accurate.

Harrison's main achievement was the construction of marine chronometers that eventually (after some 40 years... and that is the story) captured the Admiralty's longitude prize and solved the problem of longitude. But this was only after the intervention of King George III, who stepped in to squash some cheating and obstructionist academics.

Longitude is full of historical gems, like the origin of the word "chronometer". It's a short book, only 175 pages, but easy to read and highly entertaining: very much suited to be a travel companion on a long flight, or a long weekend. Highly entertaining, you'll never look at your watch the same way again.

Highly recommended for your library by Tom Foulke. ☐





Where are AgEcon's graduates?

This map indicates where the UW AgEcon department graduates are located. The largest pool — 133 — is in Laramie, followed by Cheyenne at 114. There are about 1,748 alumni in the US on the mailing list.



Seeking Land Sale/Rental Information



The land market continues to be strong across farming and ranching country, but we'd like details of the situation for use in class. The department is asking you to send information on three things:

1. land values (from recent sales or appraisals),
2. the corresponding returns in the form of a cash rent price,
3. annual taxes for the land.

From this information we'll gain perspective on land values and returns from around the region. Our own Bill Biles, who teaches (with Matt Andersen) the ag finance course for undergraduates, will also use the information to help students learn about calculating returns to ag property. Please send the information to Cole Ehmke at cehmke@uwyo.edu or call him at (307) 766-3782. ■

Economic Principles

A column on the ideas that underlay economics

The Market and the Invisible Hand

By Dale Menkhous

What is unique about many of the economies of the world and how have some recently evolved? What coordinates economic activity in the US economy? The US and many other countries have a market economy, in which production and consumption, for the most part, are the result of decentralized decisions made by many firms and individuals. In this economy, each individual producer makes what she thinks will be the most profitable; and each consumer buys what she chooses. The market coordinates economic activity.

If the market is working, price carries signals from consumers through a complex food supply chain — from consumers to distributors to processors, and finally to producers. Market economies are able to coordinate the actors in the complex food supply chain to reliably provide consumers with the goods and services, and the attributes of those goods and services, they desire. People quite casually and unknowingly trust their lives to the market system. Urban residents would starve in days if the unplanned, but orderly, actions of producers, processors, and distributors did not deliver a steady

supply of food. As it turns out, the unplanned “chaos” of a market economy is more orderly than the “planning” of a command economy, such as existed in the Soviet Union from 1917 until 1991. In the planned-command economy, producers often were unable to produce because they did not have the needed resources, or they produced goods that nobody wanted. Consumers often could not find what they wanted.

What makes a well-functioning market economy work? In 1776, in his book *The Wealth of Nations*, Adam Smith suggested that an “invisible hand” characterizes the way a market economy manages to harness the power of self-interest for the good of society. That is, individuals pursuing their own best interests often do promote the interests of society as a whole. In some instances, however, private incentives are distorted to prevent mutually beneficial transactions from occurring — the market fails. Among the multiple reasons for market failure is the inaccuracy of prices as economic signals. If this is the case, firms might take on the business of coordinating economic activity, for example through tighter vertical coordination of the supply chain. Or, an appropriately designed government policy can sometimes improve society's welfare. ■

Reference: Krugman and Wells. 2009. *Microeconomics*, 2nd ed. New York: Worth Publishers.



Vanvig Fellowship Awarded

By Ben Rashford, Graduate Program Coordinator

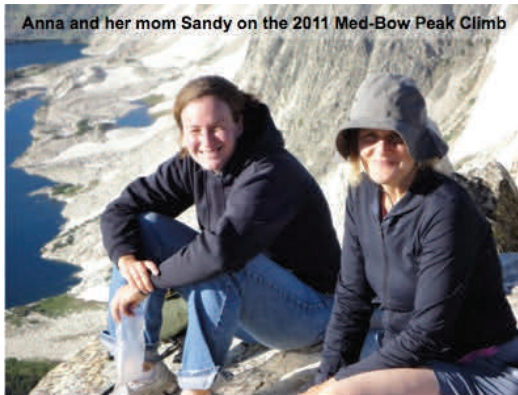
The department is pleased to announce this year's Andrew and Connie Vanvig Fellowship awardee: Anna Scofield.

The fellowship is made possible by a generous endowment from former Department Head Andy Vanvig and his wife Connie. The Fellowship, which includes \$5,000 to support the winner's research, is given annually to the top graduate student in Agricultural and Applied Economics.

Each year, as our graduate program has grown, selecting the Vanvig awardee has become more challenging. This year was no exception. We

have a large and talented graduate class, with myriad accomplishments both inside and outside of the classroom – and with research projects ranging from the effects of climate change on agriculture and wildlife in Canada to the economic and environmental performance of alternative dry-land crop systems in SE Wyoming.

From this accomplished class, the faculty selected Anna Scofield as the 2012-2013 Vanvig Fellowship awardee. Anna, from Lee Vining & Mt. Shasta, California, received her BS in Environmental Management from Cal Poly in 2007, after which she worked as a wildland firefighter before returning to graduate school. Since coming to UW, Anna has excelled in every respect. She has been perfect in the classroom while being a leader outside the classroom. This year, Anna was elected by her peers to serve as the Department's Graduate Student Representative, and in this role has helped organize our annual welcome picnic, new graduate student orientation, and Fall semester seminar series. For her thesis research, under the supervision of Don McLeod and Scott Lieske, Anna is examining how the spatial pattern of development contributes to rising wildland fire suppression costs. Anna also plays the bassoon in the community band and is the graduate student representative for UW's Nordic Ski Team. Congratulations to Anna. ■



Anna and her mom Sandy on the 2011 Med-Bow Peak Climb

The Future Continues to Look Bright for Agribusiness Majors

By Chris Bastian

Several recent studies suggest agribusiness continues to be an excellent major for students wanting jobs when they graduate. A recent study published by the USDA, in cooperation with Purdue University, projects that the U.S. economy will generate an estimated 54,400 annual job openings in food, agricultural and resource related fields between 2010 and 2015.

Over half of these jobs (25,700) are projected to be in management and business in agricultural and food systems, renewable energy, and the environment during this time period. Yet only about half of these openings are projected to be filled with graduates from agricultural and resource disciplines. This suggests Agribusiness majors will be poised to compete well in the job market.

Another study indicates that AgEcon graduates are not having many difficulties finding jobs. Data from the Georgetown Center on Education and the Workforce released a ranking of majors in 2011 that indicated agricultural economics had one of the top 10 lowest unemployment rates amongst college majors. Ag Economics had an unemployment rate of only 1.3%.

So if your son or daughter or another young person you know are contemplating majors, let them know that the opportunities look good for agribusiness majors! We would be happy to talk with them about finding their future in agribusiness. ■

Workshops Series Delivered

Steve Smutko conducted a series of workshops on collaborative decision making this summer. The one- and two-day courses were targeted to natural resource managers and planners, biologists, conservationists and others who work in natural resources management and environmental policy. The workshops provided professionals with new skills and tools in multi-party negotiation, structured decision making, and collaborative process design. Courses included Introduction to Collaborative Natural Resource Decision Making, Basic Negotiation Skills in Natural Resource Management, and Structured Decision Making Methods for Natural Resource Management and Policy. Steve plans to offer the workshop series again next summer. Contact Steve at steve.smutko@uwyo.edu. ■



This summer Dannele Peck was awarded the "Editors' Citation for Excellence in Refereeing for *Water Resources Research* for 2011." The journal is an interdisciplinary journal that publishes original research in the natural and social sciences of water. ■



AgEcon Graduate Student Travels to China

By Tom Foulke

Alex Gorski (M.S. 2012) and Tom Foulke traveled to the ancient Chinese city of Xi'an for a conference on advanced coal technology in June. Alex had applied for and received a travel scholarship from the UW School of Energy Resources (SER). The conference was the third in a series on coal technology as part of a partnership between the State of Wyoming; Queensland, Australia and Shaanxi Province, China (all top coal producers in their respective countries).



The scholarship recipients flew to Beijing and toured the Forbidden City and the Great Wall before arriving in Xi'an for the conference. They also visited the Terra Cotta Warriors located just outside of Xi'an. As part of the conference, a field trip to the northern town of Yulin was included to tour China's development of new coal-based technologies in gasification and plastics production.

Alex's thesis work at UW involved estimating the economic feasibility of carbon capture and storage (CCS) with a novel process called SequesTech, patented by a UW faculty member. Alex is currently working at a one-year post-graduate internship at Los Alamos National Laboratory. Congratulations, Alex! ■

Cradle Call

Mikol Christensen, a recent AgEcon grad now working for the Utah Department of Audit, is pleased to announce the birth of a son Meitzen on September 9, 2012 at 6:36 pm. He is 21" long and 8lbs 1oz. Both he and mother Heather are healthy and doing well. ■



2012 Class Calendar

November 20	Last day to withdraw from second-half block courses
Nov. 21-23	Thanksgiving Break (classes excused)
November 26	Last day to withdraw from university for fall 2012
December 7	Last day of classes
Dec. 10-14	Finals Week
December 15	Residence halls close (12 p.m.)
January 14	Spring Semester Classes Begin

CSA workshop planned

A workshop on starting up a Community Supported Agriculture venture is planned for mid-February in Thermopolis, tentatively February 12 and 13. Community Supported Agriculture (CSA) has become a popular way for consumers to buy local, seasonal food directly from a farmer. The concept is that a consumer purchases a "share" of the farm production, then, through the production season, gets a box of vegetables (and maybe other farm products) every week.

The workshop will introduce the concept and present ways to make it work in Wyoming. Insights from the 19 CSAs in Wyoming help form the basis for a new manual on CSA production that will be released at the workshop. Contact Cole Ehmke at cehmke@uwyo.edu. ■

Seminar to be offered

Marco Constanigro of Colorado State University will present *Truthful, Misguiding Labels: the Implications of Labeling Production Processes Rather Than Their Outcomes* on Friday, November 30. The seminar is at 3:10 in AG 223. More seminars will be organized by Graduate Student Liaison Anna Scofield to be offered in the spring semester. For details, contact Anna on ascofiel@uwyo.edu. ■

Mariah Ehmke and others from UW attended an EPSCoR conference at the end of October. The Experimental Program to Stimulate Competitive Research (EPSCoR) promotes the development of science and technology resources through multi-disciplinary research and educational programs. ■



We want your news! Alumni, faculty, staff, graduate and undergraduate students are welcome to submit news and photos. Send them to Cole Ehmke at cehmke@uwyo.edu.



Recent AgEcon Happenings

Publications

- Attanavich, W., B.S. Rashford, R.M. Adams & Bruce A. McCarl. 2012. *Land Use, Climate Change and Ecosystem Services*. In J.M. Duke and J. Wu eds. Oxford Handbook of Land Economics, Oxford University Press (Forthcoming).
- Bastian, C. T., D. E. Peck, M. A. Smith & J. J. Jacobs. Sagebrush Control: at What Canopy Cover is it Economically Justified? *Rangeland Ecology and Management*. 65,4 (2012): 351-361.
- Eisele, K., J. P. Ritten, C. T. Bastian, S. I. Paisley & S. Lake. Economic Comparison of Weaning and Feeding Strategies for Beef Production, *Journal of the American Society of Farm Managers and Rural Appraisers*. 75 (2012): 124-134.
- Gardiner, L., B.S. Rashford, J.Hewlett & B.Alexander. *The State of the Wyoming Sheep Industry*. Bulletin B-1229. UW Cooperative Extension Service Bulletin. April 2012.
- Kauffman, M.E., B.S. Rashford & D.E. Peck. 2012. Unintended consequences of bovine brucellosis management on demand for elk hunting in northwest Wyoming. *Human-Wildlife Interactions* 6(1):12-29.
- McGaffin, G. H., D. M. McLeod, C. T. Bastian, C. M. Keske-Hoag & D. L. Hoag. Landowner Preferences for Conservation Easements: Responses from Two Intermountain States, *Journal of the American Society of Farm Managers and Rural Appraisers*. 75(2012):98-111.
- Rashford, B.S., S.E. Albeke & D.J. Lewis. 2012. Modeling Grassland Conversion: Challenges of Using Satellite Imagery Data. Invited Paper. *American Journal of Agricultural Economics* (Forthcoming)
- Rashford, B.S., N. Macsalka & M. Geiger. *Renewable Energy Investments – What’s the Payback?* UW Cooperative Extension Service Bulletin (Forthcoming).
- Ritten, J.P., C.T. Bastian & B.S. Rashford. 2012. Profitability of Carbon Sequestration in Western Rangelands of the US. *Rangeland Ecology and Management*, 65(4): 340-350.
- Roberts, T., D.E. Peck, J.P. Ritten & B.S. Rashford. *The Cost of Brucellosis Prevention: Fencing Stackyards*. UW Cooperative Extension Service Fact Sheet (Forthcoming).
- Wasson, J., D.M. McLeod, C.T. Bastian & B.S. Rashford. The Effects of Environmental Amenities on Agricultural Land Values. *Land Economics* (Forthcoming).

Presentations

- Attanavich, W., B.S. Rashford, R.M. Adams & B.A. McCarl. *Land Use, Climate Change and Ecosystem Services*. Agricultural and Applied Economic Association Annual Meeting, Seattle, WA, August 12, 2012.
- Cooksey, K., C. T. Bastian, D. J. Menkhaus & O. R. Phillips. *Impacts of Exogenous Supply and Demand Shocks in Private Negotiation: A Laboratory Market Approach*. Selected Paper Presentation at 2012 Annual Meeting of the Western Agricultural Economics Association, June 20-22, 2012. Park City, UT. (Presented by Bastian).
- Krutkramele, K., M. Ehmke, C. Bastian, E. Larson-Meyer, M. Andersen & L. Thunstrom. *Risk Preferences and Young Couples’ Natural Sweetener Glycemic Index Information Valuation*. Selected Poster Presentation at 2012 Meeting of the Agricultural & Applied Economics Association, August 12-14, 2012. Seattle, WA. (Presented by Ehmke).
- Lee, B. P., J. P. Ritten, C. T. Bastian & A. Kniss. *Farm Level Impacts of Regulations on Genetically Modified Sugar Beets in SE Wyoming*. Selected Paper Presentation at 2012 Annual Meeting of the Western Agricultural Economics Association, June 20-22, 2012. Park City, UT. (Presented by Ritten).
- Rashford, B.S., S.E. Albeke & D.J. Lewis. *Modeling Grassland Conversion: Challenges of Using Satellite Imagery Data*. Agricultural and Applied Economic Association Annual Meeting, Seattle, WA, August 12, 2012.
- Roberts, T.W., D.E. Peck & J.P. Ritten. 2012. *Cattle producers’ economic incentives for preventing bovine brucellosis under uncertainty*. 13th International Symposium on Veterinary Epidemiology and Economics, Maastricht, The Netherlands, August 20-24, 2012.
- Sabasi, D., C. T. Bastian, D. J. Menkhaus, & O. R. Phillips. *Committed Procurement in Privately Negotiated Markets: Experimental Evidence*. Selected Paper Presentation at 2012 Annual Meeting of the Western Agricultural Economics Association, June 20-22, 2012. Park City, UT. (Presented by Menkhaus).

Recent MS Thesis Presentations

Jordan Steele: Wolf Reintroduction: Direct and Indirect Effects for Western Wyoming Cattle Producers

Abigail Mellinger: Economic and ecological tradeoffs of targeting conservation easements for habitat protection: A case study of Sublette County, Wyoming



they can wrap their head around the kind of legal issues that are involved and have a sense of why it is that that's important to them. And I have been humbled by how smart they are and how much smarter they are than I was at their age.

ItM: Over your career you've seen a lot of good and bad times. What is a critical moment of which you were a part?

AS: Well one of things I demonstrated in terms of lack of awareness is to join a department in the middle of a financial crisis – perhaps not the wisest move I could make. On the other hand, it gave me an opportunity to work with producers and families. It gave me a chance to work with Jim De-Bree, who was the head of Cooperative Extension at the time. He was committed to helping families stay on the farms or ranches or if they were going to transition, to leave it with some pride in themselves. And I would say that I had some very good people around me who were in leadership positions or who were committed to the state and reminded me that my first obligation was to the people of the state, and they demonstrated those skills and gave me the opportunity to learn from them and also do those sorts of things, so it's been the people, and I would say that that's carried on through several department heads and through the current head of Extension.

ItM: You cover a lot of topics in your ag law classes, and you've got a long career of experience with people. You also read widely, and you have an abiding interest in theatre. What have been your primary influences to make you the person you are?

AS: I like a very thin book by Martin Buber called *I and Thou*. Buber talks about the fact that we have many 'I-it' relationships or 'it-it' relationships. By that he means that in our interactions with others, they either treat us as things to be used to accomplish their purposes or we in turn treat them as things and use them for that purpose. Buber said that good relationships are 'I-thou' relationships. These are relationships where your goal is to both allow that other person to become the fully endowed person they can be, and for yourself to try to achieve the same thing. And my perception both as an Extension person in terms of providing education materials and as a teacher is to give the people that I'm serving as great an opportunity and the respect that they deserve to become that fully endowed person to achieve whatever their dreams might be.

ItM: You're well known as a teacher (having just been recognized as a 2012 Top Prof), and the scenarios and stories that you devise for your students are hallmarks of your style. How do you stay creative?

AS: Well, some of it is just paying attention. For example, this year one of the examples I covered was a beekeeping operation. My students followed a beekeeping operation featured in Mariah Ehmke's capstone class that the students used for economic assessment. So I thought, "Okay. There's an industry I don't know anything about." Same thing is true with the seed industry. I had a conversation with someone dealing with the seed industry, and I thought, "Well, so what do I know about the seed industry or the livestock industry or the kosher meat industry or a pesticide applicator industry?" So they gave me the start of the story, and then I just follow the story to the end. I'm a cheat. I'll confess. What I've discovered is that if I can find a story, and it's a good story, it will take me where I want to go. All classes start with a story, and whether it's my natural resource class or it's my ag law class or it's my negotiation class, we start off

with a scenario and say, "Why did that happen, and what would you have done in that circumstance?" And then depending upon whether it's a law class or a negotiation class, we take it from the point of view of, "How might the law intervene or affect what's going on?" So if I get a story, I'll just write it, and sometimes the stories are not as friendly an animal as you like. Sometimes they like to buck me off a bit, but oftentimes I'll just ride along and any question I want to ask, the story will have taken me there.



ItM: What advice do you have for new professionals?

AS: There's a story that I share with some of my students about being a rock dancer, and it's not my original story. It's a story that someone else shared with me. I grew up along a river, and as kids you like to go fishing in the rivers. That's one of the nice things about growing up on a river, and some of the best places to fish are in the little areas that are protected from the stream flow by the rocks. So what you do is you go onto the rocks in order to cast your line. Now you can cast and fish from the banks. That would be fine, but the best opportunities are fishing from the rocks. There's a small problem with fishing from the rocks; they tend to be slippery. They tend to be shaky, and they tend to fall over or encourage

you to fall off. Now you can either stay safe on the shore or you can go on top of the rocks and risk getting wet but also risk getting that great reward. What I say to my students, and what I would say to any new professional person is, "Risk getting wet." Take the risks because there will be opportunities to do it, and in the end you dry off. And you'll have a great story about the time I fell off the rock, as well as everyone else along the way. So find something that you're passionate about and then pursue it and risk getting wet.

Wyoming Mediation

Dr. Schroeder has long been a part of Wyoming's Ag and Natural Resources Mediation Program. Located in the Dept. of Ag, it provides a mediator to help disputing parties identify issues, explore options and reach a conclusion. For details, contact Lucy Pauley at (307) 777-8788 or lpauley@state.wy.us.

ItM: You've written that, "The journey goes quickly, and then we feed each other through the substance of our stories and our theoretic insights and find answers in ways to a yes from an initial no." So education for you is definitely a process.

AS: I have another maxim, which a student stuck me with in the semester. "No is not the last answer and yes is not always the best answer. You have to decide in pursuing that yes whether you're giving up too much, but you should never take no as the last answer. You should find out what's necessary to turn that into a yes." And I think that depending upon the students, they have never had a no and suddenly surprised when they get it or they're afraid to risk the no, and so they never ask. And what I've discovered is that if they risk the no and receive it, they're also smart enough to figure out how to get into a yes and whether that's the right yes for them. And I'm impressed with them. ■

Notes to Alan may be sent to conrad@uwyo.edu.



In the Margins

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Agricultural and Applied Economics, Dept. 3354
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Laramie, WY 82071

Return Service Requested

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Annie's Project Programs Planned

Annie's Project is a course especially for women who work in and around ag. Sessions in the six-week program include presentations and discussions focused on the participants' questions. Session topics cover the areas of financial and production records, marketing plans and risk management, legal issues, and human resources and time management. Various programs are being planned around the state this winter (usually in January and February):

- Fremont County – Ron Cunningham, ronc@uwyo.edu
- Park County – Sandra (Frosty) Frost, sfrost1@uwyo.edu
- Natrona County (Casper) – Hannah Swanbom, hswanbom@natronacounty-wy.gov
- Converse County (Douglas) – Ashley Garrelts, ashleyg@uwyo.edu (tentative)
- Goshen County (Torrington) – Jeff Edwards, jedward4@uwyo.edu (tentative)
- Carbon County (Saratoga) – Mae Smith, maep@uwyo.edu
- Wind River Reservation – Tina Russell, jtoth1@uwyo.edu
- Niobrara County (Lusk) level 2 class (fall 2013) – Tammie Jensen, trjensen@uwyo.edu

Annie's Project is organized by UW Extension with financial support from Farm Credit Services of America. ■



General James Mattis Interacts with AgEcon Students

The College of Agriculture and Natural Resources sponsored Gen. James Mattis, Commander, U.S. Central Command, to deliver an address to the UW student body on

“Perspectives on the Middle East” October 4. Prior to the address, Ag & Applied Economic graduate



students Muhammad Al Amin and Susan Wells were able to briefly meet the General. During the address the General took questions and answered Susan's question on the most critical Naval situation in the Middle East: Bahrain's unrest, Egypt's control of the Suez canal or Iran. The General's response was that Iran's forces posed a continued and uncertain threat. Later on Susan along with other agricultural students were invited to dinner with the General and Dean Galle which wrapped up the General's visit. ■