

KELLY YVONNE LANGE

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EDUCATION

Texas Tech University

Ph.D. Agricultural & Applied Economics, Minor in Personal Financial Planning, August 2012

M.B.A. Concentration in Management, May 2006

B.B.A. Marketing, August 2007

B.B.A. Management, May 2004

EMPLOYMENT

August 2014 to Present – serving as Assistant Professor in the Department of Agricultural and Applied Economics at Texas Tech University. Responsibilities include teaching undergraduate courses in agricultural economics and serving as Director of Farm Operations for Texas Tech University.

August 2013 to August 2014 – served as Assistant Professor of Agricultural Economics and Agribusiness in the Department of Agriculture at Texas State University. Responsibilities included teaching undergraduate courses in agricultural economics and agribusiness management.

August 2012 to August 2013 – served as Instructor in the Department of Agricultural and Applied Economics at Virginia Tech. Responsibilities included teaching undergraduate courses in agricultural financial management, agribusiness management, and personal financial planning.

May 2008 to August 2012 – served as Teaching Assistant in the Department of Agricultural and Applied Economics at Texas Tech University. Responsibilities included preparing class materials and instructing lab sessions for undergraduate farm and ranch management class.

MEMBERSHIP IN PROFESSIONAL AND HONORARY SOCIETIES

Agricultural & Applied Economics Association

Southern Agricultural Economics Association

Western Agricultural Economics Association

Gamma Sigma Delta Honor Society of Agriculture, Texas Tech Chapter

AREAS OF SPECIALIZATION

Farm/Agribusiness Management

Agricultural Finance/Personal Financial Planning

Family Farm Succession Planning

PROFESSIONAL OUTPUT

Publications

Lange, K. "Discussion: Challenges of Entering and Succeeding in Southeastern Agriculture: Access to Credit, Supply Chains, and Consumers." *Journal of Agricultural and Applied Economics* 45,3 (August 2013):519-522.

Publications Pending

Lange, K., J.W. Johnson, P.N. Johnson, D. Hudson, C. Wang, A.W. Gustafson. "Intergenerational Transfers of Managerial Control in U.S. Family Farm Businesses." In review.

Lange, K., J.W. Johnson, P.N. Johnson, D. Hudson, C. Wang, A.W. Gustafson. "Farm Succession in Texas: A Qualitative Approach." In review.

Papers and Posters Published in Proceedings

Selected Papers

Lange, K., J. Johnson, P. Johnson, D. Hudson, C. Wang, and B. Gustafson. "Intergenerational Management Transfers in Family Farm Businesses." 2013 Southern Agricultural Economics Association Meetings. Orlando, Florida. February 4, 2013.

Lange, K., J. Johnson, P. Johnson, D. Hudson, and B. Gustafson. "Equal or Just? Intergenerational Allocations within Family Farm Businesses." 2011 Southern Agricultural Economics Association Meetings. Corpus Christi, Texas. February 7, 2011.

Lange, K., J. Johnson, K. Wilson, and W. Johnson. "Price Determinants of Ranch Horses Sold at Auction in Texas." 2010 Southern Agricultural Economics Association Meetings. Orlando, Florida. February 8, 2010.

PROFESSIONAL OUTPUT (CONTINUED)

Selected Presentations

Lange, K., J. Johnson, P. Johnson, D. Hudson, C. Wang, B. Gustafson. "A Qualitative Investigation of Farm Succession in Texas." 2012 Western Agricultural Economics Association Meetings. Park City, Utah. June 22, 2012.

Lange, K., C. Wang, and J. Johnson. "Minimization of Virtual Water Exports from Texas: Multiple-Objective Optimization." 2010 UCOWR / NIWR Annual Conference. Seattle, Washington. July 14, 2010.

Selected Posters

Lange, K. and L. Lynch. "Farmer Allocation of Conservation Easement Funds." 2014 Southern Agricultural Economics Association Meetings. Dallas, Texas. February 4, 2014.

Lange, K., J. Johnson, P. Johnson, D. Hudson, and E.J. Belasco. "Parental Motivation in Family Farm Intergenerational Transfers." 2011 AAEA & NAREA Joint Annual Meeting. Pittsburgh, Pennsylvania. July 25, 2011.

TEACHING RESPONSIBILITIES

Texas Tech University (August 2014 to Present)

Agribusiness Finance (AAEC 3302): Undergraduate course introducing the basic principles of finance, emphasizing the mathematics of finance, credit, and financial analysis.

Farm and Ranch Business Management (AAEC 3304): Undergraduate course covering the organization and management of individual small businesses including farms, ranches, input suppliers, and commodity processors.

Texas State University (August 2013 to August 2014)

Introduction to Agricultural Economics (AG 2383): Undergraduate course covering the role of agriculture in the general economy, the study of basic economic concepts with application to the agricultural firm, structure and operation of marketing systems, and the functional and institutional aspects of agricultural finance.

Computer Applications in Agriculture (AG 2390): Undergraduate course introducing basic computer technology used in the management of agricultural businesses, specifically the Microsoft Office suite of programs. Students gain experience using Microsoft Word, Microsoft PowerPoint, Microsoft Access, and Microsoft Excel.

TEACHING RESPONSIBILITIES (CONTINUED)

Texas State University (Continued)

Farm Management (AG 3317): Undergraduate course that introduces tools and techniques essential to the study of farm organization and decision-making. Topics covered include economic principles related to production agriculture, enterprise budgeting, partial budgeting, linear programming and whole-farm planning, cash flow budgeting, and risk, personnel, land, and machinery management.

Agricultural Finance (AG 4380): Undergraduate course introducing finance issues faced by agribusiness managers. Topics covered include financial planning and control, financial statements, financial analysis, capital budgeting, liquidity and risk management, and financial markets.

Agricultural Policy (AG 4381): Undergraduate course that identifies and analyzes governmental programs and policies affecting agricultural production and marketing. Economic evaluation of alternative policies and applications for producers, consumers, and agribusinesses is considered.

Virginia Tech (August 2012 to August 2013)

Personal Financial Planning (AAEC 2104): Undergraduate course introducing basic financial planning concepts and tools. Topics covered include planning and budgeting, income taxes, time value of money, cash and credit management, loans, personal insurance needs, investments, retirement planning, and estate planning.

Agricultural Financial Management (AAEC 4424): Undergraduate course covering topics related to the financial management of various agricultural businesses. Subject matter covered includes production economics concepts, various budgeting techniques, credit, loans, financial statements and financial analysis, and investment analysis.

Agricultural Management and Problem Solving (AAEC 4404): Undergraduate capstone course for agribusiness management students. Economic concepts, principles, and decision-making tools are applied to a real life family farming business. Students create a formal business plan which addresses issues including strategic planning, marketing, budgeting and financial management, personnel management, and farm business transition planning.

Texas Tech University (May 2008 to August 2013)

Farm and Ranch Management Lab (AAEC 3304): Undergraduate course consisting of three hours of lab twice per week. Lab exercises include enterprise budgeting, linear programming, cash flow budgeting, personnel management, investment analysis, risk management, business organization, land management, and machinery management.

GRANTS AND AWARDS

Sought and Awarded

2013

Recipient of the 2013 Sylvia Lane Mentor Fellowship awarded by the Agricultural and Applied Economics Association (AAEA). Fellowship enables collaboration with Dr. Lori Lynch from the University of Maryland to research ways in which U.S. farmers allocate conservation easement funds among investment alternatives. Total amount funded \$2,500.

2012

Awarded travel scholarship from the Western Agricultural Economics Association (WAEA) to attend 2012 WAEA Annual Meeting.

Awarded travel funds from Texas Tech University Graduate School. Total amount funded \$1,300.

2011

Awarded travel grant from the Agricultural and Applied Economics Association (AAEA) Trust Committee to attend 2011 AAEA & NAREA Joint Annual Meeting. Total amount funded \$250.

2010

Johnson, J., P. Johnson, J. Malaga, B. Gustafson, K. Lange, P. Martinez-Mejia, Beginning Farmer and Rancher Development Program, Office of Research Services and College of Agricultural Sciences and Natural Resources, Texas Tech University. Total amount funded \$5,000.

Grants Pending

2014

Lange, K. and R. Tewari, Capacity Building Grants for Non Land Grant Colleges of Agriculture (NLGCA) Program, United States Department of Agriculture, National Institute of Food and Agriculture. PI on collaborative proposal between Texas Tech University and the University of Tennessee at Martin. Total amount sought \$300,000.

Garza, N.R., N.M. Rodriguez, K. Lange, Hispanic-Serving Institutions (HSI) Education Grants Program, STEAM (Science, Technology, Engineering, Agriculture, and Mathematics) Project, United States Department of Agriculture, National Institute of Food and Agriculture. Co-PI on collaborative proposal between Laredo Community College, Texas A&M University-Kingsville, and Texas State University. Total amount sought \$1,000,000.

GRANTS AND AWARDS (CONTINUED)

Sought and Unfunded

2013

Lange, K., Texas State University Research Enhancement Program. Total amount sought \$8,000.

2011

Johnson, J., P. Johnson, J. Malaga, B. Gustafson, K. Lange, P. Martinez-Mejia, Beginning Farmer and Rancher Development Program, United States Department of Agriculture, National Institute of Food and Agriculture.

2008

Johnson, J., C. Akers, K. Lange, Beginning Farmer and Rancher Development Program, United States Department of Agriculture, National Institute of Food and Agriculture.

SERVICE

Texas State University Department of Agriculture Faculty Advisor to students majoring in Agribusiness Management.

2013-2014, Member of Texas State University Department of Agriculture, Curriculum Committee.

2013-2014, Member of Texas State University Department of Agriculture, Scholarships Committee.

2014, Member of Texas State University Department of Agriculture, External Review Action Plan Committee.

2013-2014, Advisor to Texas State University Equestrian Club.

2013-2014, Advisor to Texas State University Polo Club.

OTHER

Guest lecturer via Skype for University of Tennessee Martin course *Advanced Farm and Ranch Management* (AGEC 371). Lecture presented entitled, "Farm Transfers and Business Continuity." November 2014.

Attended Agricultural and Applied Economics Association Annual Meetings, Minneapolis, Minnesota. July 2014.

Guest lecturer for Texas State University course, *Careers in Agribusiness and Industry* (AG 1110). Presentation discussed course offerings in Agribusiness and Agricultural Economics at Texas State University, as well as career opportunities for students obtaining an agribusiness management degree. February 2014.

Guest lecturer via Skype for University of Tennessee Martin course *Advanced Farm and Ranch Management* (AGEC 371). Lecture presented entitled, "Farm Transfers and Business Continuity." November 2013.

Guest lecturer for Virginia Tech course, *College Success Strategies* (UNIV 1004). Presentation discussed importance of developing successful money and financial management strategies during a student's college years, as well as how financial decisions made during college can have a lasting impact on an individual's financial situation beyond the college years. December 2012 and March 2013.

Discussant for Southern Agricultural Economics Association (SAEA) conference invited paper session entitled "Challenges of Entering and Succeeding in Southeastern Agriculture: Access to Credit, Supply Chains, and Consumers." February 2013.

Moderator for Western Agricultural Economics Association (WAEA) conference session. June 2012.

Attended numerous events sponsored by the Teaching, Learning and Professional Development Center of Texas Tech University. Events included faculty member development workshops, teaching enhancement seminars, software and technology classes, and grant writing workshops.

Served as Webmaster for Texas Tech University Agricultural Economics Graduate Student Association (AEGSA). Created, designed, and maintained AEGSA website. May 2011 – May 2012.

Participated in Texas Tech University Graduate School Research Poster Competition. March 2012.

Attended two-day workshop sponsored by Texas A&M University, Department of Agricultural Economics, "Strategic Issues in Financial Planning." October 2011.

OTHER (CONTINUED)

Presentation at Texas Agricultural Cooperative Council Director Development Program on “Communication for the Next Generation of Agricultural Producers in West Texas.” February 2011.

Attended two-day workshop sponsored by Texas A&M University, Department of Agricultural Economics, “Future Issues for Financial Planners in Texas.” November 2010.

Human Research Protection Program (formerly Institutional Review Board) proposal accepted for the use of human subjects in a research survey “Perceptions of Equality in Family Farm Succession.” November 2010.

Member of Departmental Manuscript Review Committee, Department of Agricultural and Applied Economics, Texas Tech University. September 2010.

Assisted with three-day workshop “Planning the Return to the Farm.” Workshop aided families with multiple generation farms and ranches in the planning and implementation of the business succession process. July 2009.

SOFTWARE PROFICIENCIES

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SAS

MATLAB

SPSS

MAPLE

MoneyGuide Pro

Adobe Acrobat Pro

Microsoft Expression Web

Blackboard

Respondus

Scholar (Virginia Tech’s Online Course Administration Program)

TRACS (Texas State University’s Online Course Administration Program)