

CURRICULUM VITAE

Jennifer E. Ifft

Contact Information:

Charles H. Dyson School of
Applied Economics and
Management
Cornell University
Ithaca NY 14853

451B Warren Hall
Phone: (607) 255-4769
Fax: (607) 255-9984
Email: jiff@cornell.edu

Education

- 2011 Ph.D. in Agricultural and Resource Economics, University of California Berkeley
2003 M.Phil. in Land Economy, University of Cambridge
2002 B.S. in International, Resource and Consumer Economics, University of Illinois at Urbana-Champaign

Areas of Expertise

Agribusiness and Farm Management, Agricultural Finance, Agricultural Policy, Crop Insurance, Farmland Valuation

Current Academic Position

- 2014-Present *Assistant Professor and Mueller Family Sesquicentennial Faculty Fellow in Agribusiness and Farm Management.* Charles H. Dyson School of Applied Economics and Management, Cornell University.

Other Professional Experience

- 2010-2014 *Economist.* Farm and Rural Business Branch, Resource and Rural Economics Division, Economic Research Service, United States Department of Agriculture.
- 2007- 2010 *Consultant.* Pro-Poor HPAI Risk Reduction Project, Viet Nam and Mekong Region. Food and Agricultural Organization of the United States.
- 2006-2011 *Graduate Research Assistant.* Department of Agricultural and Resource Economics, University of California Berkeley.
- 2009 *Graduate Student Instructor.* Upper-level Undergraduate Environmental Economics, Department of Agricultural and Resource Economics, University of California Berkeley.
- 2005-2006 *Business Analyst.* Strategic Consulting Department, The Agribusiness Group.
- 2005-2003 *Junior Professional Associate.* Rural Development and Natural Resource Sector Unit, East Asia and Pacific Region, World Bank Group.
- 2002 *Research Associate.* The Value Project, University of Illinois Cooperative Extension.
- 2001 *Research Intern.* The Centre for Civil Society, New Dehli.
- 2001 *Research Assistant.* University of Illinois, Department of Agricultural and Consumer Economics.

Publications – Peer-Reviewed Journal Articles

1. Du, Xiaoxue, Jennifer Ifft, Liang Lu and David Zilberman. 2015. "Marketing Contracts and Crop Insurance." *American Journal of Agricultural Economics*, 97(5).
2. Ifft, Jennifer, Todd Kuethe and Mitch Morehart. 2015 "The Impact of Decoupled Payments on US Cropland Values". *Agricultural Economics*, 46(5).
3. Ifft, Jennifer, Todd Kuethe and Mitch Morehart. 2015 "Does Federal Crop Insurance Lead to Higher Farm Debt Use? Evidence from the Agricultural Resource Management Survey (ARMS)". *Agricultural Finance Review*, 75(3).
4. Ifft, Jennifer, Shang Wu and Todd Kuethe. 2014. "The Impact of Pasture Insurance on Farmland Values". *Agricultural and Resource Economics Review*, 43(3).
5. Borchers, Allison, Jennifer Ifft and Todd Kuethe. 2014. "Linking the Price of Agricultural Land to Use Values and Amenities". *American Journal of Agricultural Economics*, 96(5).
6. Ifft, Jennifer, Todd Kuethe, and Mitch Morehart. 2013. "Farm Debt Use by Farms with Crop Insurance". *Choices*, 28(3).
7. Ifft, Jennifer, David Zilberman and David Roland-Holst. 2012. "Consumer Valuation of Safety-Labeled Free-Range Chicken: Results of a Field Experiment in Hanoi". *Agricultural Economics*, 43(6).
8. Kuethe, Todd, Jennifer Ifft, and Mitch Morehart. 2011. "The Influence of Urban Areas on Farmland Values". *Choices*, 26(2).

Working Papers

1. Ifft, Jennifer, Jeffrey Savage and Daniel Bigelow. "The Impact of Irrigation Restrictions on Cropland Values in Nebraska", revise and resubmit, *Journal of Agricultural and Resource Economics*
2. Jennifer Ifft, Deepak Rajagopal, and Ryan Weldzuis. "Ethanol Plant Location and Land Use: A Case Study of CRP and the Ethanol Mandate", under review, *Land Economics*
3. Jennifer Ifft and Margaret Jodlowski. "The Impact of Local Immigration Enforcement on Farm Profitability and Wealth."
4. Ho, S.-T., Jennifer Ifft, Bradley Rickard, and Calum Turvey. "Alternative strategies to manage weather risk in perennial fruit crop production", revise and resubmit, *Agricultural and Resource Economics Review*
5. Du, Xiaoxue, Jennifer Ifft, Liang Lu and David Zilberman. "Federal Crop Insurance and Credit Constraints: Theory and Evidence."
6. Joseph Cooper, Jennifer Ifft, Sarah Tulman and Todd Kuethe. "The Impact of Risk and Farm Program Design on Cash Rents."

Selected Work in Progress

1. Jennifer Ifft. "The 2014 Farm Act and U.S. Farm Debt Structure."
2. Bigelow, Dan, Jennifer Ifft and Todd Kuethe. "The "True" Value of Farmland: Market Transactions versus Self-Reported Agricultural Land Values."
3. Jennifer Ifft. "The Impact of Nutrient Management Regulations on New York Farmland Values."
4. Howard Chong and Jennifer Ifft "Reacting to Bad Luck: Field Evidence from Decision Making Under Risk in Time-varying Business Insurance Decisions."

Publications – Conference Proceedings

1. Kuethe, Todd, Jennifer Ifft, and Mitch Morehart. 2013. "A Comparison of Data Sources for the Analysis of Farmland Values". *Agricultural Finance Review*, 73(1).

- Ifft, Jennifer, David Roland-Holst and David Zilberman. 2011. "Production and Risk Prevention Response of Free Range Chicken Producers in Viet Nam to Highly Pathogenic Avian Influenza Outbreaks". *American Journal of Agricultural Economics*, 93(2).

Publications – Book Chapters

- Ifft, Jennifer and David Zilberman. 2012. "The Evolution of Animal Agricultural Systems and Supply Chains: Theory and Practice". *Health and Animal Agriculture in Developing Countries*, ed. Zilberman, David, et al. Natural Resource Management and Policy 36: Springer, New York.

Publications – Peer Reviewed Technical Reports

- Ifft, Jennifer, Amirdara Novini, and Kevin Patrick. 2014. "Debt Use by U.S. Farm Businesses, 1992-2011". *Economic Information Bulletin*. EIB-122. U.S. Dept. of Agriculture, Econ Res. Serv.
- Hinrichs, Jan, Jennifer Ifft, and Sam Heft-Neal. 2014. "Marketing and Value Chain Development". *Decision Tools for Family Poultry Development*, FAO Animal Production and Health Guidelines No. 16, Rome, Italy.
- Ifft, Jennifer, Cynthia Nickerson, Todd Kuethe, and Chengxia You. 2012. "Potential Farm-Level Effects of Eliminating Direct Payments". *Economic Information Bulletin*. EIB-103. U.S. Dept. of Agriculture, Econ Res. Serv.
- Nickerson, Cynthia, Mitch Morehart, Todd Kuethe, Jayson Beckman, Jennifer Ifft, and Ryan Williams. 2012. "Trends in U.S. Farmland Values and Ownership". *Economic Information Bulletin*. EIB-92. U.S. Dept. of Agriculture, Econ Res. Serv.

Publications – Extension and Outreach

- Ifft, Jennifer and Jason Karszes. "To Adopt or Not." *Dairybusiness East*, forthcoming.
- Ifft, Jennifer. "Capital vs. labor: A historic tradeoff in perspective." *Dairybusiness East*, July 2016.
- Ifft, Jennifer and Jason Karszes. 2016. "Potential Impacts of Minimum Wage Increases on New York Dairy Farms." Charles H. Dyson School of Applied Economics and Management Extension Bulletin 2016-02.
- Dunn, Jim and Jennifer Ifft. 2015. "Northeast land prices to remain highly variable". *American Agriculturist*, December 2015.
- Ifft, Jennifer, Todd Kuethe, and Mitch Morehart. 2015. "Federal Crop Insurance is Associated with Higher Levels of Short-Term Farm Debt". *Amber Waves*. October. U.S. Dept. of Agriculture, Econ Res. Serv.
- Ifft, Jennifer. 2015. "Preparing for Capital Investments". *DairyBusiness East*, October 2015.
- Ifft, Jennifer and Todd Kuethe. 2015. "The Influence of Direct Payments on US Cropland Values". *farmdoc Daily*, University of Illinois.
- Ifft, Jennifer and Todd Kuethe. 2014. "The Impacts of Insurance on Agricultural Land Values". *farmdoc Daily*, University of Illinois.
- Kuethe, Todd, Jennifer Ifft and Allison Borchers. 2014. "Linking the Price of Agricultural Land to Use Values and Amenities". *farmdoc Daily*, University of Illinois.
- Kuethe, Todd and Jennifer Ifft. 2014. "The Link between Farm Policy and Farmland Values". *Policy Matters*, University of Illinois.
- Patrick, Kevin and Jennifer Ifft. 2014. "Farm Businesses Well-Positioned Financially, Despite Rising Debt". *Amber Waves*. April. U.S. Dept. of Agriculture, Econ Res. Serv.
- Patrick, Kevin, Jennifer Ifft, and Mitch Morehart. 2014. "Farm Financial Position Expected to Remain Strong Despite a Forecast Drop in 2014 Income". *Amber Waves*. March. U.S. Dept. of Agriculture, Econ Res. Serv.

13. Patrick, Kevin, Jennifer Ifft and Todd Kuethe. 2013. "Debt Use by Farms with Crop Insurance". *farmdoc Daily*, University of Illinois. November 13, 2013.
14. Patrick, Kevin, Jennifer Ifft and Todd Kuethe. 2013. "Federal Crop Insurance's Role in Production Loans". *farmdoc Daily*, University of Illinois. December 12, 2013.
15. Ifft, Jennifer and Kevin Patrick. 2013. "Farm Income Forecast To Remain High in 2013". *Amber Waves*. March. U.S. Dept. of Agriculture, Econ Res. Serv.
16. Kuethe, Todd, Nicholas Walsh and Jennifer Ifft. 2013. "Farmland versus Alternative Investments Before and After the 2008 Financial Crisis". *2013 Journal of the ASFMRA*, 120-131.
17. Kuethe, Todd and Jennifer Ifft. 2013. "Landlord Characteristics in the USA and in Illinois". *farmdoc Daily*, University of Illinois. January 25, 2013
18. Kuethe, Todd and Jennifer Ifft. 2013. "Rental Agreements in the USA and in Illinois". *farmdoc Daily*, University of Illinois. January 24, 2013.
19. Kuethe, Todd and Jennifer Ifft. 2013. "Farmland Tenure in the USA and in Illinois". *farmdoc Daily*, University of Illinois. January 17, 2013.
20. Wallander, Steven and Jennifer Ifft. 2012. "The Changing Landscape of National-Scale Droughts". *Giannini Foundation Agricultural and Resource Economics Update*, 16(2)9-11.
21. Nickerson, Cynthia, Jennifer Ifft, Todd Kuethe, and Mitch Morehart. 2012. "Farmland Values on the Rise: 2000-2010". *Amber Waves*. September. U.S. Dept. of Agriculture, Econ Res. Serv.
22. Ifft, Jennifer and Todd Kuethe. 2011. "Why Are Outside Investors Suddenly Interested in Farmland?". *Giannini Foundation Agricultural and Resource Economics Update*, 15(1)9-11.
23. Ifft, Jennifer and Mitch Morehart. 2011. "Earnings Are Up Among Most Farm Businesses and Enterprises". *Agricultural Income and Finance Outlook AIS-91*. U.S. Dept. of Agriculture, Econ Res. Serv.
24. Ifft, Jennifer, David Zilberman and David Roland-Holst. 2009. "Impact of Quality Characteristics on Demand for Chicken in Viet Nam". *Giannini Foundation Agricultural and Resource Economics Update*, 12(4)9-11.

Publications – Trade and Industry Publications

1. Ifft, Jennifer, Joachim Otte, Tuan Do Anh Nguyen, Loc Duc Nguyen, and David Roland-Holst. 2010. "Poultry Demand in Ha Noi and Ho Chi Minh City". *HPAI Research Brief No. 24*, DFID, FAO, RDRC, and RVC.
2. Ifft, Jennifer, Joachim Otte, Tuan Do Anh Nguyen, Loc Duc Nguyen, and David Roland-Holst. 2010. "Safety Certified Free-Range Duck Supply Chains Enhance both Public Health and Livelihoods". *HPAI Research Brief No. 23*, DFID, FAO, RDRC, and RVC.
3. Ifft, Jennifer, Joachim Otte, David Roland-Holst, and David Zilberman. 2009. "Poultry Certification for Pro-Poor HPAI Risk Reduction". *Mekong Team Working Paper No. 6*, DFID, FAO, and RDRC.
4. Ifft, Jennifer, Joachim Otte, David Roland-Holst, and David Zilberman. 2009. "Smallholder Poultry Certification for Pro-Poor HPAI Risk Reduction". *HPAI Research Brief No. 11*, DFID, FAO, RDRC, and RVC.
5. Sproul, Thomas, David Zilberman, Jennifer Ifft, David Roland-Holst and Joachim Otte. 2009. "Economics of Avian Flu Policy". *HPAI Research Brief No. 18*, DFID, FAO, RDRC, and RVC.
6. Ifft, Jennifer, Joachim Otte, Dzung Nguyen, David Roland-Holst, and David Zilberman. 2008. "Implementation of a Certified Smallholder Supply Chain and Test Marketing Traceable Free Range Chicken: I. Methodology". *Research Report No. 08-10*, FAO Pro-Poor Livestock Policy Initiative, October.
7. Ifft, Jennifer, Joachim Otte, David Roland-Holst, and David Zilberman. 2008. "Smallholder Poultry Supply Chains in the Ha Noi Region". *HPAI Research Brief No. 7*, DFID, FAO, RDRC, and RVC.

8. Ifft, Jennifer, David Roland-Holst, Abdoulaye Sy, and David Zilberman. 2008. "Poultry Supply Chains and Market Failures in Northern Viet Nam". *Research Report No. 08-03*, FAO Pro-Poor Livestock Policy Initiative, February.
9. Ifft, Jennifer, Joachim Otte, David Roland-Holst, and David Zilberman. 2007. "Demand-Oriented Approaches to HPAI Risk Management". *Research Report No. 07-14*, FAO Pro-Poor Livestock Policy Initiative, October.
10. Ifft, Jennifer. 2005. "Survey of the East Asia Livestock Sector". *World Bank East Asia and Pacific Region Rural Development and Natural Resources Sector Unit Working Paper*, Washington DC.

Summary of Presentations at Research Meetings

1. Agricultural and Rural Finance Markets in Transition Multistate Project Annual Meeting (NC-1177): 2015, 2016
2. American Agricultural Economics Association Annual Meetings: 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016
3. Northeastern Agricultural and Resource Economics Association Annual Meeting: 2012, 2014, 2015, 2016
4. Economics and Management of Risk in Agriculture and Natural Resources Group (SCC-76) Annual Meeting: 2013, 2014, 2016
5. Allied Social Sciences Association Annual Meeting: 2014
6. National Small Farms Conference: 2012
7. University of California Global Health Day: 2010
8. International Society for Veterinary Economics and Epidemiology Conference: 2009

Summary of Extension and Other Professional Presentations

1. Dyson School Agricultural and Food Business Outlook Conference: 2016, 2017
2. New York FarmNet/FarmLink Consultant Training: 2015, 2016
3. Cornell Cooperative Extension Agriculture and Food Systems In-Service: 2015, 2016
4. ABA Agricultural and Rural Bankers Committee: 2016
5. Clean Energy Economy Conference: 2016
6. New York Land Conservation Summit: 2016
7. Cornell PRO-DAIRY Program Webinar Series: 2016
8. Farm Credit Administration Strategic Planning Meeting: 2015
9. International Farm Transition Network Annual Meeting: 2015
10. National Farm Business Management Conference: 2015
11. Eastern Agricultural Credit Group: 2015
12. Northeast Agribusiness Seminar: 2014, 2015
13. Informa Economics Agriculture Policy Roundtable: 2014
14. U.S. Dept of Agriculture Agricultural Outlook Forum: 2014
15. Briefings to U.S. Department of Agriculture Agency Heads and Officials: 2012(5), 2013(6), 2014(1)
16. Vietnam Agriculture Outlook Conference: 2013
17. National Agricultural Credit Committee: 2012
18. North Central Regional Center for Rural Development Webinar Series: 2012
19. Rising Farmland Values: Causes and Cautions, Federal Reserve Bank of Chicago: 2011

Supervision of Graduate Students

Chair of Special Committee

Current:

1. Travis Grout (MS, Dyson School)
2. Ao Yu (MS, Dyson School)
3. Xinyu Zhu (MPS, Dyson School)
4. Yufei Zhang (MPS, Dyson School)

Completed:

Pietro Spini (MS, Dyson School; Placement: UC San Diego Economics PhD)

Member of Special Committee

Current:

5. Shuay-Tsyr Ho (PhD, Dyson School)
6. Micah Martin (MS, Food Science)
7. Jason Troendle (MS, Dyson School)
8. Matthew Utterback (MS, Dyson School)

Completed:

1. Amy Carduner (MS, Dyson School; Placement: Farm Credit Canada)
2. Sarah Stutzman (PhD, Department of Agricultural Economics, Purdue University; Placement: Bureau of Economic Analysis)
3. Jixuan Yao (MS, Dyson School; Placement: Purdue University Agricultural Economics PhD)

Honors and Awards

1. *Outstanding Paper*, Emerald Literati Network Awards for Excellence, 2016
2. *Helios Awards 2011/2012 Honorable Mention*, USDA Economic Research Service, with the 2012 Drought Page Team
3. *Outstanding Choices Article Award*, The Agricultural and Applied Economics Association, 2012, with Todd Kuethe and Mitch Morehart
4. *Giannini Foundation Mini-Grant*, 2009-2010, with Brian Wright
5. *Non-Resident Tuition Scholarship*, University of California Berkeley Department of Agricultural and Resource Economics, 2005-2006
6. *Gates Cambridge Scholar*, University of Cambridge, 2002-2003

Service

Professional

1. Local Food Safety Collaborative Steering Committee, National Farmers Union Food Safety Modernization Act Project, 2016-present
2. Northeastern Extension Farm Management Committee, Northeastern Extension Risk Management Education Center, 2016-present
3. National Young Farmer's Coalition Land Affordability Calculator Project Advisory Board, 2016-present
4. Master's Thesis Awards Committee, Northeastern Agricultural and Resource Economics Association, 2015-present
5. New Business Models for Financing/Investment Workgroup, New York Clean Energy for Agriculture Task Force (CEATF), 2015

6. New York Farm Service Agency Farmland Market Advisory Committee, 2015-present
7. Secretary/Treasurer, Agribusiness Finance and Management Section, Agricultural and Applied Economics Association, 2012–2015
8. Agricultural and Applied Economics Association Undergraduate Student Section Academic Bowl Competition, Economic Research Service Team Advisor, 2013
9. Proposal Reviewer, Leopold Center for Sustainable Agriculture, 2012
10. Membership Committee, Agricultural and Applied Economics Association, 2009–2012

College of Agricultural and Life Sciences

1. Cornell Institute for Climate Change and Agriculture Advisory Committee, 2016-present
2. Undergraduate Social Science Honors Program Faculty Committee, 2016-present
3. Search Committee, Cornell Cooperative Extension Northern NY Agricultural Business Development Specialist, 2016
4. Undergraduate Advisor, Agricultural Science Major (2015)

Charles H Dyson School of Applied Economics and Management

1. Dyson Seminar Committee, 2017
2. Development Economics Search Committee, 2016-2017
3. Ad-hoc Advisory Group, Dyson Brand Positioning, 2016
4. MS Admissions Committee, 2015-2017
5. Agribusiness Economic Outlook Conference Planning Committee, 2015-2017
6. Career Preparation and Placement Committee, 2014-2015

Ad-Hoc Academic Reviewer

Agricultural and Applied Economics Association Annual Meeting Abstract Reviewer, Agricultural and Resource Economics Review, Agricultural Economics, Agricultural Finance Review, Amber Waves, American Journal of Agricultural Economics, Applied Economic Perspectives and Policy, Canadian Journal of Agricultural Economics, Ecological Economics, ERS “At A Glance” series, European Association of Agricultural Economists Congress Contributed Paper Reviewer, International Food and Agribusiness Management Review, Land Economics, Journal of Agricultural and Resource Economics

Affiliations

Faculty Fellow, Cornell University Atkinson Center for a Sustainable Future

Affiliate, University of Illinois Center for Farmland Research

Academic Memberships

Agricultural and Applied Economics Association, Northeastern Agricultural and Resource Economics Association

Research Grants

As Principal Investigator

1. *USDA Risk Management Agency Targeted States Program, “New York Crop Insurance and Risk Management Education Program.”* 9/30/2016-9/29/2017, (\$401,000).
2. *USDA Office of the Chief Economist Cooperative Agreement, “Federal Crop Insurance and Agricultural Credit.”* 7/15/2016-12/31/2017, (\$91,818).

3. *USDA Economic Research Service Cooperative Agreement*, “Economic Impacts of Food and Drug Administration Veterinary Feed Directive Rules on the New York Dairy Sector.” 9/30/2016-1/31/2018, (\$25,000).
4. *USDA Hatch*, “Returns to Capital and Human Resource Investments for New York Dairy Farms.” 10/1/2016-9/30/2018, (\$18,000).
5. *Atkinson Center for a Sustainable Future Rapid Response Fund*, “Identifying and Anticipating the Key Issues Affecting the Transition to Large-Scale Solar in New York.” 7/15/2016-7/14/2017, (\$20,900).
6. *NYS DAM Apple Research and Development Program*, “The Economic Feasibility of Labor Saving Mechanization.” 04/01/2015-12/31/2016, (\$10,113).
7. *Citizen’s Climate Lobby (gift)*, “Potential Farm-Level Effects of a Carbon Fee and Dividend Policy.” 10/1/2015-7/31/2016. (\$8,000).
8. *USDA Hatch-Multistate and Smith-Lever*, “Farmland Markets and Farm Viability.” 10/1/2015-9/30/2018, (\$90,000).

As Co-Principal Investigator

9. *USDA-NIFA Farm Business Management and Benchmarking (FBMB) Competitive Grants Program*, “Competitive benchmarking: Assisting New York and Ohio livestock and crop producers to increase profitability and manage risk in a volatile environment-Renewal.” 9/1/2015-8/31/2017 (\$181,638).