

## **Jeffrey E. Tranel**

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### **EDUCATION**

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University of Wyoming, M.S. Agricultural Economics, July 1983  
Thesis: "Risk Management Strategies for Wyoming Cattle Ranches"

University of Wyoming, B.S. International Agriculture, December 1981

### **PRIMARY PROFESSIONAL INTERESTS**

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Primary interests pertain to financial management, risk management, retirement planning, tax management, legislation affecting agriculture, record keeping, and human resource management.

Clientele includes farmers and ranchers, small business owners, university colleagues, bankers, agricultural and environmental organizations, public officials, youth groups, and extension agents.

### **PROFESSIONAL EXPERIENCE**

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Consulted with more than 1,000 individual farm and ranch families, 1986 - present.

- Evaluate alternative strategies to manage risks, enhance economic production, select alternative enterprises, manage taxes, and determine organizational structure.

Responsible for Colorado State University's Cooperative Extension agricultural and business management educational programs in Southern Region, 1994 - present.

- Coordinate team of agricultural economists in delivery of educational programs.
- Collaborate with scientists at various universities to identify clientele needs, procure funding, and deliver educational programs.
- Give more than 25 presentations per year.
- Develop annual cost and return budgets for crop and livestock enterprises.
- Conduct annual survey of rates charged for custom operations in Colorado.
- Organize, coordinate speakers, and speak at Ag Lender meetings held annually at multiple sites.
- Developed decision tools, analyzed data, researched tax laws, made presentations, and gave almost 100 interviews during Colorado's 2002 drought.
- Served as economist on Colorado CRP Grazing Demonstration Project, multi-state educational team addressing CRP issues, and multi-agency team for Patterson Hollow Hydrologic Unit Area.

Managed the Southeast Farm Business Association, 1987 - 1994.

- Colorado State University's primary farm management outreach program in southeast Colorado.
- Provided education, management counsel, business and personal financial analyses, and tax advice to approximately 75 farm and ranch families, annually.

Consulted in Belarus with Byelorussian Agricultural Academy, May 1993.

- Worked with academy faculties, state farm directors and collective farm chairmen, private farmers, and students to develop farm management residential instruction and outreach curriculum.
- Lectured students and faculty and gave radio and public addresses.

Involved in the operation and management of large commercial and purebred cattle ranch in south central Wyoming and northwestern Colorado.

- From the age of 13, earned wages and benefits and enjoyed increasing levels of responsibilities in range monitoring, irrigation, hay harvesting, animal health, and calving.
- Earned certificate as artificial insemination technician at age 17.
- Exhibited beef cattle and horses at local, county, state, and national livestock shows.
- Member of youth 4-H, FFA, and University of Wyoming livestock judging teams.

## **COMMITTEES, TASK FORCES, WORK GROUPS**

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- *Western Farm Management Extension Committee.*
- *Western Livestock Risk Education Coalition.*
- *Colorado Water Availability Task Force.*
- *Colorado State University Cooperative Extension and Department of Agricultural and Resource Economics task forces and search committees.*
- *Epsilon Sigma Phi Zeta Chapter 2005 National ESP Conference steering committee.*
- *National Extension Risk Management Education Conference steering committee.*
- *Colorado State Fair beef superintendent, 1995 to 2002.*

## **ELECTED POSITIONS/MEMBERSHIPS/COMMUNITY SERVICE**

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### Professional

- Epsilon Sigma Phi Fraternity - President (2003/04), President-Elect, Vice-President, Secretary, Auditing Committee Chairman, Global Relations Committee.
- Western Agricultural Economics Association.

### Personal

- Mayor of Town of Swink, Colorado, 1994.
- Coach of youth basketball and soccer at recreational and competitive levels.
- Soccer referee.
- Member of Parish Council, Church Finance Committee, Lay Minister.

## **AWARDS**

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### American Agricultural Economics Association

- Outstanding Extension Program, 2004 (nominee)

### Western Agricultural Economics Association

- Outstanding Extension Program, 2003

### Epsilon Sigma Phi

- Regional Mid-Career Award, 2004
- Regional Team Award, 2004 (Agriculture and Business Management Team)
- Colorado Mid-Career Award, 2003
- Colorado Team Award, 2003 (Agriculture and Business Management Team)
- Colorado International Service Award, 1996
- Regional Distinguished Team Award, 1994 (Patterson Hollow Hydrologic Unit Team)
- Colorado Early Career Award, 1993

### Colorado State University Cooperative Extension

- Team Award, 1995 (Colorado CRP Grazing Demonstration Project Team)
- Team Award, 1993 (Patterson Hollow Hydrologic Unit Team)

### University of Nebraska Cooperative Extension Service

- Team Award, 1987 (Managing for Tomorrow Team)

### University of Wyoming

- Research and Teaching Assistantship, 1981

## **EMPLOYMENT HISTORY**

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Colorado State University June 1987 - Present

Cooperative Extension & Dept. of Agricultural and Resource Economics  
*Agricultural & Business Management Economist*

Self-Employed August 1983 - Present

*Consultant: Ranch Management, Agricultural Investments, Political*

University of Nebraska-Lincoln September 1984 - June 1987

Cooperative Extension Service  
*Financial Analyst*

## **PUBLICATIONS & ARTICLES** (last 10 years)

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### **Books**

Ag Help Wanted: Guidelines for Managing Agricultural Labor. Rosenberg, Howard R., R. Carkner, J.P. Hewlett, L. Owen, T. Teegerstrom, J.E. Tranel, and R.R. Weigel. Published in 2002 by Western Farm Management Extension Committee. [www.AgHelpWanted.org](http://www.AgHelpWanted.org)

Rural Living Handbook: A Guide to Small Scale Agriculture and Rural Living. Alt, William, editor. Library of Congress Catalog Card Number 95-62290, 1995.

### **Refereed Journal Articles**

“Labor Management in Agriculture: A Critical Management Function.” Tranel, Jeffrey E., J.P. Hewlett, H.R. Rosenburg, and R.R. Weigel. Western Economics Forum, Volume 2, Number 2, Fall 2003.

“Proposed CRP Policy: On Track or a Source of Concern.” Jones, Rodney D., P.D. Ohlenbusch, and J.E. Tranel. Rangelands, Volume 19, Number 4, August 1997.

### **Peer Reviewed Articles and Fact Sheets**

“Risk Management Resources on the Internet.” Tranel, Jeffrey, C. Bastian, J.P. Hewlett, and D.A. Kaan. September 2004.

“Managing for the Right Risks in Your Operation: An Action Plan.” Bastian, C., J.P. Hewlett, D.A. Kaan., and J.E. Tranel. September 2004.

“Goal Setting For Strategic RightRisk Management.” Hewlett, J.P., C. Bastian, D.A. Kaan., and J.E. Tranel. September 2004.

“Important Crop Insurance Provisions For Drought Conditions.” Kaan, D.A., Bastian, C., J.P. Hewlett, and J.E. Tranel. September 2004.

“The Wheatfields.” Parsons, J., D. Hoag, and J.E. Tranel. *RightRisk* Scenario Guide #SG-02-04, February 2004.

“The King Family Ranch.” Tranel, Jeffrey E., D. Hoag, and J. Parsons. *RightRisk* Scenario Guide #SG-01-04, January 2004.

“An Economic Evaluation of Alternative Crop Rotations Compared to Wheat-Fallow in Northeastern Colorado.” Kaan, Dennis A., D.M. O’Brien, P.A. Burgener, J.E. Tranel, and G.A. Peterson. Colorado State University Cooperative Extension, October 2000.

“DARE Outreach.” Tranel, Jeffrey E., R.L Sharp, S.E. Hine, and W.M. Frasier. Colorado State University Department of Agricultural and Resource Economics report, February 1998

“Southeast Colorado Feedlot Test and Carcass Evaluation: Summary Results, 1984-94.” Tranel, Jeffrey E. and L.T. Pruet. Colorado State University Cooperative Extension, August 1997.

“Grazing CRP Lands: A Three-Year Grazing Demonstration Project in Southeastern Colorado.” Tranel, J.E., L.T. Pruet, S.E. Cotton, and R.V. Ackerman. Colorado State University Cooperative Extension, July 1997.

“Decision CRP, Proceedings from a Multi-State CRP Program.” Ohlenbusch, Paul D., J.E. Tranel, G.B. Donart, J.H. Stiegler, and C.R. Hart, October 1996.

“Decisions on Use of CRP Land: To Crop or Graze?” Page, Shauna, M.D. Skold, and J.E. Tranel. Colorado State University Agricultural and Resource Economics Department Policy Report, August 1996.

- “Grazing CRP in Colorado: Will It Pay?” Hart, Charles R. and J.E. Tranel. Invited Paper, Society for Range Management annual meeting, February 1996.
- “Grazing Warm-Season Grasses on Post-Contract CRP Land in Colorado, An Executive Summary.” Hart, Charles R., J.E. Tranel, R.V. Ackerman, L.T. Pruett, and L.R. Roath. Colorado State University Cooperative Extension, February 1996.
- “Grazing Warm-Season Grasses on Post-Contract CRP Land in Colorado.” Hart, Charles R., J.E. Tranel, R.V. Ackerman, L.T. Pruett, and L.R. Roath. Colorado State University Technical Bulletin, XCM-194, January 1996.
- “Patterson Hollow Hydrologic Unit Project - A Colorado Study of a Voluntary Western Rural Agricultural Approach for Enhancing Water Quality.” Sutherland, P. Lorenz, J.A. Knapp, J.E. Tranel, and D.A. Miller. Invited Paper, Western Social Science Association annual conference, April 1994.

### Resource Manuals

- “Agricultural and Business Management Notes: A Resource Manual.” Editors: Sharp, Rodney L., N.L. Dalsted, D.A. Kaan, and J.E. Tranel. Colorado State University Cooperative Extension.
- *Selecting Financial Record Keeping Software.* ABM Note 2.4. Tranel, Jeffrey E.
  - *Selected Crop Enterprise Budgets for Colorado.* ABM Note 3.1. Dalsted, Norman L., P.H. Gutierrez, D. Nitchie, R.L. Sharp, and J.E. Tranel.
  - *Vegetable Crop Budgets for Colorado.* ABM Note 3.3. Tranel, Jeffrey E. and R.L. Sharp
  - *Custom Rates for Colorado Farms and Ranches.* ABM Note 4.5. Tranel, Jeffrey E., R.L. Sharp, N.L. Dalsted, and P.H. Gutierrez.
  - *Crop Share Lease Agreements.* ABM Note 4.6. Tranel, Jeffrey E.
  - *Crop Share Lease Agreement.* ABM Note 4.6a. Tranel, Jeffrey E.
  - *Fixed-Cash Crop Lease Agreements.* ABM Note 4.7. Tranel, Jeffrey E.
  - *Fixed-Cash Crop Lease Agreement.* ABM Note 4.7a. Tranel, Jeffrey E.
  - *Flexible-Cash Crop Lease Agreement.* ABM Note 4.8. Tranel, Jeffrey E.
  - *Flexible-Cash Crop Lease Agreement.* ABM Note 4.8a. Tranel, Jeffrey E.
  - *Pasture Leases.* ABM Note 4.11 Tranel, Jeffrey E.
  - *Pasture Lease Agreement.* ABM Note 4.11a. Tranel, Jeffrey E.
  - *Retained Ownership: A Management Alternative for Crop Producers.* ABM Note 5.3. Tranel, Jeffrey E.
  - *Agricultural Personnel Issues-Personnel Planning.* ABM Note 6.1. Tranel, Jeffrey E.
  - *Agricultural Personnel Issues-Employee vs. Independent Contractor.* ABM Note 6.2. Tranel, Jeffrey E.
  - *Agricultural Personnel Issues-Employee Compensation.* ABM Note 6.3. Tranel, Jeffrey E.
  - *Withholding Taxes From Employees.* ABM Note 6.4. Tranel, Jeffrey E.
  - *Labor Management: Issues and Strategies for Incentive Pay Programs.* ABM Note 6.5. Thilmany, Dawn and J.E. Tranel.
  - *Income Tax Planning.* ABM Note 7.1 Tranel, Jeffrey E.
  - *An Overview of Four Concepts for Tax Reform.* ABM Note 7.2. Tranel, Jeffrey E.
  - *Tax Implications of Livestock Liquidations Due to Drought.* ABM Note 7.4. Tranel, Jeffrey E.
  - *Business Use of Your Home.* ABM Note 7.5. Tranel, Jeffrey E.
  - *To IRA or Roth IRA?* ABM Note 7.6. Tranel, Jeffrey E. and J. McKenna.
- “Risk to Resiliency in Agriculture.” Editor: Kaan, Dennis A., Western Farm Management Extension Committee resource book, February 2000.
- “Agricultural and Business Management Training for *HarvestOne*.” Tranel, Jeffrey E. and G.M. Freeman. Resource manual for mortgage brokers, December 1999.
- “Leasing: Theory and Application. Futures: Managing Price Risk.” Patterson, Paul, B. Godfrey, J. Johnson, W. Gray, G. Myer, D. Griffith, and J. Tranel. Resource manual for Western Farm Management Extension Committee and Farm Foundation continuing education for Extension Agents, October 1999.
- “Managing Drought - A Resource Guide for Managing Your Livestock in Times of Drought.” Editors: Tranel, Jeffrey E., S.E. Cotton, M.D. Reynolds, and P.A. Walborn-Swartz. Colorado State University Cooperative Extension collection of articles, September 1998.

## **Software, Templates**

"1033e: A Decision Tool for Determining to Recognize or Not Recognize Capital Gains for the Liquidation of Breeding Herds in Times of Drought" Tranel, Jeffrey E. and R.L. Sharp, 2002.

"Decision Aid: What to Do With My Cows During Drought." Jeffrey E. Tranel, 2002.

"*RightRisk*." A simulation model to teach risk concepts and risk management strategies. Western Livestock Risk and Education Coalition, 2001. [www.RightRisk.org](http://www.RightRisk.org)

"Profit and Loss Budget Generator." Hoag, Dana L., W.M. Frasier, N.L. Dalsted, D.A. Kaan, R.L. Sharp, and J.E. Tranel. Colorado State University Crop Budget Generator, June 1999.

"Calculating Lamb Feeding Breakeven Sale Prices." Tranel, Jeffrey E. Excel template, 1998.

## **Databases**

"Cash Market Prices for Feeder Cattle in La Junta, Colorado, 1984 to Present." Tranel, Jeffrey E., Colorado State University Cooperative Extension database.

## **Articles, Newsletters, Other**

"Should You Re-Stock After The Drought?" Tranel, Jeffrey E. and N.L. Dalsted. Cattle Guard, November 2004.

"Wheat Outlook." Umberger, Wendy J. and J.E. Tranel. Agricultural Industry Outlook and Resource Directory, Governor's Colorado Agricultural Outlook Forum proceedings, February 2001, 2002, 2003.

"Cull or Buy Feed? Partial Budgeting May Hold the Answer." Tranel, Jeffrey E. Colorado State University drought website original article, July 2000.

"Wheat Outlook." Tranel, Jeffrey E. Agricultural Industry Outlook and Resource Directory, Governor's Colorado Agricultural Outlook Forum proceedings, February 1997, 1998, 1999, 2000.

"Comparing Costs: CSU Surveys Colorado Farms and Ranches to Determine Average Custom Rates." Tranel, Jeffrey E., R.L. Sharp, D.A. Kaan, N.L. Dalsted, and P.H. Gutierrez. Colorado Farmer-Stockman, April and May 1999.

"What Will Your 4-H Market Animal Cost?" Tranel, Jeffrey E., B.R. Gillmore, and P.A. Walborn -Swartz. Colorado State University Cooperative Extension 4-H publication, March 1998.