

## **Robert L. Parsons, Ph.D., Professor/Extension Professor**

Department of Community Development and Applied Economics

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Dr. Parsons has delivered extension education for thousands of individuals, authored or co-authored 53 peer-reviewed articles, 33 technical publications, 139 extension/outreach articles, conducted 86 regional, national, and international invited professional presentations, produced 29 videos on Farm Transfer issues, and advised 27 graduate students. He has also **77 grants totaling 11.054 Million**, with **57 grants** totally more than **\$5.401 Million** as a principal investigator (PI) and another 20 **grants** totaling **\$5.653 Million** as a Co-PI. Extension and outreach activities concentrate on farm transfers and financial management. Teaching responsibilities include 3 courses/year, occasional guest speaking, and instructing more than 1200 FSA Farm Loan Officer Trainees for the USDA Farm Service Agency. Research activities have concentrated on dairy farm profitability and economics of nutrient management practices. Bob has dedicated time in Albania, Zambia, Malawi, South Africa and Kenya with Land O' Lakes providing project analysis and production and financial training, to farmers and extension specialists.

### ***Education (Full Details on Page 2):***

**Ph.D.**, Agricultural Economics, 1995, Virginia Tech, Blacksburg, VA

### ***Professional Experience: (Full Details on Page 2)***

7/2010-present: Professor/Extension Professor, Dept. of Community Development and Applied Economics, University of Vermont. Appointment: 56% Extension/24% Research/20% Teaching.

### ***International Experience (Full Details on Page 2)***

Albania, Kenya, Malawi, South Africa, Zambia

### ***Academic Teaching Responsibilities (Full Details on Page 3):***

Teaching includes courses on Agricultural Policy and Dairy Management

### ***Research and Education Grants (Full Details on Page 4)***

Total of 77 grants totaling \$11.054 Million including 57 grants of \$5.401 M as PI and 20 grants of \$5.653 M as Co-PI.

### ***Graduate Students (Full Details on Page 8):***

Currently advising 6 graduate students, have served on 27 Thesis and PhD Committees.

### ***Publications in Peer Reviewed Journals (Full Details on Page 10)***

53 Articles in Peer Reviewed Journals

### ***Technical and Experiment Station Reports (Full Details on Page 14)***

33 Technical Reports

### ***Book Chapters (Full Details on Page 16)***

3 Book Chapters

### ***Media Products (Full Details on Page 17)***

29 Educational Videos on Farm Transfer Topics and Testimonials

### ***Peer-Reviewed Conference Presentations (Full Details on Page 18)***

86 Professional Peer-Reviewed Presentations

### ***Invited Webinars (Full Details on Page 25)***

2 Invited Multi-State & National Audience Webinars

### ***Published Abstracts and Proceedings (Full Details on Page 25)***

18 Published Abstracts

### ***Extension Articles (Full Details on Page 26)***

139 Extension Education Articles

### ***Service and Professional Membership (Full Details on Page 33)***

**Education:**

- Ph.D.**, Agricultural Economics, 1995  
Virginia Polytechnic Institute and State University, Blacksburg, VA
- M.S.**, Agricultural Economics and Operations Research, 1987  
The Pennsylvania State University, University Park, PA
- B.S.**, Agricultural Business Management, 1985  
The Pennsylvania State University, University Park, PA

**Professional Experience:**

- 7/2010-present:** Extension Professor/Professor, Department of Community Development and Applied Economics, University of Vermont. Appointment: 56% Extension/24% Research/20% Teaching.
- 8/2008-6/2010:** Extension Associate Professor, Department of Community Development and Applied Economics, University of Vermont. Appointment: 56% Extension/24% Research/20% Teaching.
- 9/2007-8/2008:** Extension Assistant Professor *on Sabbatical* at University of Eastern Africa, Baraton, Kenya, and working with Land O' Lakes Dairy Development Program, Kenya.
- 7/2005-9/2007:** Extension Associate Professor, Department of Community Development and Applied Economics, University of Vermont. Appointment: 70% Extension and 30% Research.
- 7/2000-7/2005:** Extension Assistant Professor, Department of Community Development and Applied Economics, University of Vermont. Appointment: 70% Extension and 30% Research.
- 1995-2000:** Senior Research/Extension Associate, Department of Agricultural Economics and Rural Sociology, The Pennsylvania State University. Appointment: 50% Extension and 50% Research.
- 1989-1995:** Research Assistant and USDA National Needs Graduate Fellow, Department of Agricultural and Applied Economics, Virginia Polytechnic Institute and State University. Dissertation title: ***Financial Costs and Economic Tradeoffs of Alternative Manure Management Practices on Dairy/Poultry Farms in Rockingham County, Virginia.***
- 1988-1989:** Research Associate, Department of Agricultural Economics and Rural Sociology, The Pennsylvania State University.
- 1987-1988:** Farm Management Advisory Agent, Pennsylvania Farmers Association.
- 1985-1987:** Research Assistant, Department of Agricultural Economics, The Pennsylvania State University. M.S. Thesis: "***Pennsylvania Dairy Farmers' Attitudes Toward Milk Quotas.***"
- 1976-1986:** Assistant Manager, Smeltzer Dairy and Farm Equipment, Centre Hall, PA.
- Pre-1976:** Raised on 45 cow dairy/general-crop farm, Pennsylvania Furnace, Pennsylvania.

**International Experience:** Albania, Kenya, Malawi, South Africa, Zambia.

- South Africa:** Volunteered my farm management professional skills for a team appraisal of Corromandel Dairy in South Africa for Land O' Lakes. This farm is part of South Africa's plan to develop farm ownership for native black farmers. The project has a debt of more than \$1.5 million and requires considerable ownership and financial restructuring if the farm is to succeed economically.
- Malawi:** Volunteered my farm management professional skills for Land O' Lakes' dairy project in Malawi for 2 weeks. Conducted an evaluation of the Chitbiya Dairy Heifer Project. More than 60 farmers have received dairy cows from Land O' Lakes to significantly increase milk production. Farm income in the area has gone up more than \$60,000 per year as farmers are earning more income, improving living conditions and basic nutrition for their families. November 2005.

**Zambia:** Volunteered my farm management professional skills for Land O' Lake's dairy project in Zambia for 2 weeks. Conducted 15 hour class on financial management with Golden Valley Agricultural Research Trust (GART) Extension staff (10). Under my guidance, staff developed first budgets for use by the Extension staff in educating farmers on dairy production economics. September 2004.

**Albania:** Experience in 2001, 2003, and 2012. Participated as volunteer of farm management professional skills in 2001 and 2003 for Land O' Lakes Dairy Management Project, Tirana, Albania. Visited 35 farms and discussed dairy production practices and management issues with farm owners and conducted 2 seminars for 25 farmers. In 2013, served as a US AID AHEED project evaluator for University of Hawaii.

**Albania:** Volunteered for 2 weeks in 2001 with Land O' Lakes Dairy Management Project, Tirana, Albania. Visited 12 dairy farms, evaluated farm production practices and conducted a seminar for Albanian farmers on financial and dairy management practices. August 2001. In 2013, I

**Kenya:** Conducted sabbatical in Kenya (2007-08) with teaching 2 courses at the University of Eastern Africa, Baraton, conducted research with Land O' Lakes (LOL) on the Kenya Dairy Development Project, and provided outreach instruction with Jomo Kenyatta University of Agriculture and Technology (JKUAT).

**South Africa, and Mauritius:** Conduct 2 weeks of intensive Agricultural Credit and Finance training for 6 USDA Cochran Fellows from South Africa and Mauritius, August 2010. All 6 passed the Credit and Financial Analysis Training course and received consultation training from agricultural lenders. Cochran Fellows implemented financial training programs for farmers in their own countries.

**Central America:** Conduct 2 weeks of intensive financial training for 6 USDA Cochran Fellows from Honduras, El Salvador, and Guatemala, September 2011. All 6 passed the Credit and Financial Analysis Training course and received consultation training from agricultural lenders. Cochran Fellows implemented financial training programs for farmers in their own countries.

**Albania:** Conduct 2 weeks of intensive financial training for 6 USDA Cochran Fellows from Albania, July 2013, as part of a US AID program aimed at increasing ag lending by commercial bankers. All 6 passed the Credit and Financial Analysis Training course and received consultation training from agricultural lenders. Cochran Fellows implemented financial training programs for farmers in their own countries.

***Academic and Extension Teaching Responsibilities:***

2009-2015 – ASCI 252 FARMS Senior Project (4 credits), University of Vermont

2009-2015 – ASCI 155 FARMS Seminar (2 credits), University of Vermont

2008-2016 - CDAE 208 Agricultural Policy and Ethics (3 credits), University of Vermont

Fall 2007 – Agec 355 Agricultural Policy (4 credits) at University of Eastern Africa, Baraton, Kenya

Fall 2007 - Agec 420 Analysis of Agricultural Projects (4 credits) at University of Eastern Africa, Baraton, Kenya

1997-Current – Credit and Financial Analysis Training for USDA Farm Service Agency, more than 1100 USDA Farm Loan Officer Trainees

***Research and Education Grants: Total of 77 Grants totaling \$11.054 Million including 57 grants of \$5.401 M as PI and 20 grants of \$5.653 M as Co-PI.***

77. Greenwood, Sabrina, H. Darby, S. Bosworth, J. Kraft, **R. Parsons**, J. Alvez, J. Colby, and K Hagen. **\$974,720**. "Fine-tuning supplementation strategies on organic dairies during the pasture season to improve productivity." USDA/NIFA. Dec 2015-Dec 2019.
76. **Robert Parsons. \$259,000**. "Crop Insurance and Risk Management Education in Vermont." USDA Risk Management Agency. Oct 2015-Sept 2016.
75. Heather Darby, Sid Bosworth, Sabrina Greenwood, **Robert Parsons**, and Jana Kraft. **\$149,995**. "Improving the Viability of Dairy Farms through Hay Crop Harvest and Silage Management." University of Vermont Agricultural Experiment Station, Center for Dairy Excellence. April 2015-March 2018.
74. **Robert Parsons. \$35,315**. Farm Transfer Education for the Northeast. Northeast Extension Risk Management Education Center. April 2015-October 2016.
73. **Robert Parsons. \$33,018**. Cochran Fellows Training 2015: Organic Agriculture and Marketing. USDA Foreign Agricultural Service Cochran Program. April 2015-December 2015.
72. Shoshanah Inwood, Bonnie Braum, Don Albrecht, and **Robert Parsons. \$499,000**. "Linking Healthcare Reform to Economic Development in the Agricultural Sector." USDA/NIFA. Jan 2015-Dec 2018
71. **Robert Parsons. \$10,000**. "Farm Bill Education for Vermont Farmers." USDA Farm Service Agency. October 2014-May 2015.
70. **Robert Parsons. \$259,000**. "Risk Management Education in Vermont 2014-15." USDA Risk Management Agency. Oct 2014-Sept 2015.
69. **Robert Parsons. \$33,149**. Farm Transfer/Transition Education for New England and West Virginia. Northeast Center for Risk Management Education. July 2014-June 2015.
68. **Robert Parsons. \$259,000**. "Risk Management Education: Vermont 2013-14, Existing and Emerging Crop Insurance Products and Good Farming Practices." USDA Risk Management Agency. Oct 2013-Sept 2014. (NOTE: highest rated proposal in the Targeted States Program).
67. **Robert Parsons. \$37,173**. "Ag Credit Training for Cochran Fellows from Albania." USDA-Foreign Ag Service Cochran Program. June 2013-August 2013.
66. **Robert Parsons. \$25,465**. Farm Transfer/Transition Education for New England Farmers. Northeast Center for Risk Management Education. July 2013-June 2014.
65. **Robert Parsons. \$259,000**. "Risk Management Education and Training in Existing and Emerging Crop Insurance Products in 2012-13 for Vermont Producers including Beginning, Socially Disadvantaged, and Transitioning Farmers and those Farmers Converting Production and Marketing Systems." USDA Risk Management Agency. Oct 2012-Sept 2013.
64. **Robert Parsons and Qingbin Wang. \$89,900**. "Converting cow manure into electricity and other energy products on dairy farms: Financial and economic analysis and policy

- implications." University of Vermont Ag Experiment Station Hatch Research Grant. October, 2012-2015.
63. **Robert Parsons. \$28,660.** "Farm Transfer Education for New England Farmers." Northeast Center for Risk Management Education. July 2012-Dec 2013
  62. **Robert Parsons. \$259,000.** "Crop Insurance and Risk Management Education for Beginning, Socially Disadvantaged, Transitioning, and Farmers Converting Production and Marketing Systems in Vermont for 2011-2012." USDA Risk Management Agency. September 2011- September 2012.
  61. Heather Darby (UVM) and **Robert Parsons. \$627,087.** "Assisting Organic Dairy Producers to Meet the Demands of New and Emerging Milk Markets." USDA AFRI. Sept 2011- Aug 2015. University of Vermont subcontract as part of project with University of New Hampshire.
  60. **Robert Parsons. \$34,488.** "Ag Credit Training for Cochran Fellows from Central America." USDA Cochran Program. August 2011-November 2011.
  59. **Robert Parsons. \$37,518.** "Farm Business Succession Education for Sustainable New England Vegetable and Fruit Farmers." Northeast Center for Risk Management Education. July 2011-Dec 2012.
  58. **Robert Parsons. \$259,000.** "Crop Insurance and Risk Management Education for Vermont Farmers 2010-2011." USDA Risk Management Agency. October 2010-2011.
  57. **Robert Parsons. \$10,000.** "Developing on-Line Tools to Aid Dairy Farmers through Generational Business Transition Process." USDA Risk Management Agency. October 2010-2011.
  56. Gregory Hanson and **Robert Parsons. \$27,115.** Ag Finance Training for Cochran Fellows. USDA Foreign Agricultural Service Cochran Program. Jun-Dec 2010.
  55. Julie Smith (UVM), **Robert Parsons**, and Ellen Rowe (UVM). **\$470,894.** "Costs and Challenges Associated with Developing and Implementing a Community-Wide Biosecurity Plan." CSREES/USDA AFRI Program (92620) Integrated Solutions for Animal Agriculture. December 2009-2012.
  54. Bravo-Ureta, Boris (U of Conn), F. Shah (UConn), T. Morris (UConn), L. Lee (UConn), J. Bonelli (UConn), J. Meader (UConn), R. Meinert (UConn), **Robert Parsons**, and R. Kersbergen (UMaine). **\$402,000.** "The Economic and Environmental Sustainability of Small and Medium Size Dairy Farms in New England: An Integrated Research-Extension Program." USDA/CSREES/AFRI. 2009-2013.
  53. Qingbin Wang (UVM), **Robert Parsons**, Paul Kindstedt (UVM), and Catherine Donnelly (UVM). **\$318,265.** "Enhancing the Profitability and Sustainability of Small and Medium Sized Dairy Farms Through Artisan Cheese and Other Value-Added Products." USDA/CSREES/AFRI. 2009-2012.
  52. **Robert Parsons** and Jennifer Colby (UVM). **\$28,000.** "Evaluating VT Grass-Based Livestock Farms and Agricultural Policy Implications." University of Vermont Ag Experiment Station Hatch Research Grant. October, 2009-2011.
  51. **Robert Parsons. \$242,000.** "Crop Insurance and Risk Management Education for Vermont Farmers Crop Insurance Education for Vermont Farmers." USDA Risk Management Agency. October 2009-10.
  50. **Robert Parsons. \$20,000.** "Essential Step for Survival of the Farm Business: Bringing in the Next Generation" USDA Risk Management Agency. October 2009-2010.

49. Lorraine Berkett (UVM), Renae Moran (U of Maine), Elena Garcia (U of Arkansas), Heather Darby, (UVM), and **Robert Parsons. \$996,675.** "Using New Alternatives to Enhance Adoption of Organic Apple Production through Integrated Research and Extension." USDA Organic Research & Extension Initiative. June 2009-2013. August 2009-2012.
48. Qingbin Wang (UVM), **Robert Parsons**, and E. Stebbins (UVM). **\$45,000.** "Economic feasibility and market potential for oilseed and farm scale biodiesel production in Vermont." University of Vermont Ag Experiment Station Hatch Research Grant. October, 2008-2012.
47. **Robert Parsons. \$226,000.** "Crop Insurance Education for Vermont Farmers for 2008-09." USDA Risk Management Agency. October 2008-2009.
46. **Robert Parsons. \$10,000.** "Farm Business Succession Planning for Diversified New England Farmers." USDA Risk Management Agency. October 2008-2009.
45. **Robert Parsons. \$31,999.** "Farm Transfer/Business Succession Planning for New England." Northeast Center for Risk Management Education. August 2008-2010.
44. Qingbin Wang (UVM) and **Robert Parsons. \$37,246.** "Pupil transportation: travel behavior, traffic impacts, and potentials for improvement." UVM Transportation Research Center. October 2007-2009.
43. **Robert Parsons**, Debra Heleba (UVM), and Jesse Richardson (VA Tech). **\$10,000.** "Farm Transfer Workshops and Tools for Vermont and New England Dairy Farmers." USDA Risk Management Agency. October 2007-08.
42. **Robert Parsons. \$100,000.** "Addressing the Challenges Facing the Vermont Dairy Industry." USDA Risk Management Agency. October 2007-08.
41. **Robert Parsons. \$226,000.** "Crop Insurance Education for Vermont Farmers for 2007-08." USDA Risk Management Agency. October 2007-08.
40. **Robert Parsons**, Kathryn Ruhf (Land for Good), G.W. Stevenson (U of Wisconsin), and Jess Gilbert (U of Wisconsin). **\$468,916.** "Farmland Access, Tenure and Succession: Impacts on Small and Medium-sized Farms, Land Use and the Environment." USDA/CSREES National Research Initiative. Sept. 2007-2010.
39. **Robert Parsons**, Kathleen Liang (UVM), and Ken Becker (UVM). **\$74,000.** "Vermont Dairy Sector Analysis." Vermont Agency of Agriculture. January 2007-2008.
38. Wang, Q. and **Robert Parsons. \$9,000.** "Potentials, obstacles and strategies for increasing direct sales of local food." University of Vermont Ag Experiment Station Hatch Research Grant. October 2006-2009.
37. **Robert Parsons**, and Jesse Richardson (VA Tech). **\$10,000.** "Developing Farm Transfer Educational Tools: Explaining Business Organizations." USDA Risk Management Agency. October 2006-2007.
36. **Robert Parsons. \$149,751.** "Vermont Dairy Industry's Revitalization." USDA Risk Management Agency. October 2006-2007.
35. **Robert Parsons. \$226,000.** "Crop Insurance Education for Vermont Farmers." USDA Risk Management Agency. October 2006-2007.
34. **Robert Parsons** and Qingbin Wang (UVM). **\$38,000.** "Profitability and Transitional Analysis of Vermont Organic Dairy Farms: Identifying Key Factors for Success." University of Vermont Ag Experiment Station Hatch Research Grant. October, 2006-2010.
33. Lorraine Berkett (UVM), Elena Garcia (U of Arkansas), Heather Darby (UVM), and **Robert Parsons. \$681,928.** "Using New Alternatives to Enhance Adoption of Organic Apple

- Production Through Integrated Research, Education, and Extension." USDA CSREES. May 2006-2010.
32. Qingbin Wang (UVM), **Robert Parsons** and D. Timmons (UVM). **\$10,000**. "Locally grown food: Consumer preference, retailer attitudes, and marketing strategies." University of Vermont Ag Experiment Station Hatch Research Grant. October, 2005-2006.
  31. **Robert Parsons**. **\$136,329**. "Enhancing Vermont's Dairy Industry's Ability to Thrive in a Competitive Economy." USDA Risk Management Agency. October 2005-2006.
  30. **Robert Parsons**. **\$225,998**. "Crop Insurance Education for Vermont for 2005-06." USDA Risk Management Agency. October 2005-2006.
  29. **Robert Parsons**. **\$5,000**. "Ag-Business Financial Training for Vermont/New Hampshire Farmers." Northeast Center for Risk Management Education. January 2005-2006.
  28. **Robert Parsons**. **\$225,998**. "Crop Insurance Education for Vermont Farmers." USDA Risk Management Agency. October 2004-2005.
  27. **Robert Parsons**, Qingbin Wang (UVM), and Timothy Dalton (U of Maine). **\$301,160**. "Profitability of New England Organic Dairy Farms." NRI-USDA/CSREES. October 2004-2009. **Ranked #1 of 104 applications**.
  26. **Robert Parsons** and Qingbin Wang (UVM). **\$24,592**. "Profitability of Organic Dairy Farms in Vermont." University of Vermont USDA VIRECA/Hatch Research/Extension Funding. October 2004-2007.
  25. Qingbin Wang (UVM) and **Robert Parsons**. **\$10,000**. "Locally Grown Food: Consumer Preference, Retailer Attitudes, and Marketing Strategies." University of Vermont Ag Experiment Station Hatch Research Grant. October 2004-2005/.
  24. **Robert Parsons**. **\$10,275**. "Developing a Profitability Assessment of Northeast Organic Dairy Farms." John Merck Fund. June 2004-2005/.
  23. **Robert Parsons** and Michael Sciabarrasi (UNH). **\$139,814**. "Farm Business Succession Risk in New England: Multi-state Education and Assistance on Farm Transfer Issues." Northeast Center for Risk Management Education. January 2004-2008.
  22. **Robert Parsons**. **\$5012**. "QuickBooks Financial Training for Vermont Farmers." Northeast Center for Risk Management Education. January 2004.
  21. Glenn Rogers (UVM) and **Robert Parsons**. **\$2420**. "Ag Business Training for Vermont Farmers." Northeast Center for Risk Management Education. January 2004.
  20. **Robert Parsons** and Dennis Kauppila (UVM). **\$4882**. "UVM Extension Ag Business Management Workshops for 2004-05." Northeast Center for Risk Management Education. January 2004.
  19. **Robert Parsons**. **\$238,965**. "Crop Insurance Education and Information for Vermont Producers." USDA Risk Management Agency. October 2003-2004.
  18. **Robert Parsons**. **\$37,525** (as part of a \$375,000 regional grant in cooperation with Cornell University). "Dairy Commodity Education in New England." USDA Risk Management Agency. September 2003-2004.
  17. **Robert Parsons** and Richard LeVitre (UVM). **\$1000**. "Understanding and Enhancing Vermont's Dairy Farm Labor Force." University of Vermont Hatch Research Grant. October, 2003-2004.
  16. **Robert Parsons**, William Jokela (UVM), Lynnette, Wood (ARD), and Don Meals (ARD). **\$229,900**. "Interactive Spatial Dynamic Framework for Sustainable Watershed

- Phosphorus Management." NRI-USDA/CSREES/ Watershed Processes and Water Resources. September, 2003-2007.
15. **Robert Parsons. \$21,300.** "Minimizing Farm Transfer Risk: Farm Transfer Workshops for New England." Northeast Center for Risk Management Education. August, 2003-2005.
  14. **Robert Parsons. \$4711.** "UVM Extension Mobile Computer Lab." USDA Rural Development Agency. October, 2003-2006.
  13. **Robert Parsons** and Vernon Grubinger (UVM). **\$103,000.** "Targeted States Education and Information for Vermont Agricultural Producers." USDA Risk Management Agency. October, 2002-2003.
  12. Michael Sciabarrasi (UNH) and **Robert Parsons. \$34,380.** "Minimizing Farm Business Risk in New England." Northeast Center for Risk Management Education. August, 2002-2004.
  11. **Robert Parsons. \$13,528.** "Market Risk Management Training for Vermont Dairy Farmers." Northeast Center for Risk Management Education. August, 2002.
  10. **Robert Parsons. \$19,800.** "UVM Extension Mobile Computer Lab." Northeast Center for Risk Management Education. August 2002-2005.
  9. **Robert Parsons. \$9200.** "UVM Extension Mobile Computer Lab." Mini-grants from 20 Vermont Agricultural Businesses. March-September, 2002-2005.
  8. **Robert Parsons** and Neil Pelsue (UVM). **\$4825.** "Farm Bill Risk Management Education Program." Vermont Agency of Agriculture, Food, and Markets. May, 2002-2004.
  7. **Robert Parsons. \$2794.** "Dairy Options Marketing Training." Vermont Agency of Agriculture, Food, and Markets. July, 2002.
  6. **Robert Parsons. \$18,373.** "Appraising the Use of Technology and Production Practices on Vermont Dairy Farms." University of Vermont Ag Experiment Station Hatch Research Grant. October, 2001-2003.
  5. **Robert Parsons. \$7500.** "Risk Management Education for Vermont Farmers." Northeast Center for Risk Management Education. October, 2001-2005.
  4. Katherine S. Ballard (Miner), William Jokela (UVM), and **Robert Parsons. \$42,000.** "The Feeding of Supplemental Phosphorus on Dairy Farms in the Lake Champlain Basin: An Educational/Demonstration Project." Vermont Department of Agriculture. 200-2002.
  3. Douglas B. Beegle (Penn State), William J. Gburek (USDA), and **Robert Parsons. \$66,072.** "Evaluation of Phosphorus Management Approaches for Pennsylvania." Pennsylvania Department of Agriculture. 1999-2001.
  2. Gregory Hanson (Penn State), **Robert Parsons**, Darren Frechette (Penn State), and Louis Moore (Penn State). **\$250,000.** "Risk Management Education with Focus on Producers and Lender Stakeholders." USDA-Risk Management Agency. 1998-2000.
  1. **Robert Parsons**, Darrell J. Bosch (VA Tech), and E.T. Kornegay (VA Tech). **\$16,800.** "The Impact of Microbial Phytase on Swine and Poultry Manure Disposal Costs." BASF Corporation. 1995.

***Graduate Students: Served on 27 MS and PhD Committees.***

27. Bethany Brown, M.S. Candidate, Community Development and Applies Economics. Using Agronomic and Social Measures to Estimate Phosphorus Losses. Committee member.
26. Michael Wironen, Ph.D. Canticate. Rubenstein School of the Environment. Topic: Uncertain. Committee Member.
25. Dana Christel, M.S. Candidate. Department of Plant and Soil Science. Topic: Researching the Potential of Bokashi (a type of fermented compost) as a Soil Fertility Amendment in Vegetable Production in the Northeast. Committee Chair.



24. Carol Delaney, Ph.D. Candidate. Department of Plant and Soil Science. Topic: Woody browse for goats in the Northeast. Committee Member.
23. Anthony Kitsos, M.S. Candidate. Department of Community Development and Applied Economics. Topic: uncertain. Adviser.
22. Kirsten Workman, M.S. Candidate. Department of Plant and Soil Science. Topic: Soil Conservation. Committee Member.
21. Tracey McCowen, Ph.D. Candidate, Rubenstein School of the Environment. Thesis Title: Uncertain. Committee Member.
20. Deborah Krug, M.S. Candidate. Department of Community Development and Applied Economics. Thesis Title: *Examining Two Green Payment Options to Support Dairy Farm Viability in Northern New England: Anaerobic Digestion and Organic Production*. June 2015. Adviser.
19. Terrance Bradshaw, Ph.D. Candidate, Department of Plant and Soil Science. Thesis Title: *Comprehensive Assessment of Organic Apple Production in Vermont: Experience From Two Orchards 2006-2013*. May 2015. Committee Chair.
18. Ann Hazelrigg, Ph.D. Department of Plant and Soil Science. Dissertation Title: *The Efficacy and Non-Target Impacts of an Organic Disease Management System Containing Biostimulants Compared with Two Sulfur-Based Systems on Four Apple Cultivars in Vermont*. May 2015. Committee Chair.
17. Lindsey Ruhl, M.S. Department of Plant and Soil Science. Title of Thesis: *Micro-Topological Effects on Redox-Sensitive Nutrient Availability of Manganese, Iron, Sulfur, and Phosphorus*. December 2014. Committee Chair.
16. Olivia Saucier, M.S. Department of Community Development and Applied Economics. Topic: *On the Origins and Growth of Organic Dairying*. May 2013. Advisor.
15. Laurel Valchuis, M.S. Department of Community Development and Applied Economics. Topic: *Re-Localization of Energy and Food: Anaerobic Methane Digestion and Alternative Food Systems in Vermont*. May 2013. Committee Member.
14. Chelsea Davidoff, M.S. Department of Community Development and Applied Economics. Thesis Title: *Diversification of dairy farms in the northeast United States and creating taste of place for Vermont*. March 2012. Committee Member.
13. Ethan Thompson, M.S. Department of Community Development and Applied Economics. Thesis Title: *Purchaser Preferences and Market Potential for Artisan and Farmstead Cheeses: Assessing Market Support for Value Added Production on Vermont Dairy Farms*. August 2012. Committee Member
12. Jennifer Colby, M.S. Department of Community Development and Applied Economics. Thesis Title: *A Comprehensive Assessment of Factors Affecting Success on Vermont Grass-Based Livestock Farms*. Dec. 2011. Adviser.
11. Terrance Bradshaw, M.S. Department of Plant and Soil Science. Thesis Title: *Assessment of Kelp Extract Biostimulants in a Temperate-Climate Organic Apple Orchard*. May 2011. Committee Chair.
10. Guangxuan Zhang, M.S. Department of Community Development and Applied Economics. Thesis title: *impact of dairy product trade between China and US*. August 2010. Committee Member.
9. Emily Stebbins, M.S. Department of Community Development and Applied Economics, University of Vermont. Thesis title: *Technical and Economic Feasibility of Bio-Diesel Production in Vermont: Evidence from a Farm-Scale Study and a Commercial-Scale Simulation Analysis*. March 2009. Committee Member.

8. Mark Cannella, M.S. Department of Community Development and Applied Economics, University of Vermont. Thesis title: *The Impact of Market Uncertainty on the Financial Performance of Dairy Farming Systems in the Northeast*. December 2008. Committee Member.
7. Riva Rondorf. M.S. Department of Community Development and Applied Economics, University of Vermont. Thesis title: *Organic Dairy: The Origin and Evolution of a New Industry in Vermont*. August 2007. Adviser.
6. Katie Van Dis. M.S. Department of Community Development and Applied Economics, University of Vermont. Thesis Title: *The Role of Environmental and Demographic Factors in Dairy Farm Expansion at the Rural/Urban Fringe: The Case of Charlotte, Vermont*. October 2006. Adviser.
5. Debra Heleba. M.S. Department of Community Development and Applied Economics, University of Vermont. Thesis title: *Family Farm Succession and The Role of Extension Education in New England*. August 2007. Committee Member.
4. Jie Dai. M.S. Department of Community Development and Applied Economics, University of Vermont. Thesis title: *Consumer Valuation of Non-Nutrient Attributes of Milk -- How Consumer Characteristics Play a Role*. May 2005. Committee Member.
3. Junjie Sun. M.S., Department of Community Development and Applied Economics, University of Vermont. Thesis title: *Consumer Demand for Organic Food in Vermont*. July 2002. Committee Member.
2. Wei Zhang. M.S., Department of Community Development and Applied Economics, University of Vermont. Thesis: *China's Urban Household Demand for Food and Implications for Trade*. August 2001. Committee Member.
1. Sarah Roth, M.S., Agricultural Economics, Department of Agricultural Economics and Rural Sociology, Penn State University. Thesis title: *Dairy Farm Efficiency and Profitability: New York and Pennsylvania*. June 2001. Committee Member.

***Publications in Peer Reviewed Journals: 53 articles.***

53. Saucier, Olivia and **Robert Parsons**. "Redefining the Farmer-Processor Relationship: The Story of Organic Cow." *Enterprise & Society: The International Journal of Business History*. Acceptance for publication.
52. Bradshaw, T., **Parsons, R.**, Berkett, L., Darby, H., Moran, R., Garcia, E., Kingsley-Richards, S., V Griffith, M., Bosworth, S., and Gorres, J., 2015. Long-term economic evaluation of five cultivars in two organic apple orchard systems in Vermont, USA, 2006-2013. *Acta Hort*. Accepted and in-press.
51. Bradshaw, T., Berkett, L., **Parsons, R.**, Darby, H., Moran, R., Garcia, E., Kingsley-Richards, S., Griffith, M., Bosworth, S., and Gorres, J., 2015. Tree growth and crop yield of five cultivars in two organic apple orchard systems in Vermont, USA, 2006-2013. *Acta Hort*. Accepted and in-press.
50. Bradshaw, T., Berkett, L., **Parsons, R.**, Darby, H., Moran, R., Garcia, E., Kingsley-Richards, S., Griffith, M., Bosworth, S., and Gorres, J., 2015. Disease and arthropod pest incidence in two organic apple orchard systems in Vermont, USA, 2008-2013. *Acta Hort*. Accepted and in-press.
49. Wang, Q., **R. Parsons**, J. Colby and J. Castle. "Value-Added Dairy Products from Grass-Based Dairy Farms: A Case Study in Vermont." *Journal of Extension*. Accepted for publication.
48. Valchuis L., D. Connor, Q. Wang, and **R. Parsons**. "Stacking Beliefs, and Participation in Alternative Food Systems. *Journal of Hunger & Environmental Nutrition*. Forthcoming.

47. Hazelrigg, A.L.\*, Berkett, L.P., Darby, H.M., Gorres, J. and **R. Parsons**. 2015. Non-target impacts of agricultural biostimulants compared with sulfur-based fungicides on phytophagous mites in a certified organic apple orchard in Vermont, USA. *Acta Hort.* Avignon, France. In press.
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83. Hazelrigg, A.L. \*, Berkett, L.P., Darby, H.M., Gorres, J. and **R. Parsons**. June 2015. Non-target impacts of agricultural biostimulants compared with sulfur-based fungicides on

- phytophagous mites in a certified organic apple orchard in Vermont, USA. *Acta Hort.* Avignon, France. Poster and abstract.
82. Inwood, Shoshanah, and **Parsons, Robert\***. "Impact of Health Care Reform on US Farms and Ranchs." Poster presented at 2015 Extension Risk Management Conference, Minneapolis, MN. April 29 2015.
  81. **Parsons, Robert\***. "Farm Viability, Business Planning, and Transferring the Family Farm." Presented at FarmSmart Agricultural Conference, University of Guelph, Ontario, Canada. January 24, 2015.
  80. **Parsons, Robert\***. "Getting the (Your) Farm Transfer Process Started." Presented at FarmSmart Agricultural Conference, University of Guelph, Ontario, Canada. January 24, 2015.
  79. **Parsons, Robert\***. "How Economically Sustainable are Vermont's Organic Dairy Farms?" Presented at the Collaboration & Innovation Across the Food System, Joint Meetings of the Association for the Study of Food and Society and the Agriculture, Food, and Human Values and Society, Burlington, VT. June 20, 2014.
  78. **Parsons, Robert\*** and Jesse Richardson. "Use of Online Videos for Farm Succession Education." Presented at the Women in Agriculture Educators National Conference. Indianapolis, IN. April 1-3, 2014.
  77. **Parsons, Robert\*** and Qingbin Wang. "Profitability of Northeast Dairy Farms Over 8 years: Development from a Niche Market to a Vibrant Commodity." Presented at the Northeast Agricultural and Resource Association Meetings. Ithaca, NY. June 23-25, 2013.
  76. **Parsons, Robert\***, Qingbin Wang, and Ethan Thompson. "Economic feasibility for converting animal waste into electricity and other energy products: Experience of American dairy farms and implications for China." Presented at Nankai University, Tianjin, China. June 16, 2013.
  75. **Parsons, Robert\***, Qingbin Wang, and Ethan Thompson. "Economic feasibility for converting animal waste into electricity and other energy products: Experience of American dairy farms and implications for China." Presented at the Chinese Economist Society Annual Conference, Chengdu, China, June 8-9, 2013.
  74. **Parsons, Robert\***, Dennis Kauppila, and Qingbin Wang, "Profitability of New England Organic Dairy Farms 2004-2011." Presented at the 2013 Extension Risk Management Education National Conference. Denver, CO. April 3-4, 2013.
  73. **Parsons, Robert\*** and Jesse Richardson. "Use of On-Line Videos for Farm Succession Education." Presented at the 2013 Extension Risk Management Education National Conference. Denver, CO. April 3-4, 2013.
  72. **Parsons, Robert\***. "Economics of Organic Dairy Over the Years." Presented at the 11th Annual Northeast Organic Dairy Producers Association (NODPA) Field Days. Sept. 28, 2012. Brattleboro, VT.
  71. **Parsons, Robert\***, and Terrence Bradshaw. "Economic Analysis of Five Apple Cultivars in a Top-Grafted Organic Orchard 2006-2011." Presented at the 2<sup>nd</sup> International Organic Fruit Symposium, Leavenworth WA. June 18-21, 2012.
  70. Berkett, L.P\*, R.E. Moran, M.E. Garcia, H.M. Darby, **R.L. Parsons**, T.L. Bradshaw, S.L. Kingsley-Richards, and M.C. Griffith. 2012. The OrganicA Project - Evaluating New Opportunities for Organic Apple Production with Five Apple Cultivars in the New England Region of the USA. Proc. 2nd International Organic Fruit Symposium, Leavenworth, WA.

69. Moran, R.E., M.E. Garcia, L.P. Berkett, **T.L. Bradshaw**, H.M. Darby, R.L. Parsons, S.L. Kingsley-Richards, and M.C. Griffith. 2012. The OrganicA Project: Research on Weed Management Options for Organic Apple Production. Proc. 2nd International Organic Fruit Symposium, Leavenworth, WA. ISHS.
68. Berkett, L. \*, Moran, R., Garcia, M. E., Darby, H., **Parsons, R.**, Bradshaw, T., Kingsley-Richards, S., and Griffith, M. 2012. The OrganicA Project – IPM Research Results and Insights from Two Certified Organic Apple Production Systems. Northeast Organic Research Symposium Proceedings. NOFA-NY Northeast Organic Research Symposium, January 19-20, 2012, Saratoga Springs, NY.
67. **Bradshaw, T.L.\***, Kingsley-Richards, S., Griffith, M., Berkett, L., Moran, R., Garcia, M. E., Darby, H., **Parsons, R.** 2012. The OrganicA Project – Multi-Year Research Results on Tree Growth, Productivity, and Fruit Quality in Two Certified Organic Apple Production Systems. Northeast Organic Research Symposium Proceedings. NOFA-NY Northeast Organic Research Symposium, January 19-20, 2012, Saratoga Springs, NY.
66. Moran, R. \*, Bradshaw, T., Garcia, M. E., Berkett, L., Darby, H., **Parsons, R.**, Kingsley-Richards, S., and Griffith, M. 2012. The OrganicA Project – Research on Weed Management Options for Organic Apple Production. Northeast Organic Research Symposium Proceedings. NOFA-NY Northeast Organic Research Symposium, January 19-20, 2012, Saratoga Springs, NY.
65. Darby, H. \*, Berkett, L., Bradshaw, T., **Parsons, R.**, Moran, R., Garcia, M. E., Kingsley-Richards, S., and Griffith, M. 2012. OrganicA Project: Evaluation of Soil Health in Two Vermont Organic Apple Orchards. Revised September 2014 12 Northeast Organic Research Symposium Proceedings. NOFA-NY Northeast Organic Research Symposium, January 19-20, 2012, Saratoga Springs, NY.
64. **Parsons, Robert\***, Qingbin Wang, and Laurel Valchuis. “Consumer Demand and Willingness to Pay for Renewable Energies and Potential Opportunities for Farmers: Evidence from Vermont. Presented at the 2012 Northeastern Agricultural and Resource Economics Association Meetings, June 10-12, 2012. Lowell, MA.
63. **Parsons, Robert\***, Qingbin Wang, and Dennis Kauppila. “Economics of Organic Dairy: A Seven Year Analysis.” Northeast Organic Farming Association-New York Research Symposium. Jan. 20, 2012. Saratoga Springs, NY.  
<http://www.youtube.com/watch?v=oC6bmSjVWbM&list=PL44DA68F3D499E030&feature=plcp>
62. **Parsons, Robert\***. “Succession Planning.” Invited paper at the 12th Annual Pennsylvania Crop Insurance Conference, Oct. 25, 2011. Harrisburg, PA.
61. **Parsons, Robert\***. “The Economics of Organic Dairy Farming.” Invited paper for University of Minnesota Extension Dairy Team/USDA’s Organic Research and Extension Initiative Speaker Series, August 22, 2011. Minneapolis, MN.
60. Wang, Qingbin\*, Ethan Thompson, and **Robert Parsons**. “Economic Feasibility of Converting Cow Manure to Electricity: A case study of the CVPS Cow Power program in Vermont.” Selected poster presented at the 2011 AAEE Annual Meeting, Pittsburgh, PA. July 24-26, 2011.
59. **Parsons, Robert\***. “Update on Succession Planning and Recent Trends.” Invited paper at the Northeast Extension Inservice, June 21, 2011. MT. Pocono, PA.
58. **Parsons, Robert\***, Q. Wang, and D. Kauppila. “Profitability of New England Organic Dairy Farms: A 6-Year Analysis.” Presented at the 2011 Extension Risk Management Education Conference, April 11-12, 2011. St. Louis, MO.

57. **Parsons, Robert\***, M. Sciabarrasi, and G. Anderson. "Impact of New England Farm Transfer Workshops and Educational Tools." Presented at the 2011 Extension Risk Management Education Conference, April 11-12, 2011. St. Louis, MO.
56. **Parsons, Robert\***, and Qingbin Wang. "Organic Dairy Farming in the Northeast: Results of a 5 year Study. Presented at the 2010 Northeastern Agricultural and Resource Economics Association Meetings, June 13-15, 2010. Atlantic City, NJ.
55. Zhang\*, Guangxuan, Qingbin Wang, and **Robert Parsons**. "China's Evolving Dairy Market and Potential for US Exports." Presented at the 2010 Northeastern Agricultural and Resource Economics Association Meetings, June 13-15, 2010. Atlantic City, NJ.
54. **Parsons, Robert\***. "Economic Overview of the New England Organic Dairy Sector." Presented at: Northeast Grazing Consortium Meeting. January 20, 2010. Fairlee, VT.
53. **Parsons, Robert\***. "Use of Dairy Futures to Reduce Milk Price Risk." Presented at New York Crop Insurance Conference. November 13, 2009. Syracuse, NY.
52. **Parsons, Robert\***, K. Ruhf, and G. Stevenson. "Project Report: Farmland Access, Tenure, and Succession: Impacts on Small and Medium-sized Farms, Land Use, and the Environment." Presented at: CSREES Project Directors Meeting, July 25, 2009. Milwaukee, WI.
51. Greene, E.A.\*, R.E. Greene, and **R.L. Parsons**. "Theories, Practice, Challenges, Implications, and Impact: Partnering with Outside Entities to Broaden Extension's Reach." Presented at the American Society of Animal Science Annual Meeting, July 12-16, 2009. Montreal, Québec, Canada.
50. **Parsons, Robert.\*** "Economic Overview of the Organic Dairy Sector." Presented at The 2009 Northeast Branch-Crops, Soils, and Agronomy Conference, July 13-15, 2009. Portland, Maine.
49. **Parsons, Robert.\*** "Overview of the US Ag Economy: A Quick and Dirty Analysis." Presented at the National Coalition of Agricultural Mediation Programs Conference. July 7, 2009. Burlington, VT.
48. **Parsons, Robert\***, and Qingbin Wang. "Long Term Profitability of New England Organic Dairy Farms: A 4 Year Analysis." Presented at the 2009 Northeastern Agricultural and Resource Economics Association Meetings, June 7-9, 2009. Burlington, VT.
47. **Parsons, Robert.\*** "Farm Viability, Business Planning and Transfer." Presented at Changing Lands, Changing Hands: A National Conference on Farm and Ranch Access, Succession, Tenure and Stewardship, June 10-11, 2009. Denver, CO.
46. **Parsons, Robert.\*** "Impact of New England Transfer the Farm Program Workshops." Presented at the National Extension Risk Management Education Conference, March 29-April 1, 2009. Reno, NV.  
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45. **Parsons, Robert\* and Qingbin Wang**. "Long Term Profitability of Northeast Organic Dairy Farms." Presented at the National Extension Risk Management Education Conference, March 29-April 1, 2009. Reno, NV.  
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44. **Parsons, Robert.\*** "Budgeting and Cost of Production: Making the Best Financial Choices of Rations and Management." Presented at Understanding Organics and Grazing: Livestock Management and Health. Oct. 28-30, 2008. Auburn, NY.
43. **Parsons, Robert\***, Qingbin Wang, and Timothy Dalton. "Costs and Returns to Northeast Organic Dairy Farms: A 3-Year Analysis." Presented at the Northeast Agricultural

- and Resource Economics Association (NAREA) Annual Meeting, June 29-July 2, 2008. Quebec, Canada.
42. **Parsons, Robert\***, and Mike Sciabarrasi. "Farm Transfer Programs: Going to the Next Level." Presented at the 2007 Northcentral Farm Management Conference, Rochester, MN. June 11-14, 2007.  
<http://www.agrisk.umn.edu/conference/agenda.aspx?ConfID'3&Output'Sum#/msciabarrasi0270.ppt>
  41. **Parsons, Robert\***, Qingbin Wang, and Rick Kersbergen. "Profitability of Northeast Organic Dairy Farms for 2005." Presented at the 2007 North Central Farm Management Workshop, Rochester, MN. June 11-14, 2007.  
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  40. **Parsons, Robert\***, and Mike Sciabarrasi. "New England *Transfer The Farm* Workshops." New England Farm Transfer Workshops." Presented at the 2007 Extension Risk Management Education Conference, Phoenix, AZ. April 17-18.  
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  39. **Parsons, Robert\***, Qingbin Wang, and Rick Kersbergen. "Profitability of Northeast Organic Dairy Farms for 2005." Presented at the 2007 Extension Risk Management Education Conference, Phoenix, AZ. April 17-18, 2007.  
<http://www.agrisk.umn.edu/conference/agenda.aspx?ConfID'4&Output'Sum#>
  38. **Parsons, Robert.\*** "What We Have Learned from Our Farm Transfer Workshops." Presented at the 2007 Pre-Conference Workshop: Farm Transfer Issues and Programs, Phoenix, AZ. April 16, 2007.
  37. **Parsons, Robert\***, Qingbin Wang, and Rick Kersbergen. "Profitability and Economics of Northeast Organic Dairy Farms for 2005." Presented at the Northeast Grazing Consortium Annual Meeting, State College, PA. February 2, 2007.
  36. Bragg, Lisa A.\*, Timothy J. Dalton, Rick Kersbergen, and **Robert Parsons**. "Profitability of Northeast Organic Dairy Farms." Presented at International Federation of Organic Agriculture Movements Conference, Minneapolis, MN. August 22-24, 2006.
  35. **Parsons, Robert\***, Timothy Dalton, and Qingbin Wang. "How Profitable are Northeast Organic Dairy Farms?" Selected Paper presentation at the 2006 Northeast Agricultural and Resource Economics Association Annual Meeting, Mystic, Connecticut, June 11-14, 2006.
  34. Timmons, David\*, Qingbin Wang, **Robert Parsons**, and Fred Schmidt. "Local Food Indicators and Estimation Results for the Northeast States." Selected Paper presentation at the 2006 Northeast Agricultural and Resource Economics Association Annual Meeting, Mystic, Connecticut, June 11-14, 2006.
  33. **Parsons, Robert.\*** "Profitability of New England Organic Dairy Farms." Presented at the New Hampshire Grazing Conference. Concord, NH. February 1-2, 2006.
  32. **Parsons, Robert\*** and Qingbin Wang. "Comparable Profitability of Northeast Organic Dairy Farms." Presented at "Identifying Strategies to Support Sustainable Agriculture in Canada." Quebec, Quebec, Canada. Nov. 6-9, 2005.  
[http://www.aic.ca/conferences/aic\\_forum2005.cfm](http://www.aic.ca/conferences/aic_forum2005.cfm)
  31. **Parsons, Robert.\*** "Profitability of Small Ruminant Farmstead Dairy Processing Operations." Presented at the \*Great Lakes Dairy Sheep Symposium. Burlington, VT. Nov. 3-5, 2005.

30. **Parsons, Robert\*** and Dennis Kauppila. "It's all in the Numbers (Well - some of it is!)."  
Presented at the *Women in Sustainable Ag Workshop 2005*. Burlington, VT. Oct. 22-24, 2005.
29. Trent, Elizabeth\*, Qingbin Wang and **Robert Parsons**. "Agricultural and Small Business Retirement Plans and Needs for Information: Evidence from a Vermont Survey."  
Presented at the American Agricultural Economics Meetings, Providence, RI. July 24-29, 2005.
28. Qingbin Wang\*, **Robert Parsons**, and Amy Dillon. "Adoption, certification, performance & trends of organic farming: Evidence from a Vermont survey." Northeast Agricultural and Resource Economics Association Meeting, Annapolis, MD. June 12-14, 2005.
27. **Parsons, Robert\***, Grace Matiru, and Julie Smith. "Love thy neighbor...But does this include a 500 cow dairy farm???" Northeast Agricultural and Resource Economics Association Meeting, Annapolis, MD. June 12-14, 2005.
26. **Parsons, Robert\*** and Debra Heleba. "New England Transfer the Farm Program." Presented at the 2005 National Extension Risk Management Education Conference, Kansas City MO. April 7-8, 2005. <http://www.agrisk.umn.edu/Conf05/uploads/RParsons01.PPT>
25. Meals, Donald\*, E.A. Cassell, David Hughell, William Jokela, **Robert Parsons**, and Lynnette Wood. "Interactive Spatially Dynamic Framework for Sustainable Watershed Phosphorus Management." Presented by Donald Meals at the National Water Quality Conference, San Diego, California, February 2005.
24. **Parsons, Robert.\*** "Developing Farm Transfer Education Programs in New England." Change in Rural America Triennial Conference. Louisville, Kentucky. June 14-16, 2004.  
<http://www.agrisk.umn.edu/Library/Display/asp?Id'2335&F'2&P'Table&CMD'Count&LI B'Main>
23. Jie Dai\* and **Robert Parsons**. "Linking Clientele Needs with Extension Programming: Using Cluster Analysis to Group Vermont Dairy Farms." Selected Paper. American Agricultural Economics Association Annual Meetings. Montreal, Canada. July 27-30, 2003.  
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22. **Parsons, Robert.\*** "Challenge for Extension: Identifying Program Needs for a Stratified Dairy Industry." Northeast Agricultural Economics Association Meetings. Portsmouth, NH, June 8-10, 2003.
21. Zhang, Wei\* and **Robert Parsons**. "Financial and Environmental Tradeoffs of Phosphorus Management Practices on Vermont Dairy Farms." Selected Paper American Agricultural Economics Association Annual Meeting. Long Beach, CA. July 28-31, 2002.  
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20. **Parsons, Robert.\*** "Designing a Risk Management Education Program." Northeast Extension Regional In-service. Northland, NH. October, 2002.
19. **Parsons, Robert.\*** "Phosphorus Management Practices on Lake Champlain Dairy Farms: Financial and Environmental Implications." Northeast Agricultural and Resource Economics Association Annual Meeting. Harrisburg, PA. June, 2002.
18. **Parsons, Robert.\***, Lynnette Woods, and Don Meals. "Phosphorus Management Practices on Lake Champlain Dairy Farms: Financial and Environmental Implications." Lake Champlain Consortium. St. Joan Richleiu, Quebec. May, 2002.
17. Zhang, Wei\* and **Robert Parsons**. "Financial Impacts of Alternative Phosphorus Management Practices: The Case of Vermont Dairy Farms." Selected Paper Presented by Wei Zhang at the American Agricultural Economics Association Annual Meeting. Chicago, IL. August 5-8, 2001. [http://agecon.lib.umn.edu/cgi-bin/pdf\\_view.pl?paperid'2790&ftype'.pdf](http://agecon.lib.umn.edu/cgi-bin/pdf_view.pl?paperid'2790&ftype'.pdf)

16. Zhang, Wei\* and **Robert Parsons**. "The Financial and Environmental Impacts of Alternative Phosphorus Management Practices on Vermont Dairy Farms." Northeast Agricultural and Resource Economics Association Annual Meeting. Bar Harbor, Maine. June, 2001.
15. **Parsons, Robert\***, and Gregory Hanson. "A Northeast Borrower Training Program: Evolution and Impacts." Selected Paper. American Agricultural Economics Association Annual Meeting. Tampa, Florida. July 30-August 2, 2000.  
[http://agecon.lib.umn.edu/cgi-bin/pdf\\_view.pl?paperid'1922&ftype'.pdf](http://agecon.lib.umn.edu/cgi-bin/pdf_view.pl?paperid'1922&ftype'.pdf)
14. **Parsons, Robert.\*** "Methods and Impacts of Training Workshops for FSA Lenders." Penn State Outreach Professional Development Conference. University Park, PA. February 7, 2000.
13. Winsten, Jonathan R.\* , **Robert Parsons**, Gregory D. Hanson. "The Profitability of Management Intensive Grazing for Northeastern Dairy Farms." Presented by Jonathan Winsten at the American Agricultural Economics Association Meeting; Nashville, TN. August 8-10, 1999.
12. Winsten, Jonathan\*, **Robert Parsons**, and Gregory Hanson. "Towards Differentiating Dairy Grazing Systems in the Northeast" Presented by Jonathan Winsten at the Northeast Agricultural and Resource Economics Association Meeting; Cornell University, Ithaca, NY. June 21-24, 1998.
11. **Parsons, Robert**, Gregory D. Hanson\*, and A.E. Luloff. "The Sustainability of Intensive Grazing: Environmental and Social Factors." Presented by Gregory Hanson and A.E. Luloff at the IAEA Conference, Sacramento, CA. August, 1997.
10. **Parsons, Robert.\*** "Intensive Rotational Grazing on Dairy Farms: What We Know and Do Not Know." Northeast Agricultural and Resource Economics Association Annual Meeting. Sturbridge, MA. June, 1997.
9. Luloff, A. E.\* , Gregory D. Hanson, and **Robert Parsons**. "Sustainable Dairy Farming and Environmental Problems." Presented by A.E. Luloff at the International Forum of Dairy Farming, Rakuno Gakuen University, Hokkaido, Japan. February 1997.
8. **Parsons, Robert.\*** "Farm-Level Costs and Environmental Benefits of Manure Management Standards in Rockingham County, Virginia." Southern Agricultural Economics Association Annual Meeting, Greensboro, North Carolina. February, 1996.
7. **Parsons, Robert.\*** "Estimating Nutrient Losses From Shenandoah Valley Dairy Farms." Virginia Department of Conservation and Recreation, Division of Soil and Water Conservation, Nutrient Management Program, Staunton, Virginia. December, 1994.
6. **Parsons, Robert.\*** and James Pease. "Identifying Site and Farm Characteristics Related to Nitrogen Losses: Implications for Water Quality Protection Programs." American Agricultural Economics Association Summer Meetings. San Diego, California. August, 1994.
5. Ellerbrock, Michael J., Leonard A. Shabman, Danyel F. Cowell\*, and **Robert Parsons**. "Cars and Nature: The MPG Paradox." Presented by Danyel Cowell at: Fifth Annual Conference for Environmental Education, Wintergreen, Virginia. August, 1994.
4. **Parsons, Robert,\*** and Thomas Johnson. "The Economic Impact of the Use of bST by the Virginia Dairy Industry." American Agricultural Economics Association Summer Meetings. Baltimore, Maryland. August, 1992.
3. **Parsons, Robert.\*** "The Impact of bST on the Dairy Industry in Virginia and in Rockingham County, Virginia." Virginia Association of Economists. Fredericksburg, Virginia. April, 1992.



2. **Parsons, Robert.\*** "Penn State Cooperative Extension Efforts Toward Developing Educational Tools on Farm Labor Laws and Issues." U.S. Department of Labor Region III Annual Migrant and Seasonal Farmworker Conference. Virginia Beach, Virginia. May, 1989.
1. **Parsons, Robert.\*** "Pennsylvania Dairy Farmers' Preferences for Quotas." Testimony to the National Commission on Dairy Policy. Harrisburg, Pennsylvania. June, 1987.

### ***Webinars – Invited***

1. **Parsons, Robert.** "The Economics of Organic Dairy." Presented on eOrganic. December 12, 2013. <http://www.youtube.com/watch?v=udiExHVOFHg>
1. **Parsons, Robert.** "The Economics of Organic Dairy Farming in New England." April 13, 2010. <http://www.youtube.com/watch?v=-9wSMXKtQLU>

### ***Published Abstracts and Proceedings: 18 Published Abstracts***

18. Moran, R.E., M.E. Garcia, L.P. Berkett, T.L. Bradshaw, H.M. Darby, **R.L. Parsons**, S.L. Kingsley-Richards, and M.C. Griffith. 2012. The OrganicA Project: Research on Weed Management Options for Organic Apple Production. Proc. 2nd International Organic Fruit Symposium, Leavenworth, WA. ISHS.
17. Bradshaw, T.L., **R.L. Parsons**, L.P. Berkett, H.M. Darby, R.E. Moran, M.E. Garcia, S.L. Kingsley-Richards, and M.C. Griffith. 2012. Economic Analysis of Five Apple Cultivars in a Top-Grafted Organic Orchard, 2006-2011. Proc. 2nd International Organic Fruit Symposium, Leavenworth, WA. ISHS.
16. Berkett, L., Moran, R., Garcia, M. E., Darby, H., **Parsons, R.**, Bradshaw, T., Kingsley-Richards, S., and Griffith, M. 2012. The OrganicA Project – IPM Research Results and Insights from Two Certified Organic Apple Production Systems. Northeast Organic Research Symposium Proceedings. NOFA-NY Northeast Organic Research Symposium, January 19-20, 2012, Saratoga Springs, NY.
15. Bradshaw, T.L., Kingsley-Richards, S., Griffith, M., Berkett, L., Moran, R., Garcia, M. E., Darby, H., **Parsons, R.** 2012. The OrganicA Project – Multi-Year Research Results on Tree Growth, Productivity, and Fruit Quality in Two Certified Organic Apple Production Systems. Northeast Organic Research Symposium Proceedings. NOFA-NY Northeast Organic Research Symposium, January 19-20, 2012, Saratoga Springs, NY.
14. Moran, R., Bradshaw, T., Garcia, M. E., Berkett, L., Darby, H., **Parsons, R.**, Kingsley-Richards, S., and Griffith, M. 2012. The OrganicA Project – Research on Weed Management Options for Organic Apple Production. Northeast Organic Research Symposium Proceedings. NOFA-NY Northeast Organic Research Symposium, January 19-20, 2012, Saratoga Springs, NY.
13. Berkett, L.P., R.E. Moran, M.E. Garcia, H.M. Darby, **R.L. Parsons**, T.L. Bradshaw, S.L. Kingsley-Richards, and M.C. Griffith. 2012. The OrganicA Project - Evaluating New Opportunities for Organic Apple Production with Five Apple Cultivars in the New England Region of the USA. Proc. 2nd International Organic Fruit Symposium, Leavenworth, WA. ISHS.
12. Darby, H., Berkett, L., Bradshaw, T., **Parsons, R.**, Moran, R., Garcia, M. E., Kingsley-Richards, S., and Griffith, M. 2012. OrganicA Project: Evaluation of Soil Health in Two Vermont Organic Apple Orchards. Northeast Organic Research Symposium Proceedings. NOFA-NY Northeast Organic Research Symposium, January 19-20, 2012, Saratoga Springs, NY.

11. Garcia, M.E., L.P. Berkett, S. Kingsley-Richards, and **R. Parsons**. "Horticultural Options when Starting an Organic Apple Orchard." *Proceedings of Organic Fruit Conference*. Prange and Bishop, eds. 277-282. 2010.
10. L. Berkett, M. Garcia, R. Moran, H. Darby, **R. Parsons**, J. Hayden, T. Bradshaw, S. Kingsley-Richards and M. Cromwell. 2008. *The OrganicA Project: Organic Disease Management in Orchards with 'Newer' Cultivars*. VII International Conference on integrated Fruit Production. Avignon, France. October 2008.
9. Garcia, M.E., R.E. Moran, T.L. Bradshaw, L.P. Berkett, H.M. Darby, **R.L. Parsons**, J.P. Hayden, S.L. Kingsley-Richards, and M.L. Cromwell. 2007. *The OrganicA Project: Preliminary "Top-Grafting" Results in a Transitional Organic Apple Orchard*. *Proceedings of 4th International Organic Tree Fruit Research Symposium*, Kellogg Center, East Lansing, Michigan, March 3-6, 2007.
8. Berkett, L.P., M.E. Garcia, H.M. Darby, **R.L. Parsons**, J.P. Hayden, R.E. Moran, T.L. Bradshaw, S.L. Kingsley-Richards and M.L. Cromwell. 2007. *The OrganicA Project: An Integrated Apple Research, Education, and Extension Project*. *Proceedings of 4th International Organic Tree Fruit Research Symposium*, Kellogg Center, East Lansing, Michigan, March 3-6, 2007.
7. Trent, Elizabeth, Qingbin Wang and **Robert Parsons**. "Agricultural and Small Business Retirement Plans and Needs for Information: Evidence from a Vermont Survey." *American Journal of Agricultural Economics*. 87:157(December 2005).
6. **Robert Parsons**, Grace Matiru, and Julie Smith. "Love thy neighbor...But does this include a 500 cow dairy farm???" *Agricultural and Resource Economics Review*. 34:254(October 2005).
5. Wang, Qingbin, **Robert Parsons** and Amy Dillon. "Adoption, Certification, Performance and Trends of Organic Farming: Evidence from a Vermont Survey." *Agricultural and Resource Economics Review*.
4. Luloff, A.E., Gregory D. Hanson, and **Robert Parsons**. "Sustainable Dairy Farming and Environmental Problems." *Proceedings of the International Forum of Dairy Farming*, Rakuno Gakuen University, Japan. February (1997):25-40.
3. **Parsons, Robert**, and James W. Pease. "Farm Level Costs and Environmental Benefits of Manure Management Standards in Rockingham County, Virginia." *Agricultural and Applied Economics*. 28-1(1996):220.
2. **Parsons, Robert**, James W. Pease, and Darrell J. Bosch. "Identifying Field and Farm Characteristics Related to Nitrogen Losses: Implications for Water Quality Programs." *American Journal of Agricultural Economics*. 76:5(1994):1260.
1. **Parsons, Robert**, and Thomas G. Johnson. "The Impact of the Use of bST by the Virginia Dairy Industry: Impact Analysis." *American Journal of Agricultural Economics*. 74:5(1992):1274.

#### **Extension Articles: 139 Extension Education Articles**

139. **Parsons, Robert**. Comparing the Profitability of Vermont Organic Dairies. *Lancaster Farming*. Page E15. February 18, 2016.
138. **Parsons, Robert**. Comparing the Profitability of Northeast Organic, Conventional Dairy Farms. *Lancaster Farming*. Page E17. January 16, 2016.

137. **Parsons, Robert.** Profitability of Organic Dairy Farms Up Slightly in 2014. NODPA E-Newsletter (electronic). Volume 16, #1. January 2016.  
<http://www.nodpa.com/Jan2016-low-res-final.pdf>
136. **Parsons, Robert.** Enrollment for 2016 Dairy Margin Program to begin July 1. *Agriview*. 79-7:4. July 24, 2015.
135. **Parsons, Robert.** Profitability Declines Slightly in 2013. NODPA E-Newsletter (electronic). Volume 15, #1. January 14, 2015.  
[http://www.nodpa.com/in\\_vermont\\_dairy\\_study\\_01142015.shtml](http://www.nodpa.com/in_vermont_dairy_study_01142015.shtml).
134. **Parsons, Robert.** "Vermont Dairy Farmers Prepare for Margin Protection Program Rollout." *Agriview*. 78-11:15. Nov. 21, 2014.
133. **Parsons, Robert.** "Mark your Calendar for USDA Dairy Margin Protection Program Trainings in October." *Agriview*. 78-9:9. Sept. 26, 2014.
132. **Parsons, Robert.** Economic Sustainability of Vermont Organic Dairy Farms: How Strong Is the Economic Leg? NODPA E-Newsletter (electronic). January 20, 2014.  
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**Professional Membership:**

American Agricultural Economics Association  
Northeast Resource and Agricultural Economics Association Member  
Vermont Dairy Industry Association  
Northeast Extension Farm Management Group.  
Northeast Risk Management Extension Committee  
University of Vermont Extension Faculty Organization (EFO)

**Public Service**

2004-2007 Vermont Dairy Task Force  
2005-2006 Northeast Dairy Standards Committee

**Committees:**

2011-cur University of Vermont Professional Standards Committee  
2011-12 CDAE Community Development Search Committee, Chair  
2010-11 CDAE Community Development Search Committee  
2010-11 UVM Search Committee – Ag Finance Specialist, Chair  
2010 University of Vermont Provost Search Committee  
2009-10 University of Vermont Food Systems Spires Committee  
2008-12 University of Vermont Financial and Physical Planning Committee  
2008-11 CALS Professional Standards Committee  
2007--12 CALS Hatch Proposal Review Committee  
2006-07 CDAE Community Entrepreneurship Search Committee, Chair  
2005-07 University of Vermont Financial and Physical Planning Committee 2005-2007  
2005-06 University of Vermont Search Committee - Director of Extension  
2004-05 UVM/CALS College Name Review Committee  
2002-03 UVM Extension Search Committee - Marketing position  
2002-03 UVM Curriculum Affairs Committee  
2002-07 UVM FARMS 2+2 Advisory Committee  
2000-03 UVM/CALS International Programs Committee

- 1998-99 Pennsylvania Dairy Stakeholders, Bench Mark Task Group.
- 1997-99 Member, Department Social Committee, Penn State
- 1993 Shenandoah Valley Interagency Nutrient Management Team,
- 1991-92 VA Tech Ag Economics Grad Student Association, President
- 1991-92 VA Tech Department of Ag Econ Graduate Committee
- 1986-87 Penn State Ag Econ Grad Student Association, Vice President
- 1985-87 Penn State Ag Econ Department Seminar Committee

**Awards:**

- 2014 University of Vermont Sustainability Faculty Fellow
- 2012 John C. Finley Award – “Presented annually by the Vermont Dairy Industry Association, recognizing that person whose dedication to Vermont agriculture and education and whose accomplishments closely resemble those goals, ideals, and achievements that were so important to John Finley. This award is bestowed annually upon that individual held in the highest esteem by the Vermont Agriculture Community.”
- 1992: Second Place, Outstanding papers competition on the workings of the Virginia economy. Virginia Association of Economists. Paper titled "The Impact of bST on the Dairy Industry in Virginia and in Rockingham County, Virginia."
- 1989: USDA National Needs Fellowship, Virginia Polytechnic Institute and State University.
- 1985: Outstanding Undergraduate Student, Department of Agricultural Economics and Rural Sociology, The Pennsylvania State University.