

## NOMINATION FOR REGIONAL EARLY CAREER SERVICE AWARD

Alpha Zeta Chapter, Epsilon Sigma Phi, Texas



**Name:** Steven L. Klose, Ph.D.  
Assistant Professor and Extension Economist

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**Education:** Ph.D. Agricultural Economics, Texas A&M University, May 2001  
M.S. Agricultural Economics, Texas A&M University, August 1995  
B.S. Agricultural Economics, Texas A&M University, May 1992

### Employment:

- ▶ Assistant Professor & Extension Economist – Farm Management, September 2001 to Present
- ▶ Extension Program Specialist – Farm Management, October 1997 to August 2001

### Professional Accomplishments:

Dr. Klose's professional accomplishments are best highlighted by the positions he has held and the service he has contributed in the early stages of his career. Steven is coordinator of the FARM Assistance program of the Texas Cooperative Extension, Agricultural Economics Unit. It is indeed outstanding and rare that a person, so early in his career, would manage a program of the magnitude, resources, and impact of the FARM Assistance program. Dr. Klose directs 10 program specialists and 3 staff members (almost a \$1 million budget) in the program's mission of "Helping Agriculture Make Informed Decisions." Further evidence of his professional accomplishments and reputation, was the 2005 invitation by the Southern Agricultural Economics Association to author an invited paper describing his expertise in developing and delivering the computer-aided decision support system to Extension clientele. He was also selected by TCE Administration to participate in Agency's leadership development program. In addition, Steven provides professional service at the department, agency, and state levels. Within the Agricultural economics department, he currently serves on the Undergraduate Advisory Committee, chairs the scholarship selection committee, and teaches the junior/senior Agricultural Policy class. He is a member of the Department's Extension Awards Committee, and is active in the TCE Specialists Association, serving as director for the campus Agricultural Economics Chapter. In 2005, he was asked to serve on the USDA Farm Service Agency's review committee for Texas Conservation Reserve Program rental rates. Steven also serves on the review committee for TCE's economic impact analysis reports, and serves the 4-H program as the Farm and Ranch Management Contest Superintendent.

Dr. Klose serves professionally on the regional and national levels as well. He is the Texas representative on the Southern Extension Public Affairs Committee and is the current secretary of that committee. He is the Co-Editor and a member of the project steering committee for the *2007 Farm Bill Options and Consequences*, a publication product of the National Public Policy Education Committee, sponsored by Farm Foundation and USDA. This national effort brings together experts from across the country in every policy field to provide extension educators and policy makers with a comprehensive resource regarding issues for the 2007 farm bill debate.

**Program Accomplishments:**

Steven's leadership and development innovation has created a one-of-a-kind, powerful firm-level financial simulation model that, at the same time, is flexible enough to be adapted to the realities of any individual farm or ranch operation. Steven's FARM Assistance team has generated over 920 strategic analyses for individual crop and livestock operations across the state of Texas, representing roughly 2 million acres of land and over \$700 million in managed assets. One measure of the FARM Assistance program's impact is the projected net worth consequences of alternatives, or the value of decisions, analyzed for each subscriber. In total, FARM Assistance has helped Texas producers evaluate decisions valued at over \$210 million in projected farm equity, about \$230,000 per client. In the words of two participants, Dr. Klose's Extension programming provides: "...the confidence to make the tough choices to insure your farm's future profitability" and "...the information we needed to make a sound business decision." Two others stated: "...Steven could grasp our operation as well as anyone we have worked with in forty years."

"We appreciate your work and we are very thankful there are guys out there like you to bring the industry up a few levels."

In addition to the impact on individuals, Steven has created a broader program scope through the development of a participant database that represents a tremendous asset to Texas Agriculture. One example of this asset in action is Dr. Klose's work in state tax policy analysis. Over the course of three years (2003-2006) and several legislative sessions, the state struggled to fundamentally change the state's tax provisions. Throughout this process, key industry leaders, organizations, and legislators repeatedly called on Dr. Klose to contribute objective analyses regarding the potential impact of existing provisions, new proposals, and proposed legislation on the farmers and ranchers of Texas. Effectively, Steven's program provided a voice for Texas Agriculture that otherwise may not have been heard.

Steven has also been highly effective at forming valuable program partnerships. His strategic financial analysis system has been used by other faculty to develop intensive management training workshops. TCE county faculty have used his system to analyze model farms and improve communication and planning with county committees. He also adapted his analysis process to provide required financial training for USDA-FSA borrowers. Steven has partnered with 4-H specialists and developed a farm management simulation game to compliment a career investigation program for high school students.

Dr. Klose is a project partner with Texas Tech University and the Harlingen Irrigation District on a largescale project sponsored by a 10-year, \$10 million commitment from the Texas Water Development Board. Both project teams turned to Steven to provide the economic analysis of commercial scale demonstrations of water conservation. In addition to his FARM Assistance programming, Steven is also active in policy education. Leading up to and immediately following the passage of the 2002 farm bill, Steven was part of the Agricultural & Food Policy Center's education team that developed 4 different educational or analytical software tools made available nationwide. This team was recognized for achievement, innovation, and contribution by Texas Cooperative Extension, The TAMUS Ag Program, the Southern Agricultural Economics Association, and the American Agricultural Economics Association.

The primary objective of his applied research and demonstration efforts is to develop a localized database to address producer questions and priority issues and to guide production trends in the region. He successfully uses "turn-row meetings" when teaching at the field level. The success of this teaching method focuses on direct producers contact in a field laboratory situation. By presenting critical information at regular intervals during the growing season, farmers make needed management changes that increase profits. In his Extension career he has been involved in planning, conducting, and evaluating 837 result demonstrations. He obtained \$127,700 in grant support and \$134,450 worth of materials that were used to conduct 145 applied research tests involving a variety of commodities.

**Support Statement:**

Dr. Klose has demonstrated an outstanding ability to plan, develop, and deliver Extension programs. In his short career he has directed \$3.9 million in internal Extension funding, garnered \$600,000 in external grants & contracts, and collected \$65,000 in client fees. Along the way, he has developed a stellar program and professional reputation. With this brief nomination our committee respectfully submits Dr. Steven Klose for your consideration. We believe that no one is more deserving of the Epsilon Sigma Phi Early Career Award.