

## Dr. Dixie Watts Dalton

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### Education

- Ph.D., Economics, Duke University, Durham, NC, 1993
- M.S., Agricultural Economics, Virginia Tech, Blacksburg, VA, 1989
- B.S., Agricultural Economics, Virginia Tech, Blacksburg, VA, 1986

### Professional Experience

- Department of Agricultural and Applied Economics, Virginia Tech
  - *Associate Professor of Practice*, August 2021-present
  - *Agribusiness Concentration Chair*, Online Master of Agricultural and Life Sciences, August 2021-present
  - *Director, Center for Economic Education at Virginia Tech*, July 2023-present
- Southside Virginia Community College
  - *Dean of Humanities, Social Sciences, and Business*, November 2015-August 2021
  - *Program Director*, Agribusiness, August 2010-August 2021
  - *Professor*, Agribusiness, August 2010-October 2015
- Department of Agricultural and Applied Economics, Virginia Tech
  - *Adjunct Faculty*, August 2011 – August 2021
  - *Associate Professor*, May 1999-August 2010
  - *Chair*, Undergraduate Program, 2003-2008
  - *Assistant Professor*, July 1993-April 1999
- Duke University, *Instructor*, Institute of Statistics and Decision Sciences, Spring 1993

### Selected Awards

College of Agriculture and Life Sciences Alumni Organization (CALSAO), Distinguished Alumna-Academia, Department of Agricultural and Applied Economics Recipient, 2019  
Randolph-Henry FFA Honorary Chapter FFA Degree, 2016  
Virginia Agribusiness Council, Special Recognition of an Individual Award, 2015  
Virginia Farm Bureau Lady Leader, 2015  
Virginia Cooperative Council, Cooperative Education Leadership Award, 2013  
College of Agriculture and Life Sciences (CALS) Diversity Enhancement Award, 2009  
CALSAO, Faculty Service Award, 2009  
Virginia Farm Bureau Distinguished Service to Agriculture Award, 2008  
North American Colleges and Teachers of Agriculture, Teacher Fellow Award, 2008  
American Agricultural Economics Association Outstanding Teacher Award, More than Ten Years of Service, 2007  
National Outstanding Advisor Award, presented by Sigma Alpha professional sorority, 2005  
Professional Contribution by a Member Award, Association of Cooperative Educators, 2005  
Department of Agricultural and Applied Economics Outstanding Faculty Award, renamed the ***Dixie Watts Reaves Outstanding Faculty Award***, to be “bestowed upon outstanding faculty who reflect your drive and dedication to the student body and department,” presented by the Virginia Tech AgEcon/NAMA Club, 2004  
Virginia Tech Alumni Award for Excellence in Advising, 2003  
Virginia Tech Alumni Award for Excellence in Teaching, 2003  
Virginia Tech Academy of Teaching Excellence, 2003

CALS Academy of Teaching Excellence, 2001

Outstanding Faculty Member, AgEcon/NAMA Club, 1997-1998, 96-97, 95-96, 94-95

The University Affirmative Action Award, with the CALS Office of Academic Programs, 1996

### **Teaching Highlights**

Taught over 3,700 students in over 100 sections of the following courses:

#### ***Southside Virginia Community College***

AGR 143 Agribusiness Management and Finance, videobroadcast to multiple locations and dual enrollment (DE) at Randolph-Henry High School

AGR 144 Human Resources in Agriculture, videobroadcast and DE

AGR 231 Agribusiness Marketing, videobroadcast and DE

AGR 233 Professional Selling in Agriculture, DE

AGR 241 Agricultural Policy, videobroadcast hybrid with 50% online and 50% seated

BUS 100 Introduction to Business, seated at a single location

BUS 111 Supervision, hybrid with 50% online and 50% seated at a single location

BUS 298 Seminar and Project, online

ECO 201 Macroeconomics, videobroadcast and online sections

#### ***Virginia Tech***

AAEC 1005 Economics of the Food and Fiber System (Area 3 of the Virginia Tech Curriculum for Liberal Education [CLE])

AAEC 1005 Economics of the Food and Fiber System, online

AAEC 2424 Cooperatives and Their Impact on the Human Condition (Area 2 of CLE)

AAEC 2984 First Year Seminar

AAEC 3015 Internships in Ag Econ

AAEC 3016 Internships in Ag Econ

AAEC 3414 Farm, Cooperative, and Agribusiness Management

AAEC 3424 Food and Agribusiness Marketing Management

AAEC 3984 Cooperatives and Their Impact on the Human Condition, online

AAEC 4204 Food and Agricultural Policy

AAEC 4514 Advanced Agribusiness Marketing

AAEC 4984 Special Study in Marketing

AAEC 5034 Agribusiness Marketing Policy and Business Strategies, online

AAEC 5054 Strategic Agribusiness Management, online

AAEC 5074 Agricultural and Food Policy, online

### **Student Advising Highlights**

From August 2010 to August 2021, served as program chair for Southside Virginia Community College's agribusiness program

- arranged "labs": visits to farms and firms to allow students to see agribusiness in action and to gain exposure to the breadth and depth of career opportunities in the field
- coordinated internship placement
- obtained monetary support for overnight student attendance at Governor's Conference on Agricultural Trade and Virginia Farm Bureau annual convention
- partnered with Virginia Department of Education to deliver online courses for agriculture

teacher recertification

- worked with local high schools to offer dual enrollment agribusiness courses

During a term as Virginia Tech's Undergraduate AAEC Program Chair (2003-2008), provided leadership to undergraduate advising program, serving as Coordinating Counselor for the department and serving as academic advisor for approximately 75 students per year. In that role:

- provided leadership and oversight for curriculum development and revision
- assisted in scheduling departmental undergraduate classes
- provided insights to department head on administering shrinking teaching budget
- coordinated undergraduate program for 100+ majors
- coordinated \$25,000 to \$35,000 scholarship selection process annually
- co-led and led the department's formal internship program

### **Administration Highlights**

Beginning in August 2021, developed the agribusiness concentration for the Online Master of Agricultural and Life Sciences degree at Virginia Tech

- determined courses to be included in the concentration
- developed two new courses and navigated them through the governance approval process
- recruited, taught, and advised students

From November 2015 to August 2021, provided leadership to the division of Humanities, Social Sciences, and Business

- oversaw 15 to 24 full-time faculty and as many as 39 adjunct faculty each semester
- collaborated with faculty and other divisional deans to develop a non-conflicting master schedule
- led course and program curriculum development for the division
  - in collaboration with industry partners, led the development of a certificate in Substance Abuse Counseling, gaining approval at the college, local board, and state community college system level
  - in partnership with four-year educational institutions and local school divisions, made available courses for teacher credentialing and licensure; obtained grant funding for tuition cost-share for teachers enrolling in SVCC courses

As program chair (2010 to 2021) and professor (2010 to 2015) of agribusiness,

- developed the agribusiness specialization of the General Studies Associate of Arts and Sciences degree with particular attention to creating a seamless transfer to Virginia Tech's College of Agriculture and Life Sciences; shepherded the degree proposal through all levels of the curriculum approval process
- collaborated with Virginia Tech contacts to determine course equivalencies for classes in agricultural economics, animal and poultry sciences, and crop and soil environmental sciences
- developed agribusiness articulation agreement with Virginia State University
- developed and taught five agribusiness courses, including videobroadcasting courses to students at institutions in the agribusiness consortium; served as on-site coordinator for incoming videobroadcast courses from instructors at other agribusiness consortium colleges
- arranged industry and four-year university guest speakers for agribusiness classes
- partnered with local industry to create a formal internship program, receiving seed funding of \$10,000 supplemented by annual contributions to provide cost-share dollars to farms, businesses, and organizations who employ SVCC agribusiness interns

- developed agribusiness recruitment brochure; served as the face of the agribusiness program at college and career fairs, educational community events, civic organizations, and K-12 student groups
- drafted news releases of program accomplishments
- advised agribusiness students

### **Selected Publications Prior to Taking a 100% Teaching Position**

Reaves, Dixie Watts, Roger Hinson, and Mary Marchant, "Benefits and Costs of Faculty Participation in Extra and Co-curricular Activities," *NACTA Journal*, 54(1)(2010).

Rose, Nick\*, Elena Serrano, Kathy Hosig, Dixie Watts Reaves, Carola Haas, and Shelley Nickols-Richardson, "Changes in Self-Reported Dietary Intake Associated with Following a Local Food Diet," *Journal of Hunger and Environmental Nutrition*; 3(2/3)(2008):270-285.

Thornsbury, Suzanne, Roger Hinson, Lordes Martinez\*, and Dixie Watts Reaves, "Fresh Produce Intermediaries: Impacts of Change in Away-from-Home Food Markets and Trade Practices," *Choices* 21(4)(2006).

Nevitt, Jonathan, Bradford Mills, Dixie Watts Reaves, and George Norton, "Public Perceptions of Tobacco Biopharming," *AgBioForum* 9(2)(2006):104-110.

Stephenson, Kurt, Anya McGuirk, Tricia Zeh\*, and Dixie Watts Reaves, "Comparison of the Educational Value of Distance versus Traditional Classroom Instruction in Introductory Agricultural Economics," *Review of Agricultural Economics* 27(4)(2005):605-620.

Ellerbrock, Mike, Dixie Watts Reaves and Kurt Stephenson, "Managing the Shadow Species: Unfunded Mandates," Sponsored research report for the Virginia Department of Game and Inland Fisheries (2005), 40 pp.

Jenkins, Dylan\*, Jay Sullivan, Gregory S. Amacher, Niki S. Nicholas, and Dixie Watts Reaves, "Valuing High Altitude Spruce-fir Forest Improvements: Importance of Forest Condition and Recreation Ability," *Journal of Forest Economics*, 8(1)(2002):77-99.

Stephenson, Kurt, Harold Deskins\*, Anya McGuirk, and Dixie Watts Reaves, "Assessment of the Educational Value of Web-Based Instructional Tools for Introductory Agricultural Economics," *Review of Agricultural Economics*, Fall/Winter(2001):492-509.

Reaves, Dixie Watts, Randall Kramer, and Thomas P. Holmes, "Does Question Format Matter? Valuing an Endangered Species," *Environmental and Resource Economics*, 14(3)(1999):365-383.

Trupo, Paul\*, Luke A. Colavito\*, Dixie Watts Reaves, Charles W. Coale, Jr., and George W. Norton. "Agricultural Cooperation and Produce Marketing in Southwest Virginia," *Journal of Food Distribution Research*, XXIX(2)(1998):45-58.

Kohl, David M., Dixie Watts Reaves, Amanda Wilson\*, and Barbara Newton\*, "Database Marketing Management for Agricultural Lenders," *Journal of Agricultural Lending*, 11(4)(1998):40-45.

Mullen, Jeff\*, George Norton, and Dixie Watts Reaves, "Economic Analysis of Environmental Benefits of Integrated Pest Management," *Journal of Agricultural and Applied Economics* 29(2)(1997):243-253.

Kohl, David, Alex White, Dixie Reaves, Troy Wilson\*, and Amanda Wilson\*, "Working Smarter, Not Harder," *Journal of Agricultural Lending* 10(2)(1997):4-13.

Reaves, Dixie Watts, David M. Kohl, and Alex White, "Teaching Management for Diverse Agricultural Industries," *American Journal of Agricultural Economics*, 78(5)(1996):1228-1232.

Ellerbrock, Michael J. and Dixie Watts Reaves, "Moral Roots of Entrepreneurship: Some Epistemological Foundations," *The Journal of Private Enterprise* XII(1)(1996):153-168.

\*Student authors

### **Extension and Outreach Publications**

Reaves, Dixie Watts, Denise Mainville, and Karen Mundy. "Niches, Commodities, and You," *Horizons*, 18(4), July-August (2006), 3pp.

Reaves, Dixie Watts. "National Agri-Marketing Association Team Finds Success in Kansas City," *Farm Management Update*. June/July (2006).

Reaves, Dixie Watts. "A Post Tobacco Buyout Update," *Farm Management Update*. February/March (2006).

Reaves, Dixie Watts. "Some Implications of the Tobacco Buyout," *Farm Business Management Update*, February/March (2005).

Reaves, Dixie Watts. "Getting the Most out of the Tobacco Quota Buyout," *Farm Business Management Update*, June/July (2005).

Reaves, Dixie Watts. "Conference Held on Impacts of Tobacco Buyout," *Farm Business Management Update*, October/November (2005).

Reaves, Dixie Watts, "A Re-cap of the 2003 Growing Season and a Look Ahead for 2004: Buying Intentions, Three-year Average Exports, and Quota Rebound," *The Burley Tobacco Farmer*, March/April (2004), p. 22.

Reaves, Dixie Watts, "A Re-cap and a Look Ahead," *The Flue-cured Tobacco Farmer*, February (2004):229-230.

Reaves, Dixie Watts, "Tobacco Producers Face Another Difficult Year," *Farm Management Update*, February/March (2004).

Reaves, Dixie Watts, "Virginia Tech to Host National Cooperative Youth Conference," Farm Management Update, June/July (2004).

Reaves, Dixie Watts, "AgEcon/NAMA Club Offers Successful AgExperience for State Fairgoers in 2003," Farm Management Update, December (2003)/January (2004).

Reaves, Dixie Watts, "Virginia Tech Hosts the National Institute on Cooperative Education," Farm Management Update, August/September (2003).

Reaves, Dixie Watts, "National Agri-marketing Team Finds Success in San Diego," Farm Management Update, June/July (2003).

Reaves, Dixie Watts, "Decision-making under Continued Uncertainty," The Flue-cured Tobacco Farmer, January (2003), pp. 20-21.

Reaves, Dixie Watts, "A Recap and a Look Ahead," The Burley Tobacco Farmer, March/April (2003), p.22.

Reaves, Dixie Watts, Alyssa Ennis\*, and Jessica Hynson\*, "AgEcon/NAMA Club Offers Successful AgExperience for State Fairgoers in 2002," Farm Management Update, December (2002)/January (2003).

Reaves, Dixie Watts, "AgEcon/NAMA Club Auction Raises \$1,300 for Charity," Farm Management Update, June/July (2003).

Reaves, Dixie Watts. "Supplemental Challenges/Gains," The Burley Tobacco Farmer. March (2002), p. 23.

Reaves, Dixie Watts. "Supplemental Challenges and Gains," The Flue-Cured Tobacco Farmer. January (2002), p. 23.

Reaves, Dixie Watts. "Students/Faculty Participate in Exchange Program with University in South Africa," Farm Management Update, June-July (2002).

Reaves, Dixie Watts, Alyssa Ennis, and Allison McNett. "AgEcon/NAMA Club Continues to Provide 'AgExperience' for State Fairgoers," Farm Management Update, December (2001)-January (2002) pp. 11-12.

\*Student authors

### **Selected Presentations at Professional and Industry Meetings**

Dalton, Dixie Watts. "Opportunities for Teachers...and for Students," Virginia Association of Agricultural Educators Summer Conference, Blacksburg, VA, July 2023.

Dalton, Dixie Watts. "Agribusiness from A to Z: What's in it for Me?," Virginia 4-H Congress, Blacksburg, VA, June 2023 and June 2022.

Dalton, Dixie Watts. "Opportunities in Higher Education," Virginia Institute on Cooperative Education, Syria, VA, March 2023.

Dalton, Dixie Watts. "Agribusiness from A to Z: What's in it for You?," Halifax County High School FFA Banquet, South Boston, VA, April 2022.

Dalton, Dixie Watts. "Preparation for Higher Education Success," Virginia Institute on Cooperative Education, Syria, VA, March 2022.

Dalton, Dixie Watts. "Campus within Walls," presentation to Virginia Corrections partners in Southside Virginia Community College's prison education program, Alberta, VA, May 2021.

Dalton, Dixie Watts. "Marketing: Advertising and Promotion and So Much More!," Virginia Tech Extension Agent In-service, Zoom, March 2021.

Dalton, Dixie Watts and Jeff Parrish, Liz Parrish, and Eli Parrish. "Building the Plan," Virginia Agritourism Education Series, Zoom, June 2020.

Dalton, Dixie Watts. "Agritourism and the Economics of It All," Virginia Forestry Summit, Norfolk, VA, May 2019.

Dalton, Dixie Watts. "Building Bridges in our Business Classrooms through Active Learning," Virginia Community College System's New Horizons Conference, Roanoke, VA, April 2019.

Dalton, Dixie Watts. "Building the Plan," Virginia Agritourism Conference, Roanoke, VA, April 2019.

Dalton, Dixie Watts. "Agribusiness is Everybody's Business! Preparing Students for Their Next Chapter," Virginia Ag Teachers' Conference, Culpeper, VA, July 2016.

Dalton, Dixie Watts. "For the Love of Advocating for Agriculture," Virginia Farm Bureau Convention, Norfolk, VA, December 2015.

Dalton, Dixie Watts. "Advocates for Agriculture: How Do We Grow Stronger," Virginia Farm Bureau Women's Conference, Roanoke, VA, March 2015.

Dalton, Dixie Watts. "The Faces and Voices of Agriculture," Virginia Farm Bureau Women's Conference, Roanoke, VA, March 2015.

Dalton, Dixie Watts. "Marketing Considerations for the Nursery & Greenhouse Industry," Virginia Greenhouse Growers Association, Harrisonburg, VA, February 2014.

Dalton, Dixie Watts. "Developing a Pipeline of Agriculture Students: Developing and Nurturing a Two-Year Agribusiness Program," North American Colleges and Teachers of Agriculture annual conference, Blacksburg, VA, June 2013.

Dalton, Dixie Watts. "Who's Minding the Store? You Are!" National Institute on Cooperative Education, Blacksburg, VA, July 2012.

Dalton, Dixie Watts. "Who's Minding the Store? You Are!" National Institute on Cooperative Education, Indianapolis, IN, July 2011.

Reaves, Dixie Watts. "What's in a Name? Recruiting Today's Ag Econ Students," Agricultural and Applied Economics Association Annual Conference, Milwaukee, WI, July 2009.

Reaves, Dixie Watts and Terry Wildman. "Assessing the Effectiveness of Your Own Teaching," North American Colleges and Teachers of Agriculture Annual Conference, Stillwater, OK, June 2009.

Reaves, Dixie Watts, and Mary Marchant. "Assessing Communication Skills: The ViEWS (Visual Expression, Written, and Spoken) from Virginia Tech," poster presentation, North American Colleges and Teachers of Agriculture Annual Conference, Stillwater, OK, June 2009.

Reaves, Dixie Watts. "Reeling Them In: Recruiting the Next Generation of Cooperators," Cooperative Communicators Association, Portland, ME, June 2008.

Reaves, Dixie Watts. "Teaching Tips: They don't care how much you know until they know how much you care", TLC Track Session, Agricultural and Applied Economics Association Annual Meeting, Orlando, FL, July 2008.

Reaves, Dixie Watts. "Learning Outcomes and Assessment: the View from the Department," TLC Track Session, Agricultural and Applied Economics Association Annual Meeting, Orlando, FL, July 2008.

Reaves, Dixie Watts and Mary A. Marchant. "First Year Seminars: An Innovative Teaching Approach to Enhance Student Retention," North American Colleges and Teachers of Agriculture annual meeting, Urbana-Champaign, IL, June 2007.

Reaves, Dixie Watts. "Post Buyout Update & Survey Results: Virginia," Tobacco Workers Conference, Charleston, SC, January 2006.

Reaves, Dixie Watts. "Producer-Buyer Relationships in a Post-Buyout Era: the Virginia flue-cured perspective," Tobacco Workers Conference, Charleston, SC, January 2006.

Reaves, Dixie Watts, "Who's Minding the Store? You Are!" National Institute on Cooperative Education, Shippensburg, PA, July 2006.

Reaves, Dixie Watts, "Cooperatives' Potential Contributions to Food Safety and Market Enhancement," Southern Agricultural Economics Association annual conference, Little Rock, AR, February 2005.

Reaves, Dixie Watts and Roger Hinson. "Assessing the Benefits and Costs of Extra- and Co-curricular Activities for Undergraduate Students in Agricultural Economics," North American Colleges and Teachers of Agriculture annual conference, Wooster, OH, June 2005.



Reaves, Dixie Watts, "Who's Minding the Store? You Are!" National Institute on Cooperative Education, Lexington, KY, July 2005.

Reaves, Dixie Watts. "A Comparative Analysis of Food Marketing Cooperatives in Spain and the U.S.," Food Distribution Research Society, Morro Bay, CA, October 2004.

Reaves, Dixie Watts. "Connecting with Youth: the National Institute on Cooperative Education," Association of Cooperative Educators Conference, Montreal, Quebec (Canada), August 2004.

Reaves, Dixie Watts. "Higher Education 101: All I Ever Needed to Know about Life after High School," National Institute on Cooperative Education, Blacksburg, VA, July 2004.

Reaves, Dixie Watts. "Who's Minding the Store? You Are!" National Institute on Cooperative Education, Blacksburg, VA, July 2004.

Reaves, Dixie Watts, "A Comparison of Cooperative Successes in the United States and Spain," Food Distribution Research Society International Symposium, Valencia, Spain, June 2004.

Reaves, Dixie Watts, "Consumer Survey Response on Genetically Modified Rice: Preliminary Results," Southern Agricultural Economics Association Annual Meeting, Tulsa, OK, February 2004.

Reaves, Dixie Watts, "Virginia's Use of Master Settlement Agreement Funds," Tobacco Workers' Conference, Nashville, TN, January 2004.

Reaves, Dixie Watts (presenter) and Charlie Coale, Jr., "Internships in AgEcon at Virginia Tech," poster presentation, North American Colleges and Teachers of Agriculture Annual Conference, San Luis Obispo, CA, June 2003.

Reaves, Dixie Watts. "An American Agricultural Perspective: A Personal View," Young Farmers' World Congress, Bloemfontein, South Africa, February 2002.

Reaves, Dixie Watts. "Virginia Situation and Outlook: Indemnification, Revitalization, and Supplemental Enterprises," Tobacco Workers' Conference, Pinehurst, NC, January 2002.

Reaves, Dixie Watts. "Use of Tobacco Settlement Payments in Virginia," panelist presentation, Tobacco Workers' Conference, Pinehurst, NC, January 2002.

Crouse, Tricia\* (presenter), Kurt Stephenson, and Dixie Watts Reaves. "Comparison of the Educational Value of Distance-Delivered versus Traditional Classroom Instruction in a Principles of Microeconomics Course," Southern Agricultural Economics Association Annual Meeting, Orlando, FL, February 2002.

Reaves, Dixie Watts. "Cooperatives and the Human Condition: A Course for the University Core Curriculum," NCR-194 Annual Meeting, Las Vegas, NV, October 2001.

Young, Micki\* (presenter), Eluned Jones, Dixie Watts Reaves, and Tamim Younos, "Small Water Systems: A Case Study," NCR-194 Annual Meeting, Las Vegas, NV, October 2001.

Reaves, Dixie Watts. "Higher Education 101: All I Ever Needed to Know about Life after High School," National Institute on Cooperative Education, Atlanta, GA, July 2001.

\*Student presenters

### **Presentations to Community and Civic Organizations**

Dalton, Dixie Watts. "Food for Thought: Happy National Agriculture Month!," Lunenburg County Chamber of Commerce, Kenbridge, VA, March 2019.

Dalton, Dixie Watts. "Agribusiness: Our Number One Industry," Brunswick County Agri-Timber Conference, Lawrenceville, VA, February 2019.

Dalton, Dixie Watts. "Challenges and Opportunities for Today's Food and Agricultural Industry," Halifax County Farm Bureau Annual Meeting, South Boston, VA, September 2018.

Dalton, Dixie Watts. "G R A D U A T E," message delivered on Graduate Day at Oakland Baptist Church, Kenbridge, VA, May 2018.

Dalton, Dixie Watts. "Marketing and Pricing Options for Your Products: Insights and Considerations," Brunswick County Extension Meeting, Lawrenceville, VA, March 2018.

Dalton, Dixie Watts. "SVCC Programs and Activities," Leadership Farmville, Farmville, VA, March 2016.

Dalton, Dixie Watts. "What Can SVCC Do For You?," Brunswick County Chamber of Commerce, Lawrenceville, VA, September 2016.

Dalton, Dixie Watts. "The Importance of our Ag Industry and Everyone In It!," VT CALS Staff Workshop, Blacksburg, VA, July 2016.

Dalton, Dixie Watts. "SVCC Programs 101," SVCC Summer Orientation, Keysville, VA, July 2016.

Dalton, Dixie Watts. "Agribusiness is Everybody's Business: How Is It Yours?," South Hill Rotary Club, March 2016.

Dalton, Dixie Watts. "Where Does My Chocolate Chip Cookie Come From?," Farm and Family Fun Day, Blackstone, VA, September 2014.

Dalton, Dixie Watts. "The Importance of Agriculture and our Tobacco Heritage," LEAD Virginia, Halifax, VA, May 2013.

Dalton, Dixie Watts. "Agribusiness in Action in Southside Virginia," Emporia Rotary, Emporia, VA, January 2013.

Dalton, Dixie Watts. "Agribusiness in Action in Southside Virginia," Lawrenceville Rotary, Lawrenceville, VA, November 2012.

Dalton, Dixie Watts. "Lunenburg County Farm Bureau," Lunenburg County Farm Bureau, Victoria, VA, October 2012.

Dalton, Dixie Watts. "Agribusiness in Action in Southside Virginia," Dundas Ruritans, Dundas, VA, October 2012.

Dalton, Dixie Watts. "Agribusiness is Everybody's Business: How is it Yours?" Master Teacher Seminar, Hampden-Sydney, VA, June 2012.

Dalton, Dixie Watts. "Agriculture's Continued Importance in Southside Virginia," Mecklenburg County Agriculture Advisory Committee, South Hill, VA, June 2012

Dalton, Dixie Watts. "You say, 'Agribusiness is Everybody's Business:' How is it Mine?" Keysville Ruritans, Keysville, VA, May 2012.

Dalton, Dixie Watts. "Agriculture's Role in Southside Virginia," Dundas Ruritans, Dundas, VA, July 2011.

Dalton, Dixie Watts. "Agriculture and Economics," Robious Middle School, Mechanicsville, VA, April 2010.

Dalton, Dixie Watts. "Utilizing Case Studies as a Problem-solving Tool," Virginia Cooperative Council Youth Leadership Conference, Syria, VA, March 2010.

Dalton, Dixie Watts. "Tips on Higher Education," Virginia Cooperative Council Youth Leadership Conference, Syria, VA, March 2010.

Dalton, Dixie Watts. "Cooperative Education in Virginia," Virginia Cooperative Council Annual Meeting, Syria, VA, March 2010.

Reaves, Dixie Watts. "Cooperative Education Partnerships in Virginia," Virginia Council of Farmer Cooperatives Annual Meeting, Syria, VA, March 2009.

Lytton, Ruth H. and Dixie Watts Reaves, "Keys to a Successful Internship," CALS Poster Session on Innovative Teaching, Blacksburg, VA, September 2008.

Reaves, Dixie Watts. "What is Agribusiness?" Fuqua School Agricultural Science class, Farmville, VA, April 2008.

Reaves, Dixie Watts. "Cooperative Education Update," Virginia Council of Farmer Cooperatives Annual Meeting, Syria, VA, March 2008.

Reaves, Dixie Watts. "Reflections from a Lunenburg County Farm Girl: Agriculture's Future Role," Dundas Ruritan Club, Dundas, VA, May 2008.

Reaves, Dixie Watts. "Scholarships, Internships, and Research: Endless Opportunities," Virginia Tech Minorities in Agriculture, Natural Resources and Related Sciences Chapter, Blacksburg, VA, November 2008.

Reaves, Dixie Watts. "Southern Virginia's Agricultural Economy: Transitioning for the Future," LEAD Virginia, Gretna, VA, May 2008.

Reaves, Dixie Watts. "Southern Virginia's Agricultural Economy: Transitioning for the Future," LEAD Virginia, Chatham, VA, May 2007.

Reaves, Dixie Watts, "Higher Education Opportunities," Virginia Council of Farmer Cooperatives Youth Leadership Conference, Syria, VA, March 2006.

Reaves, Dixie Watts, "What is a Case Study & How Do I Analyze it?" Virginia Council of Farmer Cooperatives Youth Leadership Conference, Syria, VA, March 2006.

Reaves, Dixie Watts. "Southern Virginia's Agricultural Economy: Impacts of the Tobacco Buy-out", LEAD Virginia, Halifax, VA, May 2006.

Reaves, Dixie Watts, "Matching Students to Industry Jobs," State Feed Association Annual Meeting, Roanoke, VA, February 2006.

Reaves, Dixie Watts, "Cooperative Education," Virginia Council of Farmer Cooperatives Annual Meeting, Syria, VA, March 2005.

Reaves, Dixie Watts, "How to Analyze a Case Study," Virginia Council of Farmer Cooperatives' Youth Leadership Conference, Syria, VA, March 2005.

Reaves, Dixie Watts, "Higher Education Opportunities," Virginia Council of Farmer Cooperatives Youth Leadership Conference, Syria, VA, March 2005.

Reaves, Dixie Watts, "Postcards from the Journey," Commencement Address, Fuqua School, Farmville, VA, June 2004.

Reaves, Dixie Watts, Rose Bradshaw\*, Becky Ford\*, Leslie Funkhouser\*, Thomas Henley\*, Jonathan Hudson\*, and Aaron Shelor\*, "Grab'em-n-Go Nuts," marketing plan presentation to the board of directors of Hubbards Peanut Company, Franklin, VA, May 2004.

Reaves, Dixie Watts, "Into Africa: An Educational Journey," Charlotte County Ruritans, Keysville, VA, May 2004.

Reaves, Dixie Watts, "Creating a Caring Community in Agricultural Economics: from Recruitment to Graduation," Forum on Virginia Tech's Core Curriculum, Blacksburg, VA, April 2004.

Reaves, Dixie Watts, "VCFC & VT AgEcon: A Shining Example of a Partnership that Works!" Virginia Council of Farmer Cooperatives, Syria, VA, March 2004.

Reaves, Dixie Watts, "The Pursuit of Lifelong Learning," Virginia Council of Farmer Cooperatives Youth Leadership Conference, Syria, VA, March 2004.

Reaves, Dixie Watts, "Einstein's Dreams: The VT Common Book Experience," Parents' Day Weekend presentation, Blacksburg, VA, October 2003.

Reaves, Dixie Watts, "Cooperative Education at Virginia Tech: An Update," Virginia Council of Farmer Cooperatives Board Meeting, Richmond, VA, October 2003.

Reaves, Dixie Watts, "Creating Intentional Learners Through the Use of an Electronic Portfolio," Center for Excellence in Undergraduate Teaching Workshop, Blacksburg, VA, October 2003.

Reaves, Dixie Watts and Dwight Barnette, "The Education of Every Virginia Tech Student," presentation to parents attending Virginia Tech Orientation, Blacksburg VA, Monday through Thursday nightly, July 2003.

Reaves, Dixie Watts, "Utilizing Your Sphere of Influence: Development of the Whole Person," Fuqua School Faculty Development Workshop, Farmville, VA, January 2003.

Reaves, Dixie Watts and Ron Daniel, "Curriculum Reform at Virginia Tech," Virginia Tech, Blacksburg, VA, January 2003.

Reaves, Dixie Watts, "The Pursuit of Lifelong Learning," Virginia Council of Farmer Cooperatives Youth Leadership Conference, Syria, VA, March 2003.

Reaves, Dixie Watts, "Into Africa: An Educational Journey," ACCESS VA Summer Camp, Blacksburg, VA, July 2002.

Reaves, Dixie Watts, Dwight Barnette, and Ron Daniel, "The Education of Every Virginia Tech Student," presentation to parents attending Virginia Tech Orientation, Blacksburg, VA, Monday through Thursday nightly, July 2002.

Reaves, Dixie Watts, "Educating the Whole Person," Alpha Delta Kappa, Farmville, VA, November 2002.

Reaves, Dixie Watts, and Emily Wilkinson Stallings, "Appreciating Cultural Diversity in the Classroom: A Guide to Creating a Welcoming Environment," College of Agriculture and Life Sciences Academy of Teaching Excellence, Blacksburg, VA, May 2002.

Reaves, Dixie Watts, Margaret Hable, Jane Abraham, Kari Babski-Reeves, and Emily Wilkinson Stallings. "Integrating Appreciation of Cultural Diversity into Teaching: A Guide to Creating a Welcoming Environment," Virginia Tech Center for Excellence in Undergraduate Teaching Workshop, Blacksburg, VA, April 2002.

Reaves, Dixie Watts, "Pursuing Higher Education," VCFC Youth Leadership Conference, Syria, VA, March 2002.

Reaves, Dixie Watts, "Utilizing Youth Education Programs as Marketing Tools for the Faculty of Natural and Agricultural Sciences," University of the Free State, Bloemfontein, South Africa, March 2002.

Reaves, Dixie Watts, "Cooperatives: Key to a Competitive Agricultural Industry?" University of the Free State, Bloemfontein, South Africa, February 2002.

## **Selected Service**

### ***Service to the Academic Community***

- Agriculture Advisory Committee, Virginia State University School of Agriculture, 2011-2015
- Agriculture Advisory Committee, Mecklenburg County Public Schools, 2011-2015

### ***Service to the Agricultural Industry***

- State Fair of Virginia (former and current ownership) Board of Directors/Youth Development Board, 2009-2011, 2013-present; Scholarship Committee, 2010-2011 (Chair), 2013-present
- Colonial Farm Credit, Scholarship Selection Committee, 2012-2014, 2022
- Colonial Agricultural Educational Foundation, Board of Directors, 2013-present, President, 2019-present
- Women's Committee Chair, Lunenburg County Farm Bureau, 2011-2015
- Scroggs/Raper Scholarship Selection Committee, 2011-present
- Buy Fresh, Buy Local Steering Committee, 2012
- Virginia Cooperative Council (VCC) (formerly Virginia Council of Farmer Cooperatives), Education/Research Committee, 1995 – 2012, 2022
- VCC Youth Conference Planning Committee, 1995 - 2012
- Virginia Farm Bureau Public Director (Apple Marketing Committee), 2002 - 2011
- Agribusiness Council External Relations Committee, 2007 - 2010
- National Institute on Cooperative Education Planning Committee, 1998-2012
- eXtension Cooperatives Community of Practice Leadership Team, 2009-2011

### ***Service to Academic Associations***

- Southern Association of Colleges and Schools Commission on Colleges (SACCOC) Review Team, Ashland Community and Technical College, 2017
- North American Colleges and Teachers of Agriculture (NACTA) Teaching Improvement Committee, 2004-present
- Agricultural and Applied Economics Association (AAEA) Teaching Award Selection Committee, 2007-2010
- AAEA Topic co-leader, 2008-2010
- Southern Agricultural Economics Association Teaching Award Selection Committee, 2002-2004

### ***Service to the Virginia Community College System***

- State Committee on Transfer, 2019-2021
- Adjunct Faculty Evaluation Taskforce, 2017-2018

- General Education Taskforce, 2018

#### ***Service to Southside Virginia Community College***

- Curriculum Committee, 2015-2021
- Administrative Council, 2015-2021
- Grants Council, 2016-2021
- Quality Enhancement Plan Committee, 2016-2021
- Website Committee, 2018-2021
- Ad Astra Predictive Analytics Team Lead, 2018-2021
- Acalog Catalog Team Lead, 2018
- Graduation Committee, 2015-2018
- Campus Council, 2016-2018
- Advising Taskforce, 2016-2017
- Honors Committee Chair, 2016
- Faculty Rewards and Recognition Committee, 2013-2017
- Dean's Search Committee, 2012
- Academic Advising Committee, 2012-2021
- Ad hoc Faculty Grievance Committee, 2012-2015
- Green Committee, 2012-2021
- Taste of Brunswick Festival Planning Committee, 2011-2017
- Horton Honors Scholarship Selection Committee, 2010

#### ***Service to Virginia Tech***

- Virginia Tech College of Agriculture and Life Sciences Alumni Organization Board, 1999-present
  - Past President, President, Vice President, 2014-2019
  - Scholarship Committee, 2010-present
- Member, College of Agriculture and Life Sciences Governance Committee, 2022-present
- Member, Online Master of Agricultural and Life Sciences Curriculum Committee, 2021-present
- Chair, Agribusiness Instructor Search Committee, 2023
- Co-chair, Agribusiness Instructor Search Committee, 2022
- Member, Kohl Chair Search Committee, 2023
- Mentor, Bridge Experience Program, 2023
- Flexible Teaching Faculty Fellows, Technology-enhanced Learning and Online Strategies, 2023
- Member, Agricultural Technology Instructor Search Committee, 2022
- Member, College of Agriculture and Life Sciences Instructor Promotion Committee, 2021-present
  - Chair, 2022-2023
  - Secretary, 2021-2022
- Member, Departmental Professional MS Committee, 2021-present
- Member, Departmental Teaching Innovation and Effectiveness Committee, 2022-present
- Member, Departmental Communications Committee, 2021-2022
- Member, Departmental Marketing and Communications Search Committee, 2021
- College of Agriculture and Life Sciences (CALS) Outstanding Senior Selection Committee, 2010
- Office of International Research, Education, and Development Search Committee, 2010
- Agribusiness Management Instructor Search Committee, 2009
- Departmental Governance Committee, 2004-2009

- Assistant Provost Search Committee, 2005
- Department Head Search Committee, 2005
- Department Head Advisory Committee, 1999-2003
- Alumni Relations and Development Committee, 1995-2005
- Undergraduate Program Chair and CALS Coordinating Counselor, 2003-2008
- Director of Processions, University Commencement Committee, 2002-2008
- Faculty Honorifics Committee, 2004-2009
- Center for Excellence in Undergraduate Teaching Associate, 2004
- University Athletic Committee, 2004-2007
- University Advisory Council on Strategic Budgeting and Planning, 1998-2001
- Treasurer, President-elect, President, and Past-president, College of Agriculture and Life Sciences Faculty Association, 1997-2000
- Rec Sports Advisory Committee, 2006-2009

#### ***Service to Students***

- Agricultural and Applied Economics team member, Bridge Experience, 2022-present
- Governor's School of Southside Virginia, project mentor, 2019-2020
- SVCC Honors Program, project mentor, 2014
- Co-advisor, AgEcon/NAMA Club, 1994-2008
- Advisor, Sigma Alpha, 1993-2008
- Co-advisor, National Agri-marketing Association (NAMA) competition team, 1994-2006
- College of Agriculture and Life Sciences Spring Commencement Orator, Department of Agricultural and Applied Economics, 2003-2010
- College of Agriculture and Life Sciences Fall Commencement Orator, College of Agriculture and Life Sciences, 2008-2009
- Intramural sports manager, coach, and player, softball and flag football teams with student teammates, 1994-2010

#### ***Contributions to Diversity, Equity and Inclusion***

- Member, SVCC's Equity, Diversity, and Inclusion Committee, 2015-2021
- Center for Excellence in Undergraduate Teaching (CEUT) Faculty Study Group, the Integrators, a multi-year study group to study diversity issues and to determine ways to help all students feel welcome in VT classrooms; drafted a document and presented on-campus workshops and presentations, as well as a presentation at the Multicultural Drive-in Conference in Roanoke, at the invitation of then Vice-President for Multicultural Affairs, Ben Dixon, 2002
- McNair Scholars Advisory Board, 2003 - 2010
- Co-founder and co-advisor, Virginia Tech Chapter of Minorities in Agriculture, Natural Resources, and Related Sciences (MANRRS), 1995-2005
- Planning Committee, MANRRS National Conference, Roanoke, VA, 2000
- Mentor, Multicultural Academic Opportunities Program (MAOP) Summer Research Program, 1999, 2000