

## MARY A. MARCHANT, Ph.D.

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<https://aaec.vt.edu/people/faculty/marchant-mary.html>

### EDUCATION

#### University of California, Davis

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|---|-------------|
| • Agricultural Economics                          | Ph.D., 1989 |
| • Economics                                       | M.A., 1982  |
| • Urban and Regional Planning and Policy Analysis | B.Sc., 1979 |

### EXPERIENCE

#### Virginia Tech (VT)

- 2006 – present: Professor, Department of Agricultural and Applied Economics
- 2006 – 2008: Associate Dean and Director of Academic Programs, College of Agriculture and Life Sciences

#### University of Kentucky (UK)

- 1989 – 2006: Department of Agricultural Economics
- 2003 – 2006: Professor, International Trade/Agricultural Marketing
- 2005 – 2006: Director of Undergraduate Studies
- 2002 – 2006: Faculty Affiliate, UK Women's Studies Program
- 1995 – 2003: Associate Professor, Agricultural Economics
- 1989 – 1995: Assistant Professor, Agricultural Economics
- 1998: **Fulbright Distinguished Chair, Università' degli Studi della Tuscia, Viterbo, Italy**

### SELECTED HONORS AND AWARDS

- Co-editor, "Agricultural Market Response to COVID-19," *Choices*, 2021.
- Featured Teacher, VT Center for Excellence in Teaching and Learning, 2021 and 2015/16.
- **Agricultural and Applied Economics Association (AAEA) 2021 Outstanding Choices Article:** "The 2018-2019 Trade Conflict: A One-Year Assessment and Impacts on U.S. Agricultural Exports" by J. Grant, S. Arita, C. Emlinger, S. Sydow and M. A. Marchant. *Choices*. 2019.
- **AAEA 2019 Quality of Communication Award**, co-editors M.A. Marchant and H. H. Wang, "U.S.-China Trade Dispute and Potential Impacts on Agriculture" *Choices* 2018.
- Editor, "U.S. Commodity Markets Respond to Changes in China's Ag Policies" *Choices* 2017.
- **Lifetime Achievement Award**, *Southern Agricultural Economics Association (SAEA)*, 2014.
- Co-editor, *Journal of Agricultural and Applied Economics*, 2010 - 2013.

- **AAEA-China section, Best Paper**, 2012.
- International Association of Agricultural Economists (IAAE)—Elected U.S. Board member, 2006 - 12.
- *VT Alumni Award for Excellence in International Research*, 2010.
- **Association of Public and Land-grant Universities (APLU), Board on Agriculture Assembly, Academic Programs Section: Leadership and Service Award**, 2006 - 2008.
- Co-Editor, *AgBioForum: The Journal of Agrobiotechnology Management and Economics*.
- “Special Issue: Agricultural Biotechnology in China,” 5:4 (2002), 178 pages.
- National Research Initiative Competitive Grants Program, appointed Panel Manager, USDA-Cooperative State Research, Education and Extension Service (USDA-CSREES), 1999-2000.
- **AAEA, Distinguished Teaching Award for Less than 10 Years’ Experience**, 1999.
- **Advisor to AAEA-undergraduate academic bowl winning team**, 1996 and 1997.

### EXTRAMURAL FUNDING

Awarded over \$4.5 million in external funding, including two USDA Agriculture and Food Research Initiative (AFRI) grants and five competitive National Research Initiative (NRI) grants. Selected grants include

2021 - 2023, USDA-FAS. “Non-Tariff Measures and U.S. and Global Agricultural Trade: Developing a Framework for Analysis,” Principal Investigator (PI): J. Grant; Center for Ag. Trade Co-PIs: C. Emlinger, **M. Marchant** and D. Orden; subcontractor: J. Beghin. **\$200,000**.

2018 - 2021, **AFRI-USDA-NIFA**, “Effects of Contested Regulatory Measures on U.S. & Global Ag. Trade,” Project Director (PD): J. Grant; co-PDs D. Orden, E. Peterson and **M. Marchant**. **\$337,612**.

2014 - 2018, **AFRI-USDA-NIFA** “Expanding U.S. Market Access in China’s Evolving Ag. and Trade Policy Environment,” PD: **M. Marchant**; co-PDs J. Hansen & F. Tuan. **18% funding rate. \$492,316**.

2016 - 2017, VT-Institute for Society, Culture, and Environment Scholars Program, “The Impact of Diversifying **China’s** Global Agri-Food Suppliers on U.S. Exports,” seed grant, PD: **M. Marchant**; co-PDs post-doc M. Hejazi\* and graduate students J. Zhu\* and W. Zhang.\* **\$19,728**.

2006 - 2014, *Higher Education Programs-USDA-NIFA*, “Food and Agricultural Education Information System (FAEIS),” PD: **M. Marchant**, co-PDs: E. Smith, E. Vance, T. Mack, D. Sutphin. This nationwide database tracks student enrollment, degrees awarded and job placement by **gender, race and major**, as well as faculty counts and salaries in colleges of agriculture and related sciences for over 200 higher education institutions. **\$2,188,258**.

2007-11, “USDA Scholars Program—Innovations in Undergraduate Research.” Funded by USDA-NIFA Higher Education Challenge Grants Program. PD: D. Good, co-PDs: C. McIntyre and **M. Marchant**. **\$139,097**.

2005 - 2010, **National Research Initiative (NRI) Competitive Grants Program, USDA-CSREES**, “Agrobiotechnology in **China**” PD: Marchant; co-PDs Kalaitzandonakes, Tuan & Lin. **[Only 5 of 71 proposals (7 percent) funded]. \$302,000**.

2001 - 2004, **NRI, USDA-CSREES**, “Exporting U.S. Livestock Products to **China**,” PI: **Marchant**, NRI subcontract from North Carolina A&T. **\$50,000**.

## TEACHING EXPERIENCE

Taught 16 unique courses to nearly 3,000 students. See above for teaching awards. Courses taught since 2018 include ), AAEC 3504 “Agricultural Marketing” (3 credits; 345 students), AAEC 3024 “Monetary and Global Issues” (3 credits; 77 students), AAEC 5004 “Professional Ethics and Expectations” (1 credit; 23 students) and AAEC 6004 “Communication and Engagement-Success in Academia” (1 credit; 36 students).

## CAREER HIGHLIGHTS, PUBLICATIONS AND PRESENTATIONS

Career highlights include:

- **AAEA Outstanding Choices article**
- **AAEA Quality of Communication Award**
- **AAEA Distinguished Teaching Award**
- **Fulbright Distinguished Chair Scholar**
- **SAEA “Lifetime Achievement Award”**
- Co-editor of the *Journal of Agricultural and Applied Economics*, sole author of one book, seven edited journal volumes/conference proceedings, sole/co-authored over 80 journal articles/refereed publications, including four articles in the *American Journal of Agricultural Economics*.
- **China research results** include four highly competitive USDA AFRI and NRI grants totaling nearly \$1 million; editor of three volumes on China—two in *Choices* culminating in one receiving the 2019 AAEA Quality of Communication Award and one in *AgBioForum*—an additional co-authored article awarded the 2021 AAEA Outstanding *Choices* article; author of 27 journal articles/refereed publications on China; and (co-) presenter as part of our China research team of 36 national and international presentations including at the 2018 Chinese Agricultural Outlook conference in Beijing, Nanjing Agricultural University, Shanghai Jiao Tong University, and in Wuhan in addition to presentations on China at the triennial meetings of the International Association of Agricultural Economists—Vancouver, Milan, Australia.
- Presented approximately 175 invited and selected scientific presentations at international, national and regional agricultural economics meetings, including seven presentations at the *International Association of Agricultural Economists’* triennial meetings.

**Selected Refereed Publications**—Since 2017; \* denotes current or former graduate student

- Balagtas, Joseph V., Joseph Cooper, and **Mary A. Marchant**, editors, Quarter 3, 2021. “Agricultural Market Response to COVID-19” Theme Issue, *Choices*. Available online: <https://www.choicesmagazine.org/choices-magazine/theme-articles/agricultural-market-response-to-covid-19>
- Grant, J., S. Arita, C. Emlinger, S. Sydow and **M.A. Marchant**. Quarter 4, 2019. “The 2018 - 2019 Trade Conflict: A One-Year Assessment and Impacts on U.S. Agricultural Exports.” *Choices*. **2021 AAEA Outstanding Choices article**. Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/the-economic-impacts-of-trade-retaliation-on-us-agriculture-a-one-year-review/the-20182019-trade-conflict-a-one-year-assessment-and-impacts-on-us-agricultural-exports>
- Zhang, W.\* and **M.A. Marchant**. 2019. “**U.S.-China** Sorghum Trade Analysis Within the

Trade Conflict: Growth, Trends & Forecast." *Journal of Management Policy & Practice*. 20(5):80-100.

- Song, B.\* and **M.A. Marchant**. 2019. "Enhancing Student Learning Using an International Trade Simulation Project." *North American Colleges and Teachers of Agriculture (NACTA) Journal*- Special Issue "Engaging Students in Global Agriculture." 63(1a):94-98.
- Hejazi, M.,\* **M.A. Marchant**, J. Zhu\* and X. Ning.\* 2019. "The Decline of U.S. Export Competitiveness in the **Chinese** Meat Import Market." *Agribusiness: An International Journal* Special Issue "The Twenty-First Century Agribusiness in China." 35(1):114-126. <https://doi.org/10.1002/agr.21588>
- **Marchant, M.A.**, and H.H. Wang, co-editors. 2018. "**U.S.-China** Trade Dispute and Potential Impacts on Agriculture" Theme Issue, *Choices*. Volume 33, Quarter 2. **2019 AAEE Quality of Communication Award**. Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/us-china-trade-dispute-and-potential-impacts-to-agriculture>
- Hansen, J., **M.A. Marchant**, W. Zhang,\* and J. Grant. 2018. "Upheaval in **China's** Imports of U.S. Sorghum." *Choices*. Volume 33, Quarter 2. Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/us-china-trade-dispute-and-potential-impacts-to-agriculture/upheaval-in-chinas-imports-of-us-sorghum>
- **Marchant, M.A.**, editor. 2017. "Theme Overview: U.S. Commodity Markets Will Respond to Changes in **China's** Ag Policies." *Choices*. Quarter 2. Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/us-commodity-markets-respond-to-changes-in-chinas-ag-policies/theme-overview-us-commodity-markets-respond-to-changes-in-chinas-ag-policies>
- Hejazi, M.\* and **M.A. Marchant**. 2017. "**China's** Evolving Agricultural Support Policies." *Choices*. Quarter 2. Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/us-commodity-markets-respond-to-changes-in-chinas-ag-policies/chinas-evolving-agricultural-support-policies>
- Hanson, J., **M.A. Marchant**, F. Tuan, and A. Somwaru. 2017. "U.S. Agricultural Exports to **China** Increased Rapidly Making China the Number One Market." *Choices*. Quarter 2. Available online: <http://www.choicesmagazine.org/choices-magazine/theme-articles/us-commodity-markets-respond-to-changes-in-chinas-ag-policies/us-agricultural-exports-to-china-increased-rapidly-making-china-the-number-one-market>

## Selected Refereed Publications—Other significant publications:

### Journal Articles:

- Xie, Chaoping\* and **Mary A. Marchant**. 2015. "Supplying **China's** Growing Appetite for Poultry," *International Food and Agribusiness Management Review (IFAMR)*. Vol. 18-- Special Issue A: pp. 115-136. Available online: [http://aaec.vt.edu/content/dam/aaec\\_vt\\_edu/people/faculty/URLs/marchant/Marchant-ChinaPoultry.pdf](http://aaec.vt.edu/content/dam/aaec_vt_edu/people/faculty/URLs/marchant/Marchant-ChinaPoultry.pdf)
- **Marchant, Mary A.** 2014. "Innovative Teaching Methods: Evolutions Spanning a 25 Year Career," *Journal of Agricultural and Applied Economics*. 46:3(Aug.):327-337. **SAEA Lifetime Achievement Award**. Available online: <http://ageconsearch.umn.edu/bitstream/183109/2/jaae463life2b.pdf>
- Chen, Wei,\* **Mary A. Marchant** and Andrew Muhammad. 2012. "**China's** Soybean Product Imports: An Analysis of Price Effects using a Production Systems Approach," *China Agricultural Economic Review*, 4:4(Nov.):499-513. Available online: <http://www.emeraldinsight.com/doi/abs/10.1108/17561371211284849>
- Tuan, Francis, James Hansen, Agapi Somwaru, **Mary A. Marchant**, Nicholas Kalaitzandonakes, Funing Zhong. "Hypothetical Commercialization of Biotech Soybeans in

- China:** Impacts on Domestic Markets and International Trade Effects." *Journal of Life Sciences*. 4:3(2010):52-60.
- Song, Baohui,\* **Mary A. Marchant**, and Michael R. Reed. "Competitive Analysis and Market Power of **China's** Soybean Import Market." *International Food and Agribusiness Management Review*. 12:1(2009). On web: <http://purl.umn.edu/53744>
  - Zhuang, Jun,\* **Mary A. Marchant**, Sue E. Nokes, and Herbert J. Strobel. "Economic Analysis of Cellulase Production Methods for Bio-ethanol: Comparison of Liquid versus Solid State Cultivation Approaches." *Applied Engineering in Agriculture*. 23:5(Oct. 2007):679-87. On web: [http://www.eng.buffalo.edu/~jzhuang/Papers/Zhuang\\_AEA\\_2007.pdf](http://www.eng.buffalo.edu/~jzhuang/Papers/Zhuang_AEA_2007.pdf)
  - Peng, Xuehua,\* **Mary A. Marchant**, Xiang Dong Qin, and Jun Zhuang.\* "**Chinese** Consumers' Preferences for Livestock Products." *International Food and Agribusiness Management Review*. 8:4(October 2005):62-76. On web: <http://purl.umn.edu/8134>
  - **Marchant, Mary A.**, and Baohui Song.\* "Assessment of Biotechnology Policies and International Trade in Key Markets for U.S. Agriculture." *Journal of Agricultural and Applied Economics*. 37:2(August 2005):379-391. On web: <http://purl.umn.edu/43513>
  - **Marchant, Mary A.**, and Sanjeev Kumar.\* "An Overview of U.S. Foreign Direct Investment and Outsourcing." *Review of Agriculture Economics*. 27:3(2005):379-386. On web: <http://www.jstor.org/stable/3700863>
  - Seale, James L., **Mary A. Marchant**, and Alberto Basso.\* "Imports versus Domestic Production: Demand System Analysis of the U.S. Red Wine Market." *Review of Agricultural Economics*. 25:1(2003):187-202. On web: <http://www.jstor.org/stable/1349871?seq=1>
  - **Marchant, Mary A.**, Cheng Fang, and Baohui Song.\* "Issues on Adoption, Import Regulations, and Policies for Biotech Commodities in **China** with a Focus on Soybeans." *AgBioForum: The Journal of Agrobiotechnology Management and Economics* 5:4(2002): 167-174.
  - Zhong, Funing, **Mary A. Marchant**, Yulian Ding,\* and Kaiyu Lu.\* "GM Foods: A Nanjing Case Study of **Chinese** Consumers' Awareness and Potential Attitudes." *AgBioForum: The Journal of Agrobiotechnology Management and Economics*. 5:4(2002):136-44.
  - **Marchant, Mary A.**, Dyana N. Cornell,\* and Won Koo. "International Trade and Foreign Direct Investment (FDI): Substitutes or Complements?" *Journal of Agricultural and Applied Economics*. 34:2(2002): 289- 302. On web: <http://purl.umn.edu/15471>
  - Saghaian, Sayed H,\* Michael R. Reed, and **Mary A. Marchant**. "Monetary Impacts and Overshooting of Agricultural Prices in an Open Economy." *American Journal of Agricultural Economics*. 84:1(2002):90-103. On web: [http://www.jstor.org/stable/1245026?seq=1#page\\_scan\\_tab\\_contents](http://www.jstor.org/stable/1245026?seq=1#page_scan_tab_contents)
  - Hasan, Mohamad F.,\* Michael R. Reed, and **Mary A. Marchant**. "Effects of An Export Tax on Competitiveness: The Case of the Indonesian Palm Oil Industry." *Journal of Economic Development*. 26:2(2001):77-90. On web: <https://ideas.repec.org/a/jed/journal/v26y2001i2p77-90.html>
  - **Marchant, Mary A.**, Sayed H. Saghaian,\* Steven Vickner. "Trade and FDI Management Strategies for U.S. Processed Food Firms in **China**." *International Food and Agribusiness Management Review*. 2:2(1999):131-143. On web: <http://purl.umn.edu/34207>
  - Kennedy, P. Lynn, Won W. Koo, and **Mary A. Marchant**. "Key Issues and Challenges for the 1999 World Trade Organization Agriculture Round." *American Journal of Agricultural Economics*. 81:5(Dec. 1999):1134-41. On web: <http://www.jstor.org/stable/1244097>
  - **Marchant, Mary A.**, and Lydia Zepeda. "The Agricultural Economics Profession at the Crossroads: Survey Results of Faculty Salary, Employment, and Hiring Prospects." *American Journal of Agricultural Economics*. 77(1995):1322-28. On web: <http://www.jstor.org/stable/1243369>

- University of Kentucky, College of Agriculture. **Diversity Task Force Report, Mary A. Marchant**, Chair. Diversity Issues in the College of Agriculture, April 2003 (83 pages).
- **Marchant, Mary A.** and Francis Tuan, editors. 2002. Special Issue: "Agricultural Biotechnology in **China**," *AgBioForum: The Journal of Agrobiotechnology Management and Economics*. Volume 5: Number 4 (178 pages).
- **Marchant, Mary A.**, editor. *Trade and the Environment* conference proceedings. San Antonio, TX.: American Agricultural Economics Association post-conference, 1996 (195 pages).
- **Marchant, Mary A.**, and Handy Williamson, Jr., co-editors. ***Achieving Diversity: The Status and Progress of Women and African Americans in the Agricultural Economics Profession***. NYC, NY: Garland Pub., Industrial Productivity series, 1994 (218 pages). [Also, co-author of five chapters in this book.]
- **Marchant, Mary A.** *Political Economic Analysis of U.S. Dairy Policies and European Community Dairy Policy Comparisons*. New York City (NYC), NY: Garland Publishing Inc., Government and Economy series, 1993 (260 pages). [Invited by Garland Publishing to publish this book.]
- Debertin, David L., **Mary A. Marchant**, and Stephan J. Goetz, editors. *New Technologies and Innovations in Agricultural Economics Instruction* conference proceedings. Lexington, KY: University of Kentucky, Department of Agricultural Economics, 1992 (149 pages). [Also, author of "Innovative Teaching Methods: Discoveries by an Assistant Professor," pgs 86-95.]
- Young, Linda, **Mary A. Marchant**, and Alex McCalla. *The Political Economy of Ag. Trade: A Review of the Literature on Domestic Policy Behavior and International Price Formation*. Washington, D.C.: USDA-ERS #AGES9103, 1991 (73 pages).