

DR. GREGORY D. HANSON
Professor Emeritus

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EMPLOYMENT and EDUCATION

- 2011 to Present** **Farmer Courses, LLC.** President
The Pennsylvania State University, Emeritus Professor
- 1990-2011** **The Pennsylvania State University.** Professor. Department of Agricultural Economics and Rural Sociology.
- 1985-1990** **ERS, USDA Section Leader.** In charge of U.S. Department of Agriculture farm income forecasts. Managed staff of 10 economists and support personnel. Presented income forecasts to Department officials, and The Council of Economic Advisors.
- 1981-1984** **Auburn University.** Assistant Professor. Research and Teaching in Finance, Taxation, Farm Management and Production.
- 1975-1981** **University of Minnesota.** Graduate Research Assistant.
- 1973-1975** **Cargill, Inc.** Minneapolis, Finance Department. Manager of Cargill bank loan accounts with 20 U.S. and International banks.

University of Minnesota: Agricultural Economics, M.Sc., 1978, Ph.D., 1982

Dartmouth College: Sociology, B.A., 1973

PROFESSIONAL EXPERIENCE: AGRICULTURAL FINANCE AND MANAGEMENT

Dr. Hanson has authored/coauthored 50 journal articles, a book on the 1980's U.S. farm financial crisis, and four course books in current use on farm financial and production management. In addition he has authored/coauthored more than 150 reports and articles focusing on agricultural management and planning. His research activity focuses on farm-level analyses contributing to farm sustainability. His courses *Farm Finance Analysis Training* (FFAT English and Spanish versions), *Credit Finance Analysis Training* (CFAT English and Spanish versions), *Production Management Analysis Training* (PMAT English and Spanish versions), *Finance Risk Management* (FRM) are used in producer and lender training in 49 states. He has provided consultancies and expert witness analyses for both farmers and USDA.

Since 1997 he has taught *Credit Finance Analysis Training* (CFAT) to more than 3000 loan officers and district directors, many with the Farm Service Agency/USDA. More than 12,000 U.S. farmers and

ranchers have enrolled in his courses. He pioneered simultaneous bilingual farmer workshops in Spanish and English to farm managers, accountants, owners, and Hispanic farm workers in the western U.S. A core instruction approach focuses on three key components: *Records*, *Analysis*, and *Plan*. The production topics include technology modernization, production record-keeping, machinery and equipment modernization, risk management, the Hanson Debt Rule, and the Savvy-7 Finance Ratios to guide farm performance.

INTERNATIONAL ACTIVITY

Dr. Hanson has led farm finance and production management international trainings in Costa Rica, Barbados, Trinidad and Tobago, Jamaica, Mexico, Argentina, Central America, and Ukraine. He co-led USDA Cochran Fellowship trainings for African government workers, Central American lenders, and Albanian bankers in 2010-16. He recently led the development of a new Agribusiness Major for the University of Guanajuato, Mexico. He also co-led the Spanish translation of FINPACK farm finance management software for use in several Latin American and European countries.

SELECTED PUBLICATIONS

Anatomy of an American Agricultural Credit Crisis. Peoples, K.L., D. Freshwater, G.D. Hanson, P.T. Prentice and E.P. Thor. Rowman and Littlefield, Lanham, Md., 1992, 151 pages.

Farm Risk Management (FRM). Gregory D. Hanson. Farmer Courses, LLC. 2016. 140 pages.

Credit Finance Analysis Training (CFAT). Gregory D. Hanson. Farmer Courses, LLC. 2016. 316 pages.

Farm Finance Analysis Training (FFAT). Gregory D. Hanson. Farmer Courses, LLC. 2016. 290 pages.

Production Management Analysis Training (PMAT). Gregory D. Hanson. Farmer Courses, LLC. 2016. 235 pages.