

**Gordon E. Groover**  
**Department of Agricultural & Applied Economics**  
**Virginia Tech**  
**Blacksburg, Virginia 24061**

**Education**

Doctor of Philosophy, Agricultural and Applied Economics, Virginia Tech, 2001  
Masters of Science, Agricultural Economics, Virginia Tech, 1988  
Bachelors of Science, Animal Science/Agronomy, Virginia Tech, 1979

**Previous Experience**

March 1983 - Present: Extension Economist, Farm Management, Agricultural and Applied Economics, VPI & SU  
February 1981 - February 1983: Extension Agent, Farm Management, West Central District, Virginia  
November 1979 - January 1981: Extension Agent, Farm Management, Northern District, Virginia  
July 1979 - October 1979: Extension Agent, Culpeper County, Virginia

**Current University and Professional Service**

- State Representative, Southern Regional Extension Farm Management Committee
- Staff member, State Land Evaluation and Advisory Council Members (SLEAC)
- Staff Member, Technical Advisory Committee (TAC) to the Virginia Use-Value Program
- Member, Department Governance Committee, AAEC Department
- Educational advisor, American Forage and Grassland Council

**Awards and Recognition**

Spotlight award. Virginia Extension Service Association. September 2007.  
Distinguished Professional Contribution Award, Southern Agricultural Economics, 1996  
Virginia, Epsilon Sigma Phi -- Outstanding Extension Team Award to the Farm Management Staff for the programs, 1995  
Virginia, Epsilon Sigma Phi -- Outstanding Team Award for the project "Determining the Cost of Milk Production on Virginia Dairy Farms," 1992

**Brief Description of Current Program**

My area of work revolves around five areas: 1) coordination of the statewide farm business management program with the FBM and other ANR agents, 2) integration of farm business management extension and research projects, 3) integration of research and extension projects in management intensive grazing and economics of forage systems, 4) coordination of the Virginia Use Value for Land in Agriculture and Horticultural Uses, 5) multi-state extension and research activities, and 6) to assist in bringing the Center for Farm and Agribusiness Management to life, i.e. raising \$2 million in endowment funds.

**Farm Business Management Coordinator:** Coordination of the farm business management program that centers on providing programmatic leadership, resource materials, and in-service training to 5 area extension agents that specialize in farm business management. These agents deliver the majority of educational programs in business management to farmers statewide in a

variety of areas. Agents are supported via in-service training programs conducted annually and on an as-need basis for new topics that are necessary to meet educational needs of their clients.

To support delivery of current economic and business management information, I coordinate the publication of the "Farm Business Management Update" a bimonthly newsletter. The newsletter is distributed to all extension personnel, selected agricultural professional, other governmental agencies, and agricultural publications. Articles are written by faculty, extension agents, and graduate students, and are routinely picked up by other publications for wider distribution.

### **Farm Business Management Projects**

**Leasing:** A leasing survey by district was conducted in conjunction with the FBM agents with the results published on the internet and served as basics for educational programs in 4 districts.

**Risk Management:** A joint project with agents and faculty from Virginia and Western North Carolina to develop a series of publications and training sessions on understanding Legal and Economic Risk in Long-term Leasing: A Special Case in the Appalachian Christmas Tree Industry. This grant will help support and strengthen an industry that is expanding and providing profitable alternatives to beef cattle and burley tobacco in the Appalachian Highlands.

**Southern Extension Farm Management Committee (SEFMC):** A multi-state (Virginia Tech, Oklahoma State, Texas A&M, North Carolina State University, and University of Kentucky), project funded by the Southern Region Risk Management Education Center to develop a means to facilitate multi-state and/or national cooperation on enterprise budget work. The project developed a national web site to catalog enterprise budgets, and a national workshop focusing on enterprise budget development, software, and applications.

### **Management Intensive Grazing Projects**

**Pasture Land Management System (PLMS):** A multidisciplinary project funded by EPA, NRCS, and SARE to develop a portable and practical decision support system (DSS) for use by professionals and farmers to answer farm-level "what if?" questions about conversion to more intensive pasture use by dairy and beef producers. There have been two versions of the software release and work continues on a version with an improved pasture growth model.

**Multi-State Grant:** Work in pasture-based dairy production has led to a multi-state \$226,903 SARE grant with faculty from NC State, Clemson, and Virginia Tech. The objectives of this 3-year project are to: 1) Examine and quantify factors affecting economic and production efficiency of environmentally sound pasture-based dairy systems in the region; 2) Characterize potentially beneficial differences in the composition of milk produced under pasture-based production systems; 3) Characterize the antioxidant components of forages and their impact on cow immunocompetence and health; and 4)

Provide interactive educational programs for dairy producers and industry leaders to enable them to make informed production and management decisions.

**Pasture-Based Beef Systems for Appalachia:** Work in forage and pasture-based animal systems has led to involvement with the multi-state (Virginia, West Virginia, and Georgia) and multi-agency (USDA-ARS and Land-Grants) Appalachian farming systems project to explore the viability of pasture-based beef systems. My involvement will be to work with a M.S. graduate student to understand the potential profitability of pasture-based systems for cow-calf and stocker operations as compared to traditional Appalachian production methods.

**Virginia Use Value for Land in Agriculture and Horticultural Use:** This is a service project to over 90 jurisdictions in Virginia providing value in use for agricultural and horticultural land. This funds a full-time position to conduct annual value calculations, conduct educational programs, maintain databases of values and data, and to develop new methods of calculating use values.

### **Grants**

Principal investigator or co-investigator on approximately \$1.8 million in projects over the last 25 years funded by NRCS, Extension Service/USDA, Virginia commodity and citizen groups, Sustainable Agricultural Research and Extension Research, EPA, USDA-Agricultural Research Service, USDA-Risk Management Agency, and Virginia Department of Taxation.

### **Selected Publications**

- Bosch D., S. Stephenson, G. Groover, B. Hutchins. 2007. Farm Returns to Carbon Credit Creation with Intensive Rotational Grazing. *Journal of Soil and Water Conservation*.
- Eberly E., G. Groover. 2007. 2007 Virginia Farm Business Management Crop Budget. Virginia Cooperative Publication 446-047, 2007, 200 pp.
- Bruce F., G. Groover. *Methods and Procedures: Determining the Use Value of Agricultural and Horticultural Land In Virginia*. Virginia Cooperative Extension Publication Number 446-011. 2007, 28 pp.
- Mainville D., M. Farrell, G. Groover, K. Mundy. *Organic Feedgrain Markets: Considerations for Potential Virginia Producers*. Virginia Cooperative Extension Publication Number 448-520, 2007. 8 pp.
- Groover, G. What Does that Hay Bale Really Cost?. 2007 Proceedings of the Virginia Forage and Grasslands Council Meetings. 2007, 7 pp.
- Groover G. How Much Should I Charge for a Bale of Hay?. 2007 Proceedings of the Virginia Forage and Grasslands Council Meetings. 2007, 8 pp.
- Groover G., K. Mundy. *Farm Business Management Update*. Newsletter published 6 times per year in 2007 - total of 75 pages and 41 articles.
- Groover G., D. Osborne, C. Heizer. 2006. *Farm Record Book: Annual Expenses and Receipts*. Virginia Cooperative Extension Publication Number 446-017. 2006 120 pages.
- Drumheller, R., B. A. Pelletier, and G. E. Groover. *Measuring the Impact of Use-Value Taxation for Northampton County, Virginia*. March 2004.  
<http://usevalue.agecon.vt.edu/myweb3/Publications/Final%20Northampton%20Report.pdf>

- Galbraith J., G. Groover, N. Stone, and B. Benson. Pasture Land Management System User's Manual (Version 1.15).  
[http://www.isis.vt.edu/dss/plms/training/PLMS\\_Users\\_Manual1\\_15.pdf](http://www.isis.vt.edu/dss/plms/training/PLMS_Users_Manual1_15.pdf) [11/01.2001].
- Groover, G.E. "Financial Performance of Pasture-Based Dairies: A Virginia Case Study." unpublished dissertation. Virginia Tech, Blacksburg, VA. pp. 360. 2001.
- Groover, G.E. and M. Roberts, Eds. "Farm Financial Issues and Options." Virginia Cooperative Extension Publication 446-500W. Posted March 2000.  
<http://www.ext.vt.edu/pubs/agecon/446-500/446-500.html>
- Groover, G.E. "The Income Side of Seasonal vs. Year-Round Pasture-based Milk Production." Virginia Cooperative Extension Publication 404-113. 2000.
- Reaves, D.W., E. Jones, G. Groover and R. Peterson. "Facing Uncertainty." *Horizons*. Department of Agricultural and Applied Economics, Virginia Tech, Blacksburg, VA. 1999.
- Groover, G.E. "Management Practices on Virginia Dairy Farms." Virginia Cooperative Extension Publication 448-232. 1998.