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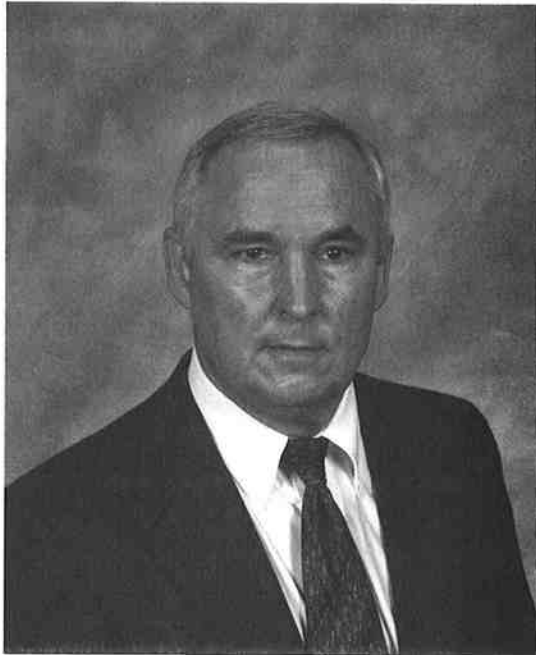
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Dr. Danny A. Klinefelter

Lifetime Achievement Award

Danny Klinefelter is professor and extension economist in the Department of Agricultural Economics, Texas A&M University. He received his B.S. in Agricultural Economics (1969) from Southern Illinois University, his M.S. in Agricultural Economics (1971) from the University of Illinois, and his Ph.D. in Agricultural Economics from the University of Illinois in 1979.



Dr. Klinefelter's teaching and extension programs have focused on two areas: finance and management development. His contributions to agriculture began with his career-defining book coauthored with Tom Frey on *Coordinated Financial Statements for Agriculture* in 1978. This book has been updated twice and released under a new title (*Agricultural Financial Reporting and Analysis*) for two editions. These books have significantly benefited both agricultural producers and agribusinesses, and have served as the basis for several of his extension education programs. His work in coordinated financial statements led to many major revisions in the design of lender financial statements and resultant financial analysis techniques across all groups of lenders providing credit services to farmers. The book also served as the foundation for many of the recommendations of the Farm Financial Standards Task Force, which served to broaden the standardization of financial terminology and financial analysis procedures.

In 1991, Dr. Klinefelter created a professional executive management training program for agricultural producers named The Executive Program for Agricultural Producers (TEPAP). TEPAP consists of two week-long sessions in 2 years and uses a Harvard Business School setting to give producers tools to

better manage their businesses. TEPAP offers an innovative curriculum that features cutting-edge management concepts taught by leading faculty and business leaders. To keep the material fresh, Dr. Klinefelter identifies leading issues and recruits the best teachers to present instruction in innovative management practices to deal with the next issues facing agriculture. More than 800 agribusiness managers and agricultural producers have participated in TEPAP meetings, coming from more than 40 states, six Canadian provinces, and six other countries. The TEPAP program has been copied in Canada, Australia, and New Zealand, an indication that others regard it as highly as do producers in the United States.

To follow up the TEPAP program, Dr. Klinefelter founded the Association of Agricultural Production Executives (AAPEX). AAPEX is for graduates of TEPAP to provide

continuing education and networking among members who have benefited from interfacing with their forward-thinking, aggressive, entrepreneurial, and proactive peer group. This new program, created in 1994, has more than 400 members who represent a most diverse group of producer executives. The success of this program is attributed to Dr. Klinefelter's leadership skills and his ability to identify leading-edge issues and attract instructors to address these issues in a timely manner. Dr. Klinefelter's total external funding is in excess of \$9 million.

In addition to the efforts mentioned above, Dr. Klinefelter has been a major innovator and implementer of in-depth fee-based extension programs. Some of the more notable include the Texas A&M Family and Owner-Managed Business Program, the Planning the Return to the Farm Program, the Women in Agriculture Business Management Program, and the Texas A&M: Texas Tech Agricultural Lending School.

He has the Distinguished Extension Program Award from the Southern Agricultural

Economics Association (SAEA) and the Quality of Published Communication Award from the American Agricultural Economics Association (AAEA). He has also received two Distinguished Faculty Achievement Awards, one for extension and one for teaching, from the Texas A&M University Association of Former Students.

In addition to county and state extension programs, Dr. Klinefelter has served on the faculties of the American Bankers Association's Graduate School of Agricultural Banking, the Graduate School of Banking at Boulder, the California Agricultural Lending Institute, the Federal Reserve Board of Governors Senior Lending Seminar, and the Ferguson Agri-Management Institute. He has also given over 400 presentations in 40 states, 6 Canadian provinces, Australia, and Mexico to commodity groups, farm organizations, state and national banking associations, district and national Farm Credit System meetings, major agribusiness employee and customer meetings, and several College of Agriculture advisory councils.