
DEPARTMENT OF AGRICULTURAL AND INDUSTRIAL SCIENCES
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MICHELLE L. MULLINS

SAM HOUSTON STATE UNIVERSITY

TEACHING AND RESEARCH FIELDS

PRIMARY: *Microeconomics, Industrial Organization, Agribusiness Strategy*

SECONDARY: *Institutions & Institutional Change, Political Economy, Contracting & Organizations*

EDUCATION

PH.D., *Agricultural Economics*, University of Missouri-Columbia, December 2008.

M.A., *Economics*, University of Missouri-Columbia, May 2007

B.S., *Agribusiness Management*, University of Missouri-Columbia, December 2003. Honors Scholar.

DISSERTATION

TITLE: *Regulation and Distribution of Wine in the United States*

COMMITTEE: Michael Sykuta (Chair), Peter Klein, Laura McCann, Thomas Lambert, Lilliard Richardson

PRESENT POSITION:

Assistant Professor of Agribusiness, Department of Agricultural and Industrial Sciences, Sam Houston State University, Huntsville, TX, September 2008-present.

TEACHING EXPERIENCE

Teaching Assistant, University of Missouri, Department of Economics, Spring 2007:

Teaching Assistant for undergraduate/masters-level course in *Game Theory*

Teaching Assistant, University of Missouri, Department of Agricultural Economics, 2004-06, 2007:

Teaching Assistant for undergraduate/graduate course in *Agri-food Business Management Strategy*

Guest Lecturer, University of Missouri, Department of Agricultural Economics, 2005-2007:

Guest lectured in upper-level course *Economics of Managerial Decision Making* on microeconomics, vertical integration, compensation and motivation, and in senior capstone course *Topics in Agribusiness*.

Coach, University of Missouri, Department of Agricultural Economics, Spring 2004, 2005:

Coached the Agricultural Economics AAEA Undergraduate Quiz Bowl Team

RESEARCH EXPERIENCE

Researcher, Federal Trade Commission, Office of Policy Planning, Washington D.C., June-July 2008

Research Assistant, University of Missouri-Columbia, Institute of Public Policy:

Dr. Lilliard Richardson, May-Sept 2007; Developed a database and conducted statistical analysis on traffic safety features; Conducted preliminary statistical and econometric analysis on alcohol regulation database; Interviewed PI's and PM's on project features for a grant-authorized cost-benefit analysis; Wrote the model summary section of a grant proposal project description on state drug courts.

Research Assistant, University of Missouri-Columbia, Department of Economics:

Dr. David Mandy, Jan-June 2007; Organized and administered the Major Field Test to all graduating Economics seniors; Conducted a literature review on United States Federal Reserve publications suitable for first-year Macroeconomics students; Recommended choice articles for a custom reader.

Research Assistant, University of Missouri-Columbia, Contracting and Organizations Research Institute: Dr. Michael Sykuta, 2004-2006, Fall 2007-Spring 2008; Researched various aspects of written contractual obligations; Developed a database of HMO contract characteristics and conducted comparative analysis; Developed a database, conducted a literature review and statistical analysis on clauses found merger and acquisition contracts; Conducted literature reviews on direct shipment regulation in the wine industry, traceability in the poultry industry, and contractual research in the New Institutional Economics.

Research Intern, Foreign Agricultural Service-USDA, United States Embassy, Ottawa, Canada: Mr. Gary Groves, Summer 2003; Research, wrote and published reports concerning the effect of key Canadian agriculture issues on American agriculture production and trade; Compiled weekly news summaries of Canadian agriculture issues for publication; Answered inquiries regarding Canadian Customs regulations and Canadian promotional and marketing opportunities for American and Canadian agricultural products.

GRANTS

McQuinn Center for Entrepreneurial Leadership (\$500), University of Missouri, 2008
Sylvia Lane Mentorship Award (\$2250), Committee of Women in Agricultural Economics, 2007
Frank Miller Graduate Student Award (\$1500), University of Missouri, 2007
Graduate Student Travel Grant (\$400), American Agriculture Economics Association (AAEA), 2007
Ronald Coase Institute Reykjavik Workshop Fellowship (\$2195), Ronald Coase Institute, 2007

TEACHING WORKSHOPS AND SEMINARS

Teaching Excellence Workshop, University of Missouri-Columbia, August 2006

Preparing Future Faculty national program seminars, University of Missouri-Columbia, 2005-2006

WORKING PAPERS

M. Sykuta and **M. Mullins**, "State of Direct Interstate Wine Shipping: States' Responses to Granholm v. Heald", Contracting and Organizations Research Institute, University of Missouri-Columbia
M. Mullins, "Contractual Change in Wine Distribution Agreements", Department of Agricultural Economics, University of Missouri-Columbia
M. Mullins, "Regulating for Public Health: Efficacy of State Alcohol Regulation", Department of Agricultural Economics, University of Missouri-Columbia
M. Mullins, "The Life Cycle of Regulation", Department of Agricultural Economics, University of Missouri-Columbia

CONFERENCE PRESENTATIONS

"Contractual Change in Wine Distribution Agreements," selected paper, Ronald Coase Institute Workshop on Institutional Analysis, Reykjavik, Iceland, June 2007
"Contractual Change in U.S. Wine Distribution Agreements," invited paper, International Society for New Institutional Economics, Reykjavik, Iceland, June 2007
"Regulating for Public Health: The Motivation for State Regulations of Alcohol", selected paper, International Society for New Institutional Economics, Boulder, CO, September 2006
"Regulating for Public Health: Efficacy of State Alcohol Regulations," selected paper, American Agricultural Economics Association, Long Beach, CA, July 2006

PROFESSIONAL PUBLICATIONS

Mullins, Michelle, “Canada’s Dairy Industry and the Implications of WTO Dairy Dispute”, *USDA FAS GAIN Report*, August 2003.

Mullins, Michelle, “Canadian Controversy Over Roundup Ready Wheat”, *USDA FAS GAIN Report*, July 2003.

PROFESSIONAL ACTIVITIES AND LEADERSHIP

Professional Memberships:

American Agricultural Economics Association, 2004-08

Graduate Student Section, Committee on Women in Agricultural Economics

International Society for New Institutional Economics, 2006-08

Leadership:

American Agricultural Economics Association,

Graduate Student Section, Past-Chair, 2007-08; Chair, 2006-2007; Member-at-Large

Activities Chair, 05-06

Committee on Women in Agricultural Economics, Graduate Student Co-Chair, 2005-08

University of Missouri,

Graduate Students in Agricultural Economics, 2004-08, Treasurer, 2004-05

Graduate Students in Economics, 2005-07

AWARDS

Tribute to MU Women honoree, University of Missouri, 2008

Donald K. Anderson Graduate Teaching Assistant Award Nominee, University of Missouri, 2007

Graduate Research Fellow, Contracting and Organizations Research Institute, University of Missouri, 2004-06

American Agricultural Economics Association, Graduate Student Case Study Competition

First Place, 2005, “Emerge Interactive: A Strategy Analysis”

Second Place, 2004, “The Silver Bullet of Coors: TCE Theory of Contracting”

LAST UPDATED

August 2008

REFERENCES

Dr. Michael Sykuta
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Dr. Peter Klein
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