

Dermot J. Hayes, is the head of CARD's Trade and Agricultural Policy Division and oversees the FAPRI work. He is a native of Ireland who moved to the United States in 1981 and came to Iowa State University in 1986. Hayes is a professor in ISU's economics department.

The decision to accept a position with CARD in 1986 was made carefully by Hayes "I wanted my research to have a greater impact and more relevance for worldwide agricultural decision makers. CARD has the reputation of providing extremely important data and analysis. By being here, I know my research has a significance I can be proud of," Hayes explained.

While the projects Hayes is involved with are relevant to Iowa agriculture, he particularly concentrates on export issues. He stated, "Meat exports have gone up by an average of 20 to 30 percent per year, since I have been here. This is a structural change. We need to understand why it is happening, where it is going, and what it means to Iowa producers. That is one focus of my research here at CARD and FAPRI."

Tracking annual projections for international export markets is an activity that Hayes oversees. In the summer of 1996, he traveled to China twice to investigate the import markets for grains and meats, testing that country's level of acceptance for trade. "We simply asked whether the Chinese would be interested in buying U.S. meat, and they asked us how much we could send. They are so ready for trade that we only needed to ask the right questions to set up the exchange. The future of trade from Iowa to China is extremely important," Hayes said.

Hayes has worked closely with colleagues Darnell Smith and William Meyers to produce analyses on the impacts of the 1996 farm bill. "I admire the work that Darnell and Willi have done for Iowa's agricultural industry and U.S. agricultural policies. I hope to continue to uphold the same level of quality and credibility in the CARD-FAPRI policy research," Hayes said.

"The research I enjoy doing most," Hayes explained, "is model development." He plans to continue to focus on the research that serves agricultural audiences well. Hayes is optimistic about the future of Iowa agriculture, partly because of the developing trends he sees in world trade markets.

Hayes has seen the positive results from CARD's communication with Iowa farmers, the State of Iowa, and U.S. policy makers. He describes the attitude of CARD's staff, "We are working to improve the flow of information to decision makers in Iowa and the nation, so those decision makers can be prepared to establish the best policies and practices for our success in future agricultural activities. We are proud of the research and outreach we pursue here."

Iowa Ag Review is published by the Food and Agricultural Policy Research Institute (**FAPRI**) at Iowa State University, a program of the Center for Agricultural and Rural Development (**CARD**). FAPRI is organized cooperatively by CARD at Iowa State University and the Center for National Food and Agricultural Policy at the University of Missouri-Columbia. It provides economic analysis for policymakers and others interested in the agricultural economy. Analysis that has been conducted jointly with the University of Missouri is identified here as FAPRI analysis. This publication presents summarized results that emphasize the Iowa implications of ongoing agricultural policy analysis, analysis of the near-term agricultural situation, and discussion of new agricultural policies currently under consideration.

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