

Donald “Trey” Malone III

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Experience

Michigan State University	2017-Current
Assistant Professor, <i>Department of Agricultural, Food, & Resource Economics</i>	
Oklahoma City Community College	2016-2017
Instructor, <i>Department of Business and Economics</i>	
Oklahoma State University	2011-2017
USDA National Needs Graduate Fellow, <i>Department of Agricultural Economics</i>	
Federal Reserve Bank of Kansas City	2012
Analyst Intern, <i>Department of Regional Affairs</i>	

Education

Ph.D. Agricultural Economics, Advisor: Jayson L. Lusk	Oklahoma State University, 2017
M.S. Agricultural Economics	Oklahoma State University, 2013
B.A. Economics and Spanish	Rockhurst University, 2010

Peer-Reviewed Publications

12. Malone, T. & J.L. Lusk. 2018. “A Simple Diagnostic Measure of Inattention Bias in Discrete Choice Models.” *European Review of Agricultural Economics*. Forthcoming.
11. Malone, T. & J.L. Lusk. 2018. “An Instrumental Variable Approach to Distinguishing Perceptions from Preferences for Beer Brands.” *Managerial & Decision Economics*. EarlyCite: 1-15.
10. Malone, T. & J.L. Lusk. 2018. “If You Brew it, Who Will Come? Market Segments in the American Beer Market.” *Agribusiness: An International Journal*. EarlyCite: 1-18.
9. Malone, T. & J.L. Lusk. 2018. “Consequences of Participant Inattention with an Application to Carbon Taxes for Meat Products.” *Ecological Economics*. 145: 218-230.
8. Malone, T. 2017. “EconTalk.org [podcast]. July 17, 2017. ‘Tamar Haspel on Food Costs, Animal Welfare, and the Honey Bee.’ Library of Economics and Liberty.” *American Journal of Agricultural Economics*. EarlyCite: 1-2.
7. Malone, T. & M. Stack. 2017. “What Do Beer Laws Mean for Economic Growth?” *Choices*. 32(3):1-7.
6. Malone, T., & J.C. Hall. 2017. “Can Liberalization of Local Food Marketing Channels Influence Local Economies? A Case Study of West Virginia’s Craft Beer Distribution Laws.” *Economics & Business Letters*. 6(2): 54-58.
5. Malone, T. & D. Chambers. 2017. “Quantifying Federal Regulatory Burdens in the Beer Value Chain.” *Agribusiness: An International Journal*. 33(3): 466-471.

4. Malone, T. & J.L. Lusk. 2017. "The Excessive Choice Effect Meets the Market: A Field Experiment on Craft Beer Choice." *Journal of Behavioral & Experimental Economics*. 67(2): 8-13.
3. Malone, T. & J.L. Lusk. 2017. "Taste Trumps Health and Safety: Incorporating Consumer Perceptions into a Discrete Choice Experiment for Meat." *Journal of Agricultural & Applied Economics*. 49(1): 139-157.
2. Malone, T. & J.L. Lusk. 2016. "Brewing Up Entrepreneurship: Government Intervention in Beer." *Journal of Entrepreneurship & Public Policy*. 5(3): 325-342.
1. Malone, T. & J.L. Lusk. 2016. "Putting the Chicken Before the Egg Price: An Ex Post Analysis of California's Battery Cage Ban." *Journal of Agricultural & Resource Economics*. 41(3): 518-532.

In Review

- Malone, T. & J.L. Lusk. "Releasing the Trap: A Behavioral Method to Reduce Inattention Bias in Survey Data." *Economic Inquiry*. R&R.
- Malone, T. & F.B. Norwood. "The Politicization of Eating: A Study of Gluten Perceptions." *Applied Economic Perspectives & Policy*.
- Melstrom, R.T. & T. Malone. "Where's the Beef? Cattle Producers' Response to Endangered Species Regulations." *American Journal of Agricultural Economics*.
- Robison, L.J., T. Malone, J. Oliver, R. Winder, & V.A. Bali. "It's Always Personal: The Embeddedness of Relationships in Economic Transactions." *Kyklos*.
- Robison, L.J., T. Malone, J. Oliver, R. Winder, & J.W. Ogilve. "How Social Capital Influences Medical Choices: A Study of Colonoscopy Decision-Making." *Applied Economics*.
- Malone, T. & J.L. Lusk. "Mitigating Choice Overload: An Experiment in the U.S. Beer Market." *Appetite*.

Working Papers

- Bylund, P. & T. Malone. "The Role of Perceptions in Entrepreneurial Decision-Making: A Discrete Choice Experiment." *Entrepreneurship Theory & Practice*. Reject & Resubmit.
- Malone, T., A. Koumpias, & P. Bylund. "Entrepreneurial Response to Interstate Regulatory Competition: Evidence from a Discrete Choice Experiment." Target: *Journal of Economic Behavior & Organization*.
- Malone, T. & L. Russell. "An Empirical Test of Voting Hypotheses in Agriculture." Target: *Applied Economic Perspectives & Policy*.
- Malone, T & K. Gomez. "What Do We Know about the Regulatory and Economic Landscape of Industrial Hemp?" Target: *Ecological Economics*.

Works in Progress

- Malone, T. & J.L. Lusk. "Food Partisans and Food Policy." Target: *Applied Economic Perspectives & Policy*.
- Malone, T. & J.L. Lusk. "Political Ideology Affects Meat Demand." Target: *Food Policy*.
- Malone, T. & J. DeDecker. "How Peer Relationships Influence Grower Choices: A Study of No-Till Adoption." Target: *Agriculture & Human Values*.

Malone, T., and L.J. Robison. “Do Relational Goods Moderate the Endowment Effect?” Target: *Journal of Economic Behavior & Organization*.

Awards and Fellowships

Outstanding Paper Winner, Editorial Board, <i>Journal of Entrepreneurship & Public Policy</i>	2017
Outstanding Graduate Student Paper Competition Winner, <i>Institutional & Behavioral Economics Section (IBES) of AAEA</i>	2016
Frédéric Bastiat Fellowship, <i>Mercatus Center</i>	2016
National Needs Fellowship, <i>U.S. Department of Agriculture</i>	2013-2017
Sitlington Enriched Graduate Scholarship, <i>Oklahoma State University</i>	2013-2016
Searle Freedom Trust Fellowship, <i>Institute for Humane Studies</i>	2015-2016
Doctoral Fellowship, <i>Institute for the Study of Free Enterprise</i>	2015-2016
Dr. Harry Mapp Fellowship, <i>Oklahoma State University</i>	2015
JIN Fellowship, <i>Richard & Mary Fink Foundation</i>	2014

Research Grants

J. DeDecker (PI), S. Snapp, D. Kane, and T. Malone. “Hardware and software solutions for soil carbon stewardship: Improving tillage decision-support through citizen science and social networks.” Successfully Funded: \$6,465. Source: Michigan Soybean Promotion Committee, 2018.

T. Malone (PI), Melissa McKendree (Co-PI), and Vincenzina Caputo (Co-PI). “Identifying target consumers for Michigan specialty crops: Montmorency cherries.” In Review: \$77,980. Source: Project GREEN, 2018.

T. Malone (PI), Steve Miller (Co-PI), and William Knudson (Co-PI). “Wine and beer: Are they substitutes or complements?” In Review: \$45,587. Source: Michigan Grape & Wine Industry Council, 2017.

T. Malone (PI). Title: “What characteristics create a trusted agribusiness advisor?” Successfully Funded: \$35,950. Source: Purdue Center for Food & Agricultural Business, 2017.

T. Malone (PI). Title: “Beef cattle producers' response to endangered species regulations.” Successfully Funded: \$4,000. Source: Free Market Institute at Texas Tech University, 2017.

T. Malone (PI) and P. Bylund (Co-PI). Title: “Entrepreneurs' valuation of business opportunities affected by regulations.” Successfully Funded: \$4,000. Source: Institute for the Study of Free Enterprise, 2017.

T. Malone (PI) and J.C. Hall (Co-PI): “Effect of beer laws on tourism in West Virginia.” Successfully Funded: \$3,000. Source: Kendrick Fund at West Virginia University, 2016.

Professional Service

NIFA Review Panel, <i>USDA</i>	2017
Seminar Co-Chair, <i>Michigan State University AFRE</i>	2017-2019
Chair, <i>Brewing & Enology Economics Research (BEER) Section of AAEA</i>	2017-2019

Committee Member, <i>Mentorship Committee of AAEEA</i>	2016-2018
Chair, <i>Graduate Student Section (GSS) of AAEEA</i>	2013-2016
President, <i>Departmental Graduate Student Association</i>	2014-2015
Social Chair, <i>Departmental Graduate Student Association</i>	2012-2013

Other Publications

- Malone, T. 2017. *Incorporating Behavioral Principles in Primary Data Collection and Analysis with Application to Beer Demand*. PhD Dissertation.
- Malone, T. 2013. *An Examination of What Might be Done to Move Modeling Local Foods Forward*. Master's Thesis.
- Shideler, D. & T. Malone. 2013. "Measuring Community Retail Activity." *Oklahoma Cooperative Extension Service*. AGEC-1049.
- Cantrell, D., D. Shideler & T. Malone. 2013. "Analysis of Retail Trends and Taxable Sales for McAlester, Oklahoma." *Oklahoma Cooperative Extension Service*. AE-13007.
- Routh, S., D. Shideler & T. Malone. 2013. "Threshold Analysis for Chickasha, Oklahoma." *Oklahoma Cooperative Extension Service*. AE-13029.
- Shideler, D. & T. Malone. 2012. "A Summary of Economic Conditions in Sapulpa and Creek County, Oklahoma." *Oklahoma Cooperative Extension Service*. AE-12130.
- Malone, T. 2012. "Spotlight on... Guymon." *Oklahoma Economist*. 3rd Quarter. Federal Reserve Bank of Kansas City.
- Malone, T. & B.E. Whitacre. 2012. "How Rural Is Our Local Food Policy?" *Daily Yonder*, September 17. Center for Rural Strategies.

Professional Presentations

- "Crafting a Cider Comeback: First Steps to Identifying Cider Drinkers." *Fruit, Vegetable, and Farm Market EXPO*. Grant Rapids, MI, December 7, 2017.
- "Crafting a Cider Comeback: First Steps to Identifying Cider Drinkers." *MSU Departmental Brown Bag Seminar*. November 28, 2017.
- "For Better or Worse: How Ballot Initiatives Influence Agricultural Production." *University of Michigan – Dearborn Seminar*. October 27, 2017.
- "Michigan Hops Marketing." *Hops Growers of Michigan Annual Meeting*. September 30, 2017.
- "Estimating the Economic Tradeoffs of Protecting the Lesser Prairie Chicken." *Governing Natural Resources in the American West*. Lubbock, TX, August 25, 2017.
- "Measurement Error Matters: A Method for Identifying Inattention Bias in Discrete Choice Methods." *Agricultural & Applied Economics Association*. Chicago, IL, August 1, 2017.
- "Food: Facts vs. Fiction." *Central Technology Center Business Center Seminar*. Drumright, OK, December 8, 2016.
- "The Excessive Choice Meets the Market: Experiments on Craft Beer Choice." *University of Arkansas Seminar*. Fayetteville, AR, December 2, 2016.
- "How Lessons from Consumer Psychology Can Create Better Choice Experiments." *Agricultural & Applied Economics Association*. Boston, MA, August 2, 2016.

“A Method to Reduce Participant Inattention in Stated Preference Surveys.” *Agricultural & Applied Economics Association*. Boston, MA, August 1, 2016.

“Releasing Consumers from the ‘Trap’: A Method to Reduce Participant Inattention in Stated Preference Surveys.” *University of Florida Seminar*. Gainesville, FL, March 1, 2016.

“How Markets Alleviate the Excessive Choice Effect: Experiments on Craft Beer Choice.” *Beeronomics Society Annual Meeting*. Seattle, WA, September 9, 2015.

“Craft Beer: Drunken Intervention and Intoxicated Incentives.” *Institute for Free Enterprise & Entrepreneurship Seminar*. April 8, 2014.

“Do Local Food Systems Promote Regional Economic Growth?” *Southern Regional Science Association*. Washington, D.C., April 4-6, 2013.

Workshops and Conferences

Policy Research Seminar on Machine Learning and Empirical Policy Research, 2016, 2017
Mercatus Center and the Institute for Humane Studies

Experimental Auctions Summer School, *University of Bologna* 2015

Visiting Graduate Student Workshop in Experimental Economics, 2015
International Foundation for Research in Experimental Economics

Reviewer (Selected)

American Journal of Agricultural Economics; Choices; Food Policy; Managerial & Decision Economics; Journal of Economic Psychology; Journal of Entrepreneurship & Public Policy; Beverages; Agribusiness: an International Journal; Journal of Environmental Economics & Management; International Food & Agribusiness Management Review; Applied Economic Perspectives & Policy; Journal of Agricultural and Applied Economics; Mercatus Working Paper Series; European Review of Agricultural Economics; Canadian Journal of Agricultural Economics; Agricultural Economics; Journal of Regional Analysis & Policy; Food Quality & Preference