

Julie Stepanek Shiflett, PhD

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Summary

Agricultural economic consultant with 18 years' experience managing agricultural economic market analyses, economic development programs, survey design, market modeling, feasibility studies, economic impact studies, data management, policy recommendations, and delivering college-level course instruction (economics, finance, and marketing).

Experience

Founder, Juniper Economic Consulting, Inc., Collbran, Colorado, 12/2002-Present

American Sheep Industry Association (ASI) Consultant, 12/2002-Present

- "Sheep Industry Economic Contribution (Impact) Analysis," 8/2008, 8/2011, 8/2017, Present
- "Nontraditional Lamb Market in the United States: Characteristics and Marketing Strategies," 4/2010 and 5/2020
- Monthly lamb market economic analyses and forecasting, ASI magazine, *Sheep Industry News*, 12/2002-ongoing; and American Lamb Board, 12/2003-Present
- Data management: Maintain sheep, lamb, pelt and wool weekly data for ASI, 12/2002-Present
- "Analysis of U.S. and Imported Lamb Demand," American Lamb Board, with Deborah Marsh, 1/2007, 5/2015, 4/2017
- "U.S. Sheep Industry Research, Development, and Education Priorities," Team member, 6/2016

Market Analyst Consultant, 12/2002-Present

- Economic Impact of Colorado's Sheep Industry, Colorado Wool Authority, 4/2019
- U.S. Wool Market Analysis, Kentucky Sheep and Goat Development Office, 2018-2019
- "The Real Wage Benefits Provided to H-2A Sheep Herders and the Economic Cost to Colorado Ranchers," Colorado Wool Growers Association, 3/2010
- Weekly market news analysis of the meat goat market for the American Boer Goat Association, 9/2007-8/2008
- Analysis of market concentration for the California Tomato Export Group Certificate Analysis, Wasson Idea Farming, 4/2005
- "I-70 Community Profile" and "I-70 Corridor Housing Projections," I-70 Corridor Regional Economic Advancement Partnership, 9/2002 and 9/2003
- Analysis of the U.S. Department of Agriculture Packers and Stockyards Act, Rocky Mountain Farmers Union, 2/2003
- Colorado Springs, Colorado Electric Utility Research, Dr. Paul Prentice, Farm Sector Economics, Inc., 10/2005 and 3/2007

Economic Feasibility Consultant, 12/2002-Present

- Sauvage Spectrum Integrated Winery, Colorado, 3/2020
- Upper Gunnison Water Demand Management Economic Impact Study, with lead, Harvey Economics, Inc., Colorado, 9/2019
- All-Natural, Local Meats: Yampa Valley Farms, Colorado, 1/2014
- Zuni Indian Reservation Grocery Store, New Mexico, 1/2013
- Family-Oriented Game Hall, Montrose, Colorado, 6/2011
- White Buffalo Certified Organic Kitchen, Colorado, 9/2010
- Holy Cow Packing Plant, Colorado, 8/2010
- Biodiesel: "Feasibility of Resource Conservation Holdings, LLC Jatropha Research, Development and Commercialization Project in Southwest Florida," 1/2009
- Horton Sheep Enterprise, Wyoming, 10/2005
- Heartland BioComposites, a composite wood-substitute manufacturer, Wyoming, 3/2004
- Biodiesel, Blue Sun Biodiesel, Inc., Colorado, 6/2003 with Dr. Paul Prentice, Farm Sector Economics, Inc.
- Agritainment opportunities, May Farms, Colorado, 5/2003
- Feasibility of the proposed National Farm Marketing Board, North Dakota, 8/2003

Adjunct Professor, Western Colorado Community College, a division of Colorado Mesa University, Grand Junction, Colorado, 8/2016-5/2018, 8/2019-Present

- Agricultural Economics, Agricultural Marketing, Farm & Ranch Management, Agricultural Finance, Feeds & Feeding, Agricultural Machinery

Administrator, De Beque – Plateau Valley Conservation District, Collbran, Colorado, 1/2014-12/2015, *2 hours per week*

- Wrote and was awarded Conservation District Annual Grant from the State of Colorado
- Helped develop Annual Plans of Work
- Managed budget

Shmoop University Writer, Online at Shmoop.com, 2012/13 and 2015

- Reviewed Advanced Placement (AP) Macroeconomic test review materials, 8/2015
- Wrote Advanced Placement (AP) Microeconomic online course, 1/2012-6/2013

Senior Economist, U.S. Department of Agriculture, Packers and Stockyards Administration (GIPSA), Denver, Colorado, 7/2000-12/2001

- Monitored competition in the U.S. livestock industries
- Co-authored a report to Congress on market power, competition, and concentration by U. S. cattle and sheep packers

Assistant Economic Researcher, World Bank, Lusaka, Zambia, 5/1995-8/1995

- Helped analyze Zambia's agricultural advantage by participating in a cost-benefit analysis of alternative commodities

Research Assistant, Michigan State University-U. S. Agency for International Development (USAID), Cooperative Agreement, East Lansing, Michigan and Addis Ababa, Ethiopia, 8/1994-5/1999

- Analyzed Ethiopia's challenges and opportunities in adopting improved cereals and fertilizer

Economist, U. S. Agency for International Development (USAID), Kampala, Uganda, 5/1993-8/1994

- Helped promote agribusiness in Uganda by evaluating the costs and benefits of agricultural international trade

Economic Development Researcher, John Mellor Associates, Washington, D.C., 5/1992-8/1992

- Helped write and research agricultural development programs for Pakistan

Education

PhD Agriculture Economics, Michigan State University, East Lansing, Michigan, 1999

Concentrations: Analysis of Food System Organization and Performance; Trade and Policy

MA Economics, The American University, Washington, D.C., 1993

Concentration: International Development

BA Economics, University of Colorado, Boulder, Colorado, 1991

Certificate: Colorado Mesa University, Online Teaching Essentials course, October 2019

Computer programming: Microsoft Suite, Stata, SAS, SPSS, IMPLAN, LimeSurvey

PhD Dissertation: "Lessons from Ethiopia's High-Input Technology Promotion Program: How the Organization of the Fertilizer Subsector Affects Maize Productivity," Department of Agricultural Economics, Michigan State University, 1999

Publications (More listings available upon request)

Shiflett, J. and D. Anderson, Department of Agricultural Economic, Texas A&M, "Marketing," *Sheep Production Handbook*, American Sheep Industry Association, Inc. 2010 and 2016

Presentations (More listings available upon request)

Shiflett, J. "Analysis of the U.S. Nontraditional Lamb Market," Colorado Wool Growers Annual Meeting, Montrose, CO, July 2016

References

Paul Rodgers, (Former supervisor), Deputy Director of Policy, American Sheep Industry Association, Inc., prodgers2@earthlink.net, 304-647-9981

Peter Orwick, (Current supervisor), Executive Officer, American Sheep Industry Association, Inc., peter@sheepusa.org, 303-771-3500, ex. 103

Rita Kourlis-Samuelson (Current supervisor), Deputy Director and Director of Wool Marketing, American Sheep Industry Association, Inc., rita@sheepusa.org, 303-771-3500, ex. 105

Christine Murphy, (Former supervisor), Coordinator, Tutorial Learning Center Staff, Colorado Mesa University, chrmurph@coloradomesa.edu, 970-248-1021