

## **Julie Stepanek Shiflett, PhD**

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### **Summary**

PhD agricultural economic consultant with 20 years' experience in agricultural economic market analysis (analysis of trends, forecasts, and market concentration), survey design, market modeling, feasibility studies, economic impact studies, data management, policy recommendations, and college-level course instruction (economics, accounting, finance, and marketing).

### **Experience**

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

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

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

#### **Market Analyst Consultant, 12/2002-Present**

- Economic Impact of Colorado's Sheep Industry, Colorado Wool Authority, 9/2018-ongoing
- U.S. Wool Market Analysis, Kentucky Sheep and Goat Development Office, 11/2017-ongoing
- "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**

- All-Natural, Local Meats: Yampa Valley Farms, Colorado, 1/2014
- 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

Part-Time Lecturer, Western Colorado Community College, a division of Colorado Mesa University,  
Grand Junction, Colorado, 8/2016-5/2018

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

Administrator, De Beque – Plateau Valley Conservation District, Collbran, Colorado, 1/2014-12/2015

- Wrote and was awarded Conservation District Annual Grant; helped develop Annual Plans of Work; managed budget

Shmoop University Writer, Online at Shmoop.com, 2013 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

- 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 Ugandan international trade

## **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

***Computer programming:*** 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, Deputy Director of Policy, American Sheep Industry Association, Inc. (*retired July 2018*), 9785 Maroon Circle, Suite 360, Centennial, CO 80112, 304-647-9981, prodgers2@earthlink.net.
- Peter Orwick, Executive Officer, American Sheep Industry Association, Inc., 9785 Maroon Circle, Suite 360, Centennial, CO 80112, 303-771-3500, peter@sheepusa.org.
- Christine Murphy, Coordinator, Tutorial Learning Center Staff, Colorado Mesa University, 1100 North Ave., Grand Junction, CO 81501, 970-248-1021, chrmurph@coloradomesa.edu.