

Julie Stepanek Shiflett, PhD
P.O. Box 315
Mesa, Colorado 81643
970-812-6873
julie@junipereconomics.com

Summary

I am a PhD agricultural economist with over 20 years' experience conducting agricultural market analyses to inform policy decisions, including analyzing and interpreting data, and developing feasibility studies to develop market insights. I address agricultural challenges and opportunities with stakeholder collaboration of farmers, agribusinesses, government and nonprofits. I have taught college-level agriculture, data analytics and economic courses.

Work Experience

Senior Economist

U.S. Department of Agriculture (USDA), Agricultural Marketing Service, Packers and Stockyards Division (PSD), which upholds the 1921 Packers and Stockyards Act, promoting competition and fair trade practices in the livestock, poultry and meat markets, **1/2022-5/2025**

--Investigated a complaint of lack of market access by livestock producers desiring to sell local meat to a local school, including

- Developed a workplan
- Interviewed stakeholders
- Wrote briefing papers and presented PowerPoint presentations to administrators

--Assisted in developing the proposed and final rules, "Inclusive Competition and Market Integrity Under the Packers and Stockyards Act", including

- Analyzed economic data and interpret results in development of the new rule
- Developed the regulatory economic analysis and updated the cost-benefit analysis
- Wrote and edited the proposed and final rules
- Developed a webinar for the public
- Mentored a new economist

--Co-led a report to the White House, "Interim Report: Competition and Fair Practices in Meat Merchandising," outlining challenges small and mid-sized operators face in a highly concentrated meat sector, including:

- Developed a workplan, and an analysis of qualitative survey data
- Interviewed beef packers, wholesalers and retailers of all sizes; and academia, advocacy groups, and government
- Summarized and presented key findings to administrators and to the public
- Co-led a team of six and mentored a new economist

--Assisted in analyzing a merger review of a proposed cull cow plant merger, including

- Defined the market
- Estimated the pre-merger and post-merger concentration measures: four-firm concentration ratio (CR4) and the Herfindahl-Hirschman Index (HHI)
- Estimated anti-competitive and pro-competitive effects of the merger
- Edited the merger review report

--Lead researcher and writer for a white paper, "Improving Retail Access to Small and Midsized Meat Packers" for the White House

--Lead investigator, data analyst, and lead report writer and presenter for the 2022 Slaughter Lamb Price Drop Investigation

--Lead economist in updating the Fed Cattle Price Monitoring Model and analyzing price outliers

Economic Consultant

Self-employed: Juniper Economic Consulting, Inc., 12/2001-1/2022

Economic Feasibility Studies:

Mount Morris Agrivoltaic Study, EDF Renewables Solar Grazing Project, 12/2020-12/2021

--Estimated the economic returns of Agrivoltaics: Estimated the economic feasibility of co-developing land for both solar photovoltaic power and sheep production

--Estimated food service and ethnic lamb demand from a survey in western New York

Profitability of Co-locating Sheep Grazing with Utility-scale Solar Photovoltaic (PV) Systems, American Solar Grazing Association, New York, 6/2020-1/2022

U.S. Department of Agriculture (USDA) Value Added Producer Grant, Colorado Vineyard Specialists, Colorado, 3/2020-4/2020

--Conducted an economic analysis of profitability of Colorado Vineyard Specialists

--Analyzed demand of local, Palisade, Colorado wines in Colorado and regionally

Upper Gunnison Water Demand Management Economic Impact Study, with lead, Harvey Economics, Inc., Colorado, 9/2019–10/2019

--Developed a cattle rancher survey and conducted rancher interviews as part of an investigation of the economic impacts from possible curtailment of water rights in the Upper Gunnison Basin

Yampa Valley Farms, Colorado, 1/2014-4/2014

--Analyzed profitability of Yampa Valley Farms (purveyor of all-natural, local meats to Steamboat Springs, Colorado restaurants) establishing a retail outlet selling local meats and charcuterie

White Buffalo Certified Organic Kitchen, Colorado, 9/2010-10/2010

--Evaluated the economic feasibility of adding value to White Buffalo's organic farm by preparing organic salsa and fruit preserves

Holy Cow Packing Plant, Colorado, 8/2010-10/2010

--Evaluated the economic feasibility of the custom exempt packing plant adopting federal inspection services

"Feasibility of Resource Conservation Holdings, LLC Jatropha Research, Development and Commercialization Project in Southwest Florida," 1/2009

--Evaluated the economic feasibility of utilizing jatropha's oilseeds for biodiesel

Horton Sheep Enterprise Sheep Feasibility Study, Wyoming, 10/2005

--Evaluated the economic feasibility of expanding the Horton sheep flock

Heartland BioComposites, a composite wood-substitute manufacturer, Wyoming, 3/2004-4/2004
--Estimated the profitability of developing synthetic wood decking from recycled plastic milk jugs

Blue Sun Biodiesel, Inc., Colorado, 6/2003, with Dr. Paul Prentice, Farm Sector Economics, Inc.
--Estimated profitability of newly-formed Blue Sun Biodiesel

Agritainment opportunities, May Farms, Colorado, 5/2003
--Developed a feasibility study of adding an agritainment enterprise to a working corn and sunflower farm in eastern Colorado

Market Analyst Consultant:

“Economic Impact of Colorado’s Sheep Industry, Colorado Wool Authority,” Colorado Wool Growers Association, 4/2019-6/2019

--Estimated the economic impact of Colorado’s sheep industry using IMPLAN

U.S. Sheep and Wool Market Analysis, Kentucky Sheep and Goat Development Office, Monthly reports 2018-2019

-- Analyzed Kentucky’s sheep market and provided general price forecasts of lamb and wool

“H2-A Shepherders Compensation Methodology,” with Mountain Plains Agricultural Service, Western Range Association, American Sheep Industry Association, and Colorado Wool Growers Association, 10/2014

“The Real Wage Benefits Provided to H-2A Sheep Herders and the Economic Cost to Colorado Ranchers,” Colorado Wool Growers Association, 3/2010 – 6/2010

--Estimated the real economic value of sheep herders to the Colorado sheep industry

Analysis of market concentration for the California Tomato Export Group Certificate Analysis, Wasson Idea Farming, 4/2005-5/2005

Economic Consultant

American Sheep Industry Association (ASI), 12/2001 - 1/2022

--Developed an econometric model for a U.S. and imported lamb demand study, American Lamb Board, with Deborah Marsh, 1/2007, 5/2015, 4/2017

--Conducted a U.S. sheep industry economic impact analysis using IMPLAN, 8/2008, 8/2011, 8/2017

--Planned, designed, and provided empirical analysis for the “Nontraditional Lamb Market in the United States: Characteristics and Marketing Strategies” report, 4/2010-6/2010, and 10/2020-12/2020

--Wrote monthly lamb market economic analyses and forecasting for the American Sheep Industry Association (ASI) magazine, *Sheep Industry News*, 12/2002-1/2022 (Maintained and updated ASI’s sheep, wool and pelt databases)

--Designed a sheep producer survey, and conducted and analyzed survey data for the “U.S. Sheep Industry Research, Development, and Education Priorities” report, Team member, 6/2016

Adjunct Professor and Educational Curriculum Developer
Colorado Mesa University (CMU) and CMU Tech, 8/2016 – 12/2021

Davis School of Business at CMU:

ECON 202 Principles of Microeconomics
CISB 241 Introduction to Business Analytics
CISB 341 Quantitative Decision Making
ENTR 300 Small Business and Entrepreneurship

CMU Tech:

AGRS 102 Agricultural Economics
AGRS 125 Agricultural Machinery and Technology
AGRS 205 Farm and Ranch Managements
AGRS 208 Agricultural Finance
AGRS 210 Agricultural Marketing
AGRS 225 Feeds and Feeding

Administrator

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

--Co-wrote and was awarded a Conservation District Annual Grant for irrigation improvements
--Co-developed Annual Plans of Work, and assisted in managing the District budget

Economic Educational Curriculum Developer

Shmoop University, Inc., 1/2012 - 12/2013

--Wrote an Advanced Placement (AP) Microeconomic online course
--Reviewed Advanced Placement (AP) Macroeconomic test review materials

Agricultural Economist

USDA AMS Packers and Stockyards Division, 7/2000 - 12/2001

--Co-authored a report to Congress on market power, competition, and concentration in U. S. cattle, and sheep and lamb markets
--Monitored and surveilled the U.S. livestock industries for anticompetitive marketing practices

Research Assistant

Michigan State University Cooperative Grant with U.S. Agency for International Development (USAID), 8/1994 - 5/1999

--Analyzed Ethiopia's challenges and opportunities in adopting improved cereals and fertilizer
--Designed, implemented and analyzed a survey of the structure, conduct and performance of Ethiopia's commercial fertilizer market by region

Economic Research Assistant

World Bank, Zambia, Summer 1996

--Analyzed Zambia's agricultural advantage by assisting in a cost-benefit analysis of alternative commodities

Economist

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

--Promoted agribusiness in Uganda by evaluating the costs and benefits of Ugandan international trade

Education

Michigan State University, East Lansing, Michigan

Doctorate degree 12/1999

Major: Agricultural Economics

Minor: Analysis of Food System Organization and Performance

The American University, Washington D.C.

Master's degree 5/1993

Major: Economics

University of Colorado, Boulder, Boulder, Colorado

Bachelor's degree 5/1991

Major: Economics

References

Thomas Duggan, PhD (former supervisor)

Competition Branch Chief

U.S. Department of Agriculture, Agriculture Marketing Service, Packers and Stockyards Division

One Gateway Centre

3950 North Lewiston, Suite 200

Aurora, CO 80011

teduggan@yahoo.com

303-881-0716

Weylin Lucius (former acting supervisor)

Acting Competition Branch Chief

U.S. Department of Agriculture, Agriculture Marketing Service, Packers and Stockyards Division

One Gateway Centre

3950 North Lewiston, Suite 200

Aurora, CO 80011

Weylin.T.Lucius@usda.gov

303-710-4003

Gary May (former supervisor)

Complex Investigation Supervisor, Midwestern Regional Office

U.S. Department of Agriculture, Agriculture Marketing Service, Packers and Stockyards Division

210 Walnut Suite 317

Des Moines, Iowa 50309

Maymasonry@gmail.com

515-231-7488

Christine Z. J. Noel, PhD, CPA (former supervisor)
Associate Professor of Accounting
Dominguez Hall 301 C
1100 North Avenue
Grand Junction, CO 81501-3122
cnoel@coloradomesa.edu
970-248-1580

Volunteer Roles

- Agricultural Adviser—Colorado Small Business Development Center, Grand Junction, Colorado
- Local Foods & Agriculture committee, Western Colorado Alliance, Grand Junction, Colorado
- Board Member, Mesa Community Center, Mesa, Colorado
- Writer, *The Fair Trader*, U.S. Department of Agriculture, 2022
- Plateau Valley, Colorado Fire Department Fourth of July Pancake Breakfast, annually since 2010
- Plateau Valley, Colorado, Little League score keeper, 2014-2019
- Plateau Valley, Colorado 4-H Color Sunday Annual fundraiser, 2009-2019, and 4-H Clover Bud Leader for 2 years