

# Ervin Leiva

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## EDUCATION

*PhD in Agricultural and Applied Economics, University of Missouri* 2023

Focus area: Environmental and Development Economics / Certificate in Society and Sustainability

Dissertation: Three Essays on Price Risk Mitigation, Market Barriers and Livelihoods Strategies of Smallholder Farmers

Advisor: Dr. Corinne Valdivia

*MS in Animal, Dairy and Poultry Sciences, University of Florida* 1999

Focus area: Ruminant Nutrition

Thesis: Effect of Altering the Proportions of Different Neutral-Detergent Soluble Carbohydrates in Diets for Lactating Dairy Cows

*BS in Animal and Dairy Science, Iowa State University* 1996

## PROFESSIONAL EXPERIENCE

***Assistant Professor of Agricultural Economics*** 08/2023-Present

*Department of Agriculture, Angelo State University*

- ***Instruction:*** Undergraduate and graduate courses on farm management, marketing, and risk management facilitating a deep understanding of economic principles within the agricultural context.
- ***Research:*** Latinx immigrant farmers' strategies for sustaining their livelihoods, particularly on how they overcome market entry and production barriers, exploring the ways in which farmers adapt to transition into markets while managing price risk, considering both formal and informal institutions in the field of farming.

***Graduate Research Assistant*** 08/2019-07/2023

*Department of Agricultural and Applied Economics, University of Missouri*

- Researched agricultural markets, addressing challenges faced by small farmers in Latin America and the U.S. Midwest. Provided insights into price risk mitigation, market entry barriers, and cultural obstacles for effective decision-making.
- Analyzed Nicaragua's feeder cattle basis to inform feeder cattle traders and policymakers about marketing decisions and price risk management.
- Explored barriers Latinx immigrant farmers encounter entering markets in the U.S. Midwest. Analyzed the impact of agricultural investment, training, and acculturation on market participation and agricultural sales.
- Assessed different institutional fields of farming evaluating farming cultures, diverse livelihood strategies and stakeholders and farmers to improve market access.

***Beef and Equine Farmer / Country Director*** 2013-2018

- Spearheaded regenerative agricultural practices encompassing agroforestry and ecosystem conservation for beef and equine production.
- Employed integrated management strategies to ensure sustained livestock productivity and ecosystem preservation.
- Integrated climate-smart approaches into farm business plans and collaborated with producer

associations and government entities for agribusiness and environmental conservation.

- Oversaw trading for feeder cattle auctions. Collected feeder cattle auctioned data, collaborated with cattle industry representatives, and analyzed spot prices alongside Chicago Mercantile Exchange futures feeder cattle prices to assess price risk mitigation.
- Led mission-driven strategies for impactful and sustainable development.
- Formed alliances, engaged communities, and advocated for change
- Managed projects, budgets, and risks while fostering team growth.
- Tracked outcomes, secured funding, and communicated progress effectively.

***Agricultural Specialist***

02/2003-10/2010

*United States Department of Agriculture/Foreign Agricultural Service*

- Worked with U.S. agricultural trade associations, state groups and businesses through USDA's Market Access and Trade Promotion Programs conducting marketing and research, facilitating market access for U.S. agricultural products.
- Managed multi-sectoral integration approaches including governments, the private sector, NGOs, donors, universities, civil society, producer and community-based organizations.
- Promoted regional growth through institutional leadership and partnership, livelihoods, and community-led natural resource management strategies including business and social investment, grants and non-grant financing, guarantees, technical assistance, capacity building and cash-based assistance programs.
- Worked with NGO partners implementing projects among Native communities related to youth leadership and women, food sovereignty, agroecology, and natural resource governance and property rights.
- Oversaw the Food for Progress and McGovern Dole Food for Education Programs (\$35-40 million portfolio) to fund regional development through trade promotion, regenerative agricultural production through blended financing within NGO consortia or governments. Responsible for (i) proposal review, (ii) compliance with bilateral and NGO agreements on technical scope, financial requirements, implementation, reporting and monetization and (iii) authorization for the purchase of goods and services.
- Facilitated negotiation and implementation of bilateral and regional government-to-government agreements and free trade agreements (US-CAFTA-DR); monitored agricultural trade (TRQ compliance and phaseout, SPS barriers to trade, sugar export certificates).
- Monitored grant recipients on sub-grants for USG compliance and implementation per established timelines and deliverables; oversaw implementation and provided strategic vision and leadership.

***Guest lecturer, discussion leader***

02/2000-11/2004

*Catholic University*

- Taught international business, marketing, and business ethics as a discussion leader or guest lecturer.
- Built on my networks with trading partners, industries, organizations, and firms to convey effective strategies for trading, business development and ethics.
- Focused on effective teaching through extensive examples from practical experience (cases, problems), guiding students to visualize actual trading operations.
- Presented theory while developing detailed links between the import/export process, discussing and analyzing cases, and encouraging student feedback for solving actual trading issues.

***Farm and Natural Resource Advisor***

07/1999-12/2003

*Agropecuaria del Atlántico, S.A.*

- Worked with Mayangna and Miskito indigenous communities and farmers at the Bosawás biosphere facilitating forest administration and livelihood management including governance, risk evaluation.
- Developed livelihood strategies with local stakeholders to produce fresh produce, coffee, corn, beans, and beef.
- Facilitated regional development and conservation plans with Indigenous community leadership, local and regional state governments, and other service providers to promote community-based regenerative agroforestry systems.

#### **REFEREED JOURNAL ARTICLES**

Augustine, J., Lopez, J., **Leiva, E.**, & Bakhtavoryan, R. (2021). A case study of cattle prices in Nicaragua. *Journal of Applied Business and Economics*, 23(4), 129-147.

**Leiva, E.**, Hall, M.B., & van Horn, H.H. (2000). Performance of dairy cattle fed citrus pulp or corn products as sources of neutral detergent-soluble carbohydrates. *Journal of Dairy Science*, 83(12), 2866-2875.

#### **USDA/FOREIGN AGRICULTURAL SERVICE COMMODITY, TRADE AND MARKET ACCESS REPORTS** (Available at <https://gain.fas.usda.gov/#/search>)

Leiva, E. (2010). Import Duty Decrease for Beans; Biotechnology - GE Plants and Animals; Sugar Annual; Cochran Faculty Exchange Alumnus Pioneering in Cocoa Research.

Leiva, E. (2009). Agricultural Biotechnology Annual; Nicaragua Sugar Annual; Cochran/Faculty Exchange Alumnus Engaged in Biotechnology Outreach Activity.

Leiva, E. (2008). Agricultural Situation Import Duty Decrease for Corn Syrup and Beans; Import Duty Decrease for Agricultural Products; Trade Policy Monitoring Nicaragua's TRQs under its CAFTA-DR and WTO Commitments for CY 2007.

Leiva, E. (2007). Biotechnology Annual Report; Nicaragua Sugar Annual Report

Leiva, E. (2006). Nicaragua Biotechnology Annual; Nicaragua Sugar Annual

Leiva, E. (2005). Nicaragua Sugar Annual.

Leiva, E. (2004). Nicaragua Sugar Annual. Nicaraguan Retail Food Sector; Oilseeds and Products; Nicaraguan Peanut Sector Report.

Leiva, E. (2003). Livestock and Products; Sugar Annual.

#### **WORKING PAPERS**

Leiva, E., Bakhtavoryan, R., & Valdivia, C. Analysis of the factors influencing feeder cattle basis in Nicaragua.

Leiva, E., Valdivia, C & Bakhtavoryan, R. Barriers Latinx Immigrant farmers face to enter markets in the Midwest.

Leiva, E., Valdivia, C. & Jeanetta, S. An exploratory case study on the pathways Latinx immigrant

farmers undertake to enter the practice of farming in the Midwest: A qualitative thematic analysis.

### **ACADEMIC PRESENTATIONS**

Leiva, E., Valdivia, C. & Jeanetta, S. (2023, June 7). *An exploratory case study on the pathways Latinx immigrant farmers undertake to enter the practice of farming in the Midwest: A qualitative thematic analysis*. [Paper presentation]. Identities: Intersectionalities in the Latin Community and Beyond. 21<sup>st</sup> Annual Cambio de Colores Conference. Columbia, MO.

Leiva, E., Bakhtavoryan, R., & Valdivia, C. (2022, October 6). *Analysis of the factors influencing feeder cattle basis in Nicaragua*. [Paper presentation]. Missouri Valley Economic Association. Fifty-Ninth Annual Meeting, Saint Louis, MO.

Leiva, E. & Valdivia, C. (2022, June 23). *Transaction costs on the pathways Latinx farmers undertake to enter the practice of farming in the Midwest*. [Paper presentation]. Cambio de Colores Conference, Floreciendo-Resilience and Changing Communities in Uncertain Times. Saint Louis, MO.

Leiva, E. (2022, April 30). *Analysis of the factors influencing feeder cattle basis in Nicaragua*. [Paper presentation]. 38th Annual Research & Creative Activities Forum. Columbia, MO.

Jeanetta, S., Martínez, R., Valdivia, C., Flora, C., Flora, J., Rodríguez-Alcalá, M., Rojas, S., & Leiva, E. (2021, June 18). *Pathways for Latinxs in the practice of farming in the Midwest: experiences from Missouri, Michigan and Iowa*. [Paper presentation]. Cambio de Colores Conference, Embracing Differences and Empowering Communities. Saint Louis, MO.

### **TECHNICAL SKILLS**

Languages: Fluent in English, Spanish (native), Portuguese (intermediate)

Software: Stata, SPSS, SAS, R

Livestock: Iowa State University Dairy Judging Team (95), equine, bovine farmer

### **HONORS AND AWARDS**

- Freeda Thomas Yeo Agriculture Fund (2020; 2022)
- USDA/FAS Orlando World Award Recipient for the Western Hemisphere (2010)
- USDA Cochran Scholar (2009)
- USDA/FAS Administrative Award for Outstanding Efforts for Opening Markets for Agricultural Products through Successful Negotiations of Free Trade Agreements (2006)
- Golden Key, National Honor Society; Alpha Zeta, Gamma Sigma Delta, National Honor Agricultural Fraternities (1996-Present)
- Fulbright Scholar (1994-1996)

### **PROFESSIONAL MEMBERSHIPS**

- Agricultural and Applied Economics Association (AAEA)