



Paul G. Christ

Resume

Education:

1960: B.S., Agricultural Education, Southern Illinois University

1962: M.S. Agricultural Economics, Southern Illinois University

1966 – 1970: Additional training in Agricultural Economics, Kansas State University

Dairy Professional work experience:

1961– 1964: Federal Milk Market Administrator's Office, Detroit, MI.

(interrupted by two years in the Army).

Learned and executed many of the functions of Federal milk order administration, including pool calculation, milk testing, auditing handlers' records, evaluating hearing records, and compiling regulatory data for publication.

1964-1966: Program Analysis Branch, Dairy Division, AMS, USDA, Washington, D.C.

Helped supervise the collection, compilation and publication of National Federal milk order data.

Compiled the first summary of major Federal Milk Order provisions.

Compiled and reported the "Midwest Condensery Price" for regulatory use.

Drafted responses to requests for information and data from the public, and elected and administration officials.

Prepared the weekly report of Dairy Division activities for use of USDA officials.

1966-1970: Part time with the Federal Milk Market Administrator's Office,

Kansas City, MO.

Provided statistical analysis to Federal Order Service Unit #1, in validating techniques for testing milk protein.

Conducted dairy marketing research supported by the Dairy Division at Kansas State University.

1966-1970: Part time graduate student and researcher at Kansas State University.

Participated in dairy marketing research as part of the North Central regional research group.

Provided economic analytical support for the 60-cooperative Associated Milk Producers' study group.

Conducted research on aggregating milk supply regions in the U.S.

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Conducted research on the determinants of milk supply by region in the U.S.
Prepared several extension publications on dairy marketing issues.

1970-1974: Senior Agricultural Economist, Dairy Division, AMS, USDA.

Supervised internal dairy marketing research.
Supervised external dairy marketing research sponsored by the Dairy Division.
Evaluated the economic merits of numerous dairy policy initiatives.
Monitored dairy marketing research done by academic researchers.
Served on internal USDA inter-agency economic and statistical committees.
Drafted responses to dairy marketing inquiries from the public, and elected and administrative officials.
Served as a staff member for the National Commission on Productivity.
Served as a temporary staff member for the Cost of Living Council, monitoring price control compliance in the dairy and fruits and vegetables industries, and monitoring government purchases of food.

1974-1978: Marketing Specialist, Land O'Lakes, Inc., Minneapolis, MN.

Negotiated plans for consolidating the four Federal milk orders in Minnesota.
Negotiated plans for consolidating the four Federal milk orders in Iowa.
Participated in administrative hearings to achieve the above consolidations.
Represented Land O'Lakes in several industry groups.
Evaluated new dairy marketing policy proposals and advised management on their merits.
Evaluated several internal capital projects and advised management on their merits.
Participated in numerous internal and external dairy farmer and industry meetings.

1978-2000: Vice President, Land O'Lakes, Inc., Arden Hills, MN.

Supervised 16 Midwest dairy manufacturing plants (1978-1982).
Supervised the procurement of milk in the Midwest (1978-1982).
Supervised the marketing of Grade A milk.
Represented Land O'Lakes in several dairy and agricultural organizations.
Regular participation in internal and external dairy farmer and industry meetings.
Lobbied the Minnesota legislature on a variety of dairy issues.

Participated in many formal and informal dairy policy initiatives both locally and nationally.

Helped organize the Upper Midwest Marketing Agency.

Supervised the development of a comprehensive producer payroll system.

Supervised compliance with Federal milk marketing regulations.

Participated in numerous Federal milk order hearings.

Monitored dairy markets and provided forecasts to members and the Board of Directors.

Supervised the development of the Land O'Lakes dairy risk management program.

Etc.

Teaching

1993-2000: Metro State University, St. Paul, MN

Taught undergraduate Microeconomics and Macroeconomics.

2000-2003: St. Thomas University, St. Paul, MN

Taught International Economics to graduate students.

Taught Microeconomics to executive MBA students.

Taught internationally in Canada, Taiwan, and Greece.

2003-2008: St. Mary's University of Minnesota

Taught Microeconomics, Macroeconomics, Economics of Strategy and Managerial Economics to MBA students.

Post Retirement Consulting Activities

Provided dairy outlook to a foreign industry group

Advised a dairy firm on compliance with Federal milk orders.

Wrote a white paper for an industry group recommending reforms to FMMO administrative procedures.

Participated as a witness in the producer-handler hearing.

Participated as a witness in two de-pooling hearings.

Developed a proposal for using competitive pay prices for milk to establish Federal milk order prices, and advocated for its adoption.

Etc.

International (dates may not be accurate)

1983-1984: Venezuela

Met with all dairy interest groups to develop strategies for expanding milk production in the country. Made appropriate recommendations.
Presented a two-day seminar on cooperative philosophy, development and strategy.

1987, 2003, 2007: Russia

1987: Evaluate the potential for forming an independent farmer-owned milk processing and marketing cooperative in Russia.
2003: Recommend free-market economic incentives to develop the dairy industry in Siberia.
2007: Present seminars on cooperative development to faculty and students at two universities.

1994, 2000: Bulgaria

Met with all dairy interest groups in the country, and recommended a process for forming a National Dairy Association.

2000-2002: Montenegro

Three projects to (1) evaluate the legal environment for the dairy industry, (2) recommend to the government changes in policy and administration that would make the industry more efficient and competitive, and (3) recommend actions by farmers, processors and regulators to implement these changes.

2002: Nigeria

Met with small farmers' organizations in northern Nigeria to learn their activities and hopes, and recommend actions and strategies for developing a regional federation of farmers' organizations.

2003: Macedonia

Interact with the Dairy Processors Organization and the Meat Processors Organization to coach them on advocating to the Parliament and the government for policy changes desired by their industries.

2004-2005: China (Two projects)

(1) Meet with farmers, village leaders, and public officials to determine the potential for developing cooperatives among yak milk producers, and

- (2) Develop organizational and business plans for potential yak farmer cooperatives.

2004-2005: Albania (Two projects)

- (1) Evaluate the milk quality infrastructure in the country and recommend improvements;
- (2) Help the Ministry of Agriculture harmonize Albanian dairy law with dairy law in the European Union.

2005: Indonesia

Met with dairy and cooperative leaders to develop recommendations for expanding milk production in the country.

2005: Afghanistan

Met with government officials, dairy industry representatives, village leaders, other donor organizations, and merchants to determine the potential for expanding the commercial market for milk and dairy products.

2006: Rwanda

Met with government officials and dairy industry leaders to develop recommendations for the formation of a national dairy association.

2007 - 2008: Kosovo: (Two projects)

- (1) Developed recommendations for the government to respond to subsidized dairy imports, and
- (2) Recommended changes to and revision of the existing cooperative statute.

2010: Uganda/Kenya

Met with dairy cooperative leaders to identify successful procurement, processing, marketing and organizational strategies.