

# KEITH W. EISBERG

Senior Agricultural Economist

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## Executive Summary

Senior Agricultural Economist and Project Manager with more than 35 years experience, including 25 years living in developing countries working on World Bank assignments. Global experience includes international economic development, infrastructure needs assessment and development, macro-economic funding projects, micro-economic project implementation, food production, food security, international trade, and green technology.

### Management/Operations Overview

- **AgriThORITY®** Senior Ag Economist, Project Manager and Team Leader for International Projects
- **The World Bank** Jamaica. Three years *Ministry of Agriculture (MOA)*, Senior Agricultural Economist
- **The World Bank** Developing Countries. 25 years *Senior Ag Economist / Team Leader / Team Member*

### Results

- Supervised a \$20 million World Bank structural development loan, agriculture sector of Jamaica
  - Saved Minister of Agriculture \$500,000 in initiative to digitize record keeping
  - Implemented projects increasing GDP, resulting in Jamaica's return to credit-worthiness, by providing access to IMF and World Bank loans, and re-opening international trade
- Created models combining economic and agronomic data to determine best use of land
- Team increased food and agricultural production to achieve food security
- Team increased agricultural exports, increasing GDP
- Identified, devised, analyzed and implemented agricultural investment projects and programs

*Practical experience with an ability to communicate in a foreign culture with the full range of individuals in a society, from high-ranking government officials to farmers and subsistent tribal natives, resulting in transferring knowledge of new technologies to foreign ventures*

### International Agencies

- The World Bank, US Agency for International Development (USAID), United Nations (UNDP), Food and Agriculture Organization (FAO), Department of Agriculture (USDA), Foreign Agricultural Service (FAS). Extensive experience in Asian, African, Caribbean and Latin American countries

### Foundations & Academia

Christmas Break 2015

- **International Advisor Kemper Foundation--Agriculture Future of America Experience in Thailand**

Traveled to Thailand with a select group of 10 college seniors to study international development and market access challenges for key agricultural products.

## Professional Experience

### AgriThORITY® Senior Agricultural Economist

2008- current

*A U.S. based agricultural science consulting company working globally for a range of agro companies, from start-up technology companies to major multinational companies*

#### **Senior Ag Economist, Project manager and Team Leader for International Projects**

- **Equatorial Guinea—contracted by The White House.** Ag Sector Development Plan and Infrastructure / Budgets / Arranged for Farm Travel Tour / for President of Equatorial Guinea
- **Asia—Market Analyses and Projections for potential expansion into selected markets—** recommendations, limiting factors, regulatory issues and best methods for market access. Multi-national corporation

- **Mauritania**—Economic Feasibility Analysis/ Land Utilization computer model / Crop Mix / Soils survey and Best Management Practices – Private Corporation – Saudi Arabia
- **Myanmar**—5 Year Project Plan for Agriculture Development and Infrastructure / Economic Feasibility Analysis / Land Utilization computer model / Crop mix / Soil survey and Best Management Practices—Cassidy & Associates
- **Malawi**—Project Plan -- Economic Program for Infrastructure and Agriculture Development—Government of Malawi and Cassidy & Associates
- **Jamaica**—Project Plan for Development of Ethanol from Sugar Cane—Government of Jamaica and Cassidy & Associates
- **Papua New Guinea**---Pre-feasibility report for an educational entity to create an agriculture extension and training system to train trainers of PNG farmers with the goal of transferring new ag technologies
- **Senegal**—Ag Development and Infrastructure Project Plan —Government of Senegal and Cassidy & Associates
- **Contract Prospecting for AgriThority in DC** / Negotiator for contracts / Contract management / Contract Proposals Creator & Writer / coordinated various professionals to input into project proposals
- **AgriThority Coordinator** for U.S. firm with new, natural Plant Growth Regulator -- Agronomic Field data sampling –Bayer Crop Science / DuPont- Pioneer / Land O’ Lakes and other multi-national corporations
- **Presentation to University of Missouri Chancellor and Selected Deans**—Presentation on Spray Drying as a new and more robust alternative method for biological product formulation development
- **Team Leader** on numerous presentations and economic analyses conducted for multi-national corporations determining market potential for specific products / best methods to open the market / agronomic BMPs—coordinating with the various professionals by discipline (economists, soil scientists, agronomists, sociologists, irrigation engineers, mechanical engineers, livestock specialists, farm managers) to incorporate into a useable and understandable presentation for clients and CEOs

#### Consultant

1982 - Current

#### **WORLD BANK, US AID, UNDP, FAO, THAI Government**

Countries and Regions: Caribbean—Jamaica; Asia—Indonesia, Thailand, Papua New Guinea, Hong Kong; Latin America—Honduras, Guatemala, Belize, Brazil, Venezuela; East Africa—Tanzania, Kenya, Somalia, Ethiopia

#### Multiple Assignments

*International organizations and non-governmental entities (NGOs)—provided funding for agriculture projects determined to be economically feasible and politically / socially important. The World Bank, US AID and other donors accepted recommendations, shaping policy decisions. A summary of the work performed and the social economic improvements includes:*

- Identified, devised, analyzed and implemented agricultural investment projects and programs
- Improved farming methodology and introduction of alternative crops
- Increased local farmer incomes, food production, food security and exports
- Implemented projects in Jamaica to increase agriculture revenue which resulted in the return of Jamaica to a credit worthy nation; supervised \$20 million structural development loan for the agriculture sector
- Increased agricultural exports and made significant improvements to countries GDP
- Feasibility studies and funding of irrigation projects, agriculture projects and national plans
- Market analysis, infrastructure recommendations and structural development loan analysis
- Created a digital economic model combining agronomic data to determine the best land usage
- Near eradication of illicit poppies grown in a politically sensitive area of Asia through the introduction of alternative high value crops
- Improved farming methodology, increased local farmer incomes, introduced new varieties and insect resistant cultivars, introduced “green friendly” chemicals and fertilizers, increased food production and exports in the developing countries and regions noted
- Increased yields and expanded acreage of high value crops, such as vegetables and spices
- Introduced computer modeling and data collection methods for Indonesian Ministry of Agriculture
- Introduced systems using green technology to Developing Countries
- Proposed curriculum for a 4-year degree program in agriculture for a start-up university in Asia

**Consultant, cont.**

1982 - Current

**WORLD BANK, US AID, UNDP, FAO, THAI Government**

- Created a comprehensive infrastructure, development model and market access with recommendations for implementation—Asian countries and African nations.
- Economic feasibility and funding of a Transmigration project in S. Kalimantan, Indonesia
- Traversed through remote jungles of Borneo, lived with tribes that descended from headhunters, collected data and made recommendations to the World Bank

**World Bank Senior Economist**

1983 - 1985

Ministry of Agriculture (MOA) Kingston, Jamaica

*International structural development organization and governmental entity. Oversaw a \$20 million loan to the agriculture sector. As a team, implemented projects to increase agriculture revenue that resulted in the return of Jamaica to a credit-worthy nation, thus allowing it to trade and participate in the global economy. A summary of the accepted recommendations, work performed and improvements made include:*

- Supervised a \$20 million World Bank structural development loan, agriculture sector
- Identified, devised, analyzed and implemented agricultural investment projects and programs
- Saved MOA \$500,000 from a planned purchase of a Mini-Mainframe IBM computer. Through a lengthy analysis for MOA, recommended, obtained and set up a desk top system
- Created Economic models combining economic and agronomic data to determine best use of land
- Increased farmer profits— average agriculture income tripled
- Team increased yields and expanded acreage of high value crops, such as vegetables and spices
- Team opened new exports of agriculture products to the U.S. via the Caribbean initiative
- Increased staff retention that had previously been lost to the private industry
- Improved data collection and analysis—data transferred from paper to department's desktop system
- At end of assignment, trained Jamaican Ag Economists on use of computer programs and economic data input. Thanks to this ground-breaking work, today Agricultural economic data is available to the public
- Team increased food and agricultural production to achieve food security for Jamaica
- Team increased Ag exports and implemented projects increasing GDP, resulting in Jamaica returning to a credit worthy nation—providing access to IMF, World Bank loans and re-opening international trade

**Consultant & Academia**

February 2009 - 2010

Lutheran University of Papua New Guinea

**Senior Ag Economist and Team Leader**

*A government funded project of a start-up university in a developing country with the major goal of training local students to provide a foundation and resource pool of talent for both government and private sector agriculture related professions*

- Project Goal: Devise an agriculture curriculum that will be a unique program for developing countries—including a specialized program to train Agricultural Extension agents
- Explored prospects of developing an MOU with University of Missouri and Papua New Guinea University
- Presentations and negotiations of contracts with corporations and government entities
- Identification of appropriate agribusiness curriculum
- Determine feasibility and policy formulation to create a 4 year Agribusiness curriculum
- Analysis of curriculum plan developed by local (Papua New Guinea) consultants
- Modify and make additional recommendations beyond the consultants' capability
- Devise method to create, formulate plans and policy to locate international funding for a 4 year program

## Consultant & Academia, cont.

February 2009 - 2010

- Devised a four stage plan to move the project forward
- Devised a strategy for NGO funding
- Consulted with University of Missouri faculty and Dean to assist in creation of and participation in an agribusiness curriculum
- Recommended faculty from University of Missouri to work as consultants for the team headed by Eisberg as Team Leader and Senior Ag Economist
- Consulted with the Governor of Missouri and with U.S. Congressmen/women to seek participation

## Family Farm Owner and Manager

2000 - Current

Chariton Farms Inc.

*A Missouri grain farm that raises corn, wheat and soybean. The farm achieved a 48% increase in production and increased profits while decreasing the risk of environmental conflicts.*

## Education

- Georgetown University: proposals and presentation writing
- World Bank: micro-computer (desktop) software programs
- University of Missouri, Columbia, MO
  - Master of Science in Agricultural Economics
  - Bachelor of Science in Agricultural Economics

## References

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- Dr. Jim Spain, Vice Provost for Undergraduate Studies, University of Missouri  
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- Dr. Ken Schneeberger, Assistant Dean and staff member Ag Econ Dept., University of Missouri  
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