

## Curriculum Vitae

**THOMAS A. REARDON**

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### **PROFESSIONAL INTERESTS**

- Links between globalization and the transformation of the agrifood industry (rise of supermarkets, large-scale agroindustry/processing, wholesaling, and food service/fast-food sector) and agricultural and supply chain/value-chain development and food security in developing countries;
- Focus on Asia
- Implications of agrifood industry transformation for small agro-industrial enterprises and small farmers and farm and rural nonfarm labor.
- Development program and policy approaches to “competitiveness with inclusiveness” and “customized competitiveness” for farms and agroindustry firms
- The rise of private food safety and quality standards;
- Main focus on horticultural and fish/seafood/aquaculture, and secondary focus on dairy, tertiary focus on rice
- Inter-Developing Country Trade and International joint ventures in the produce industry;

Substantial research experience in Asia (8 years), Latin America (10 years), and Africa (12 years)

### **PROFESSIONAL and PUBLIC RECOGNITION**

- Listed in 4<sup>th</sup> Edition (2003) Who's Who in Economics, Surrey: Edward Elgar Pub. Ltd.
- Google Scholar shows for my papers approx 7000 citations, and ISI, 1100 citations, as of May 2010
- Michigan State University “Distinguished Faculty Award” 2008/09, awarded Feb 2009
- World Economic Forum (WEF), Davos: personal-invitation-only participant:
  - (1) Davos January 2009;
  - (2) WEF Latin America Summit, April 2009;
  - (3) WEF Africa Summit, June 2009;
  - (4) WEF India Summit, November 2009;
  - (5) 2009/2010 member of WEF’s Global Alliance Council on Food Security (other members include directors of USAID, World Food Program, DFID Food Security/Livelihoods, CCAP, and others).
- My work featured on the front page of the New York Times (2005) and the Business Section of the New York Times (2003), in the Economist (2008), the Washington Post

(2004), and Wall Street Journal/India (2008), and cited in the House of Commons (2004), and presented on National Public Radio in the US.

- 25 of my papers (of mine with collaborators) cited in World Bank's World Development Report 2008 (the first one on food and agriculture in development published in 25 years)
- 2008 Member of Experts Committee on Global Agricultural Development, Chicago Council on Global Affairs
- Associate Editor (2007-), Agricultural Economics (of the IAAE)
- Member of the Editorial Board (2006-), International Food and Agribusiness Management Review (of International Food and Agribusiness Management Association)
- Member of the International Editorial Advisory Board (2006-), Development Policy Review (of the ODI)
- Member of the Editorial Board (2005-), Chilean Journal of Agricultural Research (of the INIA, the Agricultural Research Institute, Ministry of Agriculture, Chile)

## **EDUCATION**

Ph.D., Agricultural and Resource Economics, University of California, Berkeley. 1984

- Field: International Trade in Agricultural Products
- Major professor: Alain de Janvry
- Awards: Social Science Research Council International Research Fellowship, Inter-American Foundation Fellowship, and Fulbright-Hays Doctoral Dissertation Research Abroad Fellowship, for dissertation research in Peru, 1981-82

Master's in International Affairs, Columbia University, New York. 1979

- Field: International Economics;
- Award: Columbia University, School of International Affairs Graduate Fellowship, 77-79

Diplôme (masters level) Avec Mention Bien, Institut Européen des Hautes Etudes Internationales, Université de Nice, France, 1977;

- Field: International Relations
- Award: Rotary Graduate Fellowship for post-graduate study in France, 1976-77

Bachelor of Arts, *magna cum laude*, Claremont Men's College (now Claremont McKenna College), California. 1976;

- Field: Honors in double-major, Political Science and French

## **LANGUAGES**

Fluent: Spanish, French. Read/understand well: spoken Portuguese. Beginner level: Actively Beginner exposure to Hindi and Indonesian Bahasa; studied two semesters Chinese.

## **EMPLOYMENT EXPERIENCE**

- Full Professor, July 2001-present, Michigan State University
- Associate Professor with Tenure, June 1995-June 2001

- Fellow in Program for Academic Cooperation, FAO Regional Office for Latin American and the Caribbean, Santiago, Chile, January-December, 1999
- Associate Professor, January 1992 to May 1995, Dept. of Agricultural Economics, Michigan State University, non-tenured, tenure-track, half teaching, half research
- Research Fellow, 1986-1991 International Food Policy Research Institute (IFPRI), Washington, D.C.: Markets and Structural Studies Division (1991); Production Program (1986-1990)
- Rockefeller Foundation Agricultural Development Post Doctoral Fellow, 1984-86, attached to IFPRI, posted at ICRISAT/Burkina Faso and the University of Ouagadougou (focus on cereal markets and consumption)
- Adjunct Professor, 1987-88, three semesters, School of Advanced International Studies, John Hopkins University (teaching African economy)
- Visiting Professor, 1983, two semesters, Banco Central de Reserva, Lima, Peru (teaching trade and macroeconomics)
- Research Associate, 1981/82, Departamento de Economía, Pontificia Universidad Católica del Perú, and Universidad del Pacifico, Lima, Peru

## **RESEARCH/OUTREACH PROJECTS/SUCCESSFUL PROPOSALS**

- Co-designer and technical and company relations co-implementer (with sub-contract of MSU as part of IFPRI/MSU Joint Program) of IFPRI-NDO project under USAID-PIKA Project in India: “Rural Services Hubs”: Business Catalysts for Rural “Competitiveness with Inclusiveness”, October 2008-October 2010. Focusing on business case studies, analysis of rural services (grain and vegetable wholesale, and input wholesale and retail), and household use of modern versus traditional sector services;
- Co-designer and Coordinator (as part of IFPRI/MSU Joint Program) from IFPRI-NDO side of IFPRI/Adelaide Project in Indonesia funded by ACIAR with collaboration with UNPAD and ICASEPS, July 2008- end 2011, “Markets for High value commodities in Indonesia: promoting competitiveness and inclusiveness”, focusing on modern versus traditional supply chains for mangoes, mangosteens, and shrimp/fish in aquaculture;
- Co-designer (for the potato and rice supply chains/value chains component) and technical co-implementer (with sub-contract of MSU as part of the IFPRI/MSU Joint Program) of IFPRI project under Asian Development Bank RETA 13<sup>th</sup>, ADB RETA 13<sup>th</sup>, Policies for Ensuring Food Security in South and Southeast Asia; leading the India and China studies;
- Co-designer (with Bart Minten of IFPRI) of comparative price survey for modern versus traditional retail of food in Delhi, 2009;
- Co-Director (with Ashok Gulati of IFPRI) of the IFPRI-MSU Joint Program “Markets in Asia”, March 2007- December 2009; May 2010-on.
- Principal Investigator, November 2007-July 2009, “Supermarkets and horticultural supply chains/value chains in the Philippines,” Asian Development Bank funded project in collab. with the Univ. of the Philippines (UP) at Mindanao (Larry Digal) and Diliman and Central Luzon State University and Benguet State University, and IFPRI/New Delhi Office (Bart Minten). The project involves: (1) mango value chain on Luzon; (2) lettuce value chain; (3) impacts of supermarkets on traditional retailers in Manila; (4) modern retail development and procurement system evolution.
- External advisor to India government on retail - via the IFPRI/MSU Program in

collaboration with ICRIER in study of impact of organized retail in India, commissioned by the Ministry of Commerce of India, April 2007-March 2008.

- Principal Investigator, “Access to Modernizing Supply Chains/Value Chains by Small Farmers in Indonesia and Nicaragua”, 2007-2011; MSU project under USAID’s BASIS AMA CRSP; Collaborating institutions are Padjadjaran University (Bandung, Indonesia) and Nitlapan, Center American University (Managua, Nicaragua). Focus is on mangoes and mangosteens in Indonesia and lettuce, sweet peppers, and tomatoes in Nicaragua
- Principal Investigator, 2007-2008, MSU contracted by CIAT for work on governance in supply chains of beans and plantains in Nicaragua
- Co-Director (with Ronnie S. Natawidjaja, CAPAS, Padjadjaran University, Bandung), of the Project for World Bank “Smallholders and Modern Supply Chains in Indonesia: Challenges and Opportunities”, 2006-2007. Focus on tomatoes.
- Co-Coodinator (with Jikun Huang, CCAP/CAS, China) of Component 1 (Research on Impacts on the Agrifood System and Actors of Restructuring Food Industry/markets) of the Global Program “Regoverning Markets Program”, funded by DFID/UK and the Netherlands, 2005-2007, in India, Indonesia, Zambia, S. Africa, Turkey, Poland, Mexico.
- International Conference Design External Adviser 2004/5, “The Pacific Food System Outlook 2005-06: The Changing Structure Of The Region’s Retail Food Sector”, International Conference/Annual Meeting of The PECC (of APEC), Kunming, China, May 10-13, 2005. Pecc Is The Pacific Economic Cooperation Council, Which Brings Together Senior Government, academic, and business representatives from 22 economies; the meeting produces a major thematic issues document on the meeting theme as feed-in to the APEC Meeting.
- International Conference Design External Adviser, Organization Committee, International Conference Hosted by Consejo Nacional Agropecuario (the “Farm Bureau” of Mexico), Mexico, “Los Nuevos Desafíos de la Agricultura”, for Conference 9/10 June, Mexico City. The Conference is a fusion of the Global Forum of CNA with a set of sessions on supermarkets and development of agricultural supply chains in Mexico, joint with SAGARPA (the Ministry of Agriculture of Mexico).
- Conference Design External Adviser, Organization Committee, International Conference Hosted by Consejo Nacional Agropecuario, Mexico, “Los Nuevos Desafíos de la Agricultura”, for Conference 9/10 June, 2005, Mexico City. The Conference is a fusion of the Global Forum of CNA with a set of sessions on supermarkets and agricultural development in Mexico, joint with SAGARPA.
- Project Leader of USAID-funded research on supermarkets and horticultural and poultry supply chain development in Indonesia and Vietnam, 2005
- Team Leader of USAID-funded research on “Small-farmer organizations and dynamic market access in Africa”, with David Neven, for the PFID project, 2005
- Project Leader of USDA-USAID-funded Project “Supermarkets and Horticultural Supply Chain Development, with implications for Farmers, in Mexico,” 2004-5.
- Project Co-Leader of USAID, DFID, and Common Commodity Fund funded research project “Access by Small and Medium Producers of Tomatoes and Beef to Modern Supply Chains in Central America,” May 2004 -December 2005.
- Project Co-Leader/Designer (with the Government of Shanghai, CAAS, and MSU) of International Conference Project “Supermarkets and Agricultural Development in China: Opportunities and Challenges,” held May 2004 in Shanghai, 2003-4.

- Project Leader of USAID, World Bank, GTZ, and DFID-funded Projects, “Supermarkets, Agricultural Supply Chains, and Implications for Farmers” with case studies in Guatemala, Nicaragua, Kenya, Zambia, Indonesia, 2003-6 on horticulture and dairy and meat.
- Project Leader of USAID and USDA-funded Project, Partnerships in Food Industry Development-Fruits/Vegetables – Nicaragua, 2003, and Guatemala 2001-3. Action-research linking farmers to modern supply chains ending in supermarkets in domestic markets and export markets in the US and Europe.
- Project Leader of Rockefeller Foundation-, World Bank-, and USAID-funded Project “Supermarkets and Agricultural Development in Kenya,” 2003, focus on horticulture
- Project Co-Leader of IADB, FAO- and DFID-funded Projects “Rural Nonfarm Employment Promotion for the Poor in Latin America,” 1998-2002
- Project Co-Principal on NSF and MAES-funded Projects “Food and agricultural standards,” 1998-2003.
- Project Co-Leader on IADB-funded project, “Environment-poverty links in Latin America,” 1998-2002
- Project Leader of International Conference Project, “Agroindustrialization, Globalization, and International Development,” held August 1999 in Nashville, 1998-9
- Project Co-Leader of FAO Project “Promoting farm-nonfarm linkages in developing countries, with a focus on small farms and agroindustry,” 1996-2000
- Coordinator for USAID-funded Food Security II Project on Agricultural Productivity in Africa, 1992-6
- Co-leader of International Conference Project, IFPRI Conference on Rural Nonfarm Employment in Developing Countries, held at Airlie House, Virginia, May 1998, 1997-8
- Coordinator of USAID-funded Food Security II Project on Devaluation effects on food consumption in the Sahel, 1992-7
- Co-Director of USAID-funded Food Security II Project in Rwanda, 1992-5
- Principal, World Bank-funded study on Drought Insurance in Burkina Faso, 1993-4
- Project Leader for USAID-funded Project of IFPRI and the Senegalese Agricultural Research Institute, “The food supply and consumption impacts of agricultural price policy in Senegal” 1988-91
- Project Leader for USAID-funded Project of IFPRI – ICRISAT – Agronomic Research Institute of Niger, “Agricultural Price Policy Reform Impacts and Food Aid Targeting in Niger ” 1987-91
- Co-coordinator for Program, Environmental Policy and Agricultural Sustainability at IFPRI, 1990-91
- Project Co-Leader for International Conference Project “Sustainability, Growth, and Poverty Alleviation,” held at Feldafing, Germany, September 1991
- Post-doctoral fellow, principal researcher in IFPRI/Université de Ouagadougou project on substitution in urban diets from coarse grains to imported rice and wheat, 1984-86
- Post-doctoral fellow, principal researcher in IFPRI/ICRISAT project on rural consumption, incomes, and marketed surplus, 1984-86
- Doctoral researcher in Peru (1981-1983), affiliated with the Department of Economics, Catholic University, Lima. Project: macroeconomic and sectoral/socioeconomic-group impacts of the shift from “Cheap food policy” to “Liberalized food price policy”

- Conducted independent field marketing research (for masters degree at Columbia University) on the tomato subsector in Eastern Guatemala, summer 1978

## **PUBLICATIONS**

### **Published Books**

1. Haggblade, S., P. Hazell, T. Reardon (eds.). 2007. Transforming the Rural Nonfarm Economy: Opportunities and Threats in the Developing World, Johns Hopkins University Press. October. (Hardcover and paperback)
2. Stamoulis, K., B. Davis, T. Reardon, and P. Winters. 2002. Promoting Farm-nonfarm linkages for Rural Development: Case Studies from Africa and Latin America, Rome: FAO.
3. Vosti, S. and T. Reardon (eds.). 1997. Sustainability, Growth, and Poverty Alleviation: Policy and Agroecological Perspectives; Johns Hopkins University Press. (Reissued/Paperback 2000).
4. Vosti, S., T. Reardon, and W. von Urff (eds.) 1992. Agricultural Sustainability, Growth, and Poverty Alleviation: Issues and Policies; Proceedings of an international conference sponsored by IFPRI and DSE, held in Feldafing Sept. 23-27, 1991; published by DSE, Feldafing, Germany.

### **Published Guest-Edited Special Issues of Journals**

1. Reardon, T., C.B. Barrett, J.A. Berdegue, and J.F.M. Swinnen. (Guest Editors), 2009. "Agrifood Industry Transformation and Farmers in Developing Countries", World Development. 37(11), November.
2. Davis, B., P. Winters, T. Reardon, and K. Stamoulis. (Guest Editors). 2009. "Rural Nonfarm Employment and Farming: Household-level Linkages," Agricultural Economics 40(2).
3. Barrett, C.B. and T. Reardon (Guest Editors). 2007. "Making Markets Work for the Rural Poor," Faith and Economics, October.
4. Henson, S. and T. Reardon (eds.) 2005. Special Issue on "Private Agrifood Standards in Developing Countries," Food Policy. (30)3.
5. Reardon, T. and J. Swinnen (eds.) 2004. Policy Symposium (Special section set of articles) on "Supermarkets and Development in Former State-Controlled Economies." Development Policy Review, 22(5), September.
6. Reardon, T. and J. Berdegue (eds.). 2002. Special issue on "The Rapid Rise of Supermarkets in Latin America," Development Policy Review 20(4), September.

7. Barrett, C.B., T. Reardon, and P. Webb (eds.). 2001. Special issue on “Income Diversification and Livelihoods in rural Africa: Cause and Consequence of Change,” Food Policy, 26 (4), August.
8. Reardon, T., J. Berdegue, and G. Escobar (eds.), 2001. Special issue on “Rural nonfarm incomes and employment in Latin America,” World Development, 29 (3), March.
9. Barrett, C.B., E. Barbier, and T. Reardon (eds.), 2001. Special issue on “Agroindustrialization, Globalization, and the Environment,” Environment and Development Economics, 6(4), October.
10. Barrett, C.B. and T. Reardon (eds.), 2000. Special issue on “Agroindustrialization, Globalization, and International Development,” Agricultural Economics, 23 (3), September.
11. Reardon, T. and M. Cook (eds.), 1999. Special issue on “Agroindustrialization and Globalization,” International Food and Agribusiness Management Review, 2 (3 and 4).
12. Reardon, T. (ed.). 1999. Food Policy, special issue on “Effects of the Franc CFA Devaluation on Food Consumption in West Africa,” 24(5), October.

#### **Published/In-Press Journal Articles**

1. Romo, G.D., L. Digal, and T. Reardon. Forthcoming. “The Transformation of Food Retail in the Philippines,” Asian Journal of Agricultural Development, accepted July 2010.
2. Minten, B., T. Reardon, and R. Sutradhar. 2010/forthcoming. Food Prices and Modern Retail: The case of Delhi, World Development, November.
3. Haggblade, S., P.B.R. Hazell, and T. Reardon. 2010/Forthcoming. The Rural Nonfarm Economy: Prospects for Growth and Poverty Reduction, World Development. October.
4. Reardon, T., C.B. Barrett, J.A. Berdegue, J. Swinnen. 2009. “Agrifood Industry Transformation and Farmers in Developing Countries,” World Development. 37(11), November.
5. Davis, B., P. Winters, T. Reardon, and K. Stamoulis. 2009. “Rural Nonfarm Employment and Farming: Household-level Linkages,” Agricultural Economics 40(2): 119-123.
6. Wang, H., X. Dong, S. Rozelle, J. Huang, and T. Reardon. 2009. “Producing and Procuring Horticultural Crops with Chinese Characteristics: The Case of Northern China”, World Development. 37(11), November.

7. Neven, D., M. Odera, T. Reardon, and H. Wang. 2009. "Kenyan Supermarkets and Emerging Middle-Class Horticultural Farmers, and Employment Impacts on Rural Poor," World Development. 37(11), November.
8. Minten, B. and T. Reardon. 2008. "Food Prices, Quality, and Quality's Pricing in Supermarkets vs Traditional Markets in Developing Countries," Review of Agricultural Economics. 30(3), Fall: 480-490.
9. Reardon, T., K. Stamoulis, and P. Pingali. 2007. "Rural nonfarm employment in developing countries in an era of globalization," Agricultural Economics 37 (s1): 173-183.
10. Barrett, C.B. and T. Reardon. 2007. "Introduction to a Special Issue on Making Markets Work for the Rural Poor," Faith and Economics, October.
11. Mainville, D.Y and T. Reardon. 2007. "Supermarket Market-Channel Participation and Technology Decisions of Horticultural Producers in Brazil," Revista de Economia e Sociologia Rural (the journal of SOBER: Sociedade Brasileira de Economia e Sociologia Rural (The Brazilian Assoc. of Rural Economics and Sociology)), 45(3), July-September.
12. Mainville, D.Y, T. Reardon, and E. Farina. 2007. "Scale, scope, and specialization effects on retailers procurement strategies: evidence from the fresh produce markets of São Paulo," Revista de Economia e Sociologia Rural (the journal of SOBER, The Brazilian Association of Rural Economics and Sociology), 45(3), July-September.
13. Reardon, T., S. Henson, and J. Berdegú. 2007. "'Proactive Fast-Tracking' Diffusion of Supermarkets in Developing Countries: Implications for Market Institutions and Trade," Journal of Economic Geography 7(4): 1-33.
14. Hernández, R., T. Reardon, and J.A. Berdegú. 2007. "Supermarkets, Wholesalers, and Tomato Growers in Guatemala," Agricultural Economics, 36(3), May: 281-290.
15. Reardon, T. and R. Hopkins. 2006. "The Supermarket Revolution in Developing Countries: Policies to Address Emerging Tensions among Supermarkets, Suppliers, and Traditional Retailers," European Journal of Development Research, 18(4): 522-545.
16. Reardon, T. and L. Flores. 2006. "Viewpoint: 'Customized Competitiveness' Strategies for Horticultural Exporters: Central America Focus with Lessons from and for other Regions," Food Policy, 31(6). 483-503
17. Neven, D. and T. Reardon. 2006. "The Farmer Response to The Rise of Supermarkets in Kenya's Fresh Fruits and Vegetables Supply System," Journal of Food Distribution Research, Research Report, Volume 37, No. 1.
18. Codron, J-M, L. Siriex, T. Reardon. 2006. "Social and Environmental Attributes of Food Products in an Emerging Mass Market: Challenges of Signaling and Consumer Perception with European Illustrations," Agriculture and Human Values, 23 (3), Fall.



19. Neven, D., T. Reardon, J. Chege, and H. Wang. 2006. "Supermarkets and Consumers in Africa: The case of Nairobi, Kenya," Journal of International Food & Agribusiness Marketing, 18 (1/2): 103-123.
20. Reardon, T., J.A. Berdegúe, and C. P. Timmer. 2005. Supermarketization of the Emerging Markets of the Pacific Rim: Development and Trade Implications, Journal of Food Distribution Research, 36 (1), March: 3-12.
21. Henson, S. and T. Reardon. 2005. "Private agri-food standards: Implications for food policy and the agri-food system," Food Policy, Vol 30 Issue 3, June: 241-253.
22. Berdegúe, J.A. F. Balsevich, L. Flores, T. Reardon. 2005. "Central American supermarkets' private standards of quality and safety in procurement of fresh fruits and vegetables," Food Policy, Vol 30 Issue 3, June: 254-269.
23. Farina, EMMQ, G.E. Gutman, P.J. Lavarello, R. Nunes, T. Reardon. 2005. "Private and public milk standards in Argentina and Brazil," Food Policy, 30(3), June: 302-315.
24. D.Y. Mainville, D. Zylbersztajn, E.M.M.Q. Farina, T. Reardon. 2005. "Determinants of retailers' decisions to use public or private grades and standards: Evidence from the fresh produce market of Sao Paulo, Brazil," Food Policy 30 (3), June: 334-353.
25. Barrett, C.B., M. Bezuneh, D.C. Clay, and T. Reardon. 2005. "Heterogeneous Constraints, Incentives, and Income Diversification Strategies in Rural Africa," Quarterly Journal of International Agriculture, 44 (1): 37-60.
26. Neven, D. and T. Reardon. 2004. "The Rise of Kenyan Supermarkets and Evolution of their Horticulture Product Procurement Systems," Development Policy Review, 22(6) November: 669-699.
27. Reardon, T., C.P. Timmer, J. Berdegue. 2004. "The Rapid Rise of Supermarkets in Developing Countries: Induced Organizational, Institutional, and Technological Change in Agrifood Systems," Electronic Journal of Agricultural and Development Economics – e-JADE, FAO), Oct. 1(2), [http://www.fao.org/es/ESA/ejade/vol\\_1/vol\\_1\\_2.htm](http://www.fao.org/es/ESA/ejade/vol_1/vol_1_2.htm)
28. Reardon, T. and J.F.M. Swinnen. 2004. "Agrifood Sector Liberalization and the Rise of Supermarkets in Former State-Controlled Economies: A Comparative Overview," Development Policy Review, vol. 22, no. 5, September: 515-23.
29. Dries, L., T. Reardon, and J. Swinnen. 2004. "The Rapid Rise of Supermarkets in Central and Eastern Europe: Implications for the Agrifood Sector and Rural Development," Development Policy Review, vol. 22, no. 5, September: 525-56.
30. Hu, D., T. Reardon, S. Rozelle, P. Timmer, H. Wang. 2004. "The Emergence of Supermarkets with Chinese Characteristics: Challenges and Opportunities for China's Agricultural Development," Development Policy Review, vol. 22, no. 4, Sept.: 557-86.

31. Hu, D., F. Fuller, and T. Reardon. 2004. "The Impact of the Rapid Development of Supermarkets on the Dairy Industry of China," Zhongguo Nongcun Jingji (Chinese Rural Economy), 7 (235): 12-18.
32. Codron, J.-M., J.A. Sterns, and T. Reardon. 2003. Strategic Choices in Produce Marketing: Issues of Compatible Use and Exclusion Costs," Journal of Food Distribution Research, 33(3) November: 1-13.
33. Hu, D., Yu, H., and T. Reardon. 2003. "Sale and Consumers' Buying Behavior of Fresh Agricultural Products in Supermarkets in China," Zhongguo Nongcun Jingji (Chinese Rural Economy), 8(224).
34. Swinton, S., G. Escobar, and T. Reardon. 2003. "Poverty and Environment in Latin America: Concepts, Evidence and Policy Implications," World Development, November.
35. Reardon, T., C.P. Timmer, C.B. Barrett, J. Berdegue. 2003. "The Rise of Supermarkets in Africa, Asia, and Latin America," American Journal of Agricultural Economics, 85(5), Dec.: 1140-1146.
36. Balsevich, F., J.A. Berdegue, L. Flores, D. Mainville, and T. Reardon. 2003. "Supermarkets and Produce Quality and Safety Standards in Latin America," American Journal of Agricultural Economics, 85 (5), December: 1147-1154.
37. Weatherspoon, D.D and T. Reardon. 2003. "The Rise of Supermarkets in Africa: implications for agrifood systems and the rural poor," Development Policy Review, May, 21(3): 333-355.
38. Reardon, T. and J.A. Berdegue. 2002. The Rapid Rise of Supermarkets in Latin America: Challenges and Opportunities for Development," Development Policy Review, 20 (4), September: 317-34.
39. Faiguenbaum, S., J.A. Berdegue, and T. Reardon. 2002. "The Rise of Supermarkets in Chile: Effects on Producers in the Horticulture, Dairy, and Beef Chains", Development Policy Review, 20(4), September: 459-471.
40. Reardon, T. and E.M.M.Q. Farina. 2002. "The Rise of Private Food Quality and Safety Standards: Illustrations from Brazil," International Food and Agricultural Management Review (4): 413-421.
41. Aust-Sterns, P. and T. Reardon. 2002. "Determinants and Effects of Institutional Change: Case Study of Dry Bean Grades and Standards," Journal of Economic Issues, (36)1:1-16.
42. Barrett, C.B., T. Reardon, and P. Webb. 2001. "Nonfarm Income Diversification and Household Livelihood Strategies in Rural Africa: Concepts, Dynamics and Policy Implications," Food Policy, vol. 26. no. 4 (August): 315-331.

43. Barrett, C.B., E. Barbier, and T. Reardon. 2001. "Agroindustrialization, Globalization, and International Development: The Environmental Implications" Environment and Development Economics, 6(4), October.
44. Barrett, C.B., E. Barbier, and T. Reardon. 2001. "Policy Forum Introduction: Farming the Garden of Eden," Environment and Development Economics, 6(4), October.
45. Corral, L. and T. Reardon. 2001. "Rural non-farm incomes in Nicaragua: patterns, determinants, and implications," World Development, 29 (3), March.
46. Berdegue, J., E. Ramirez, T. Reardon, G. Escobar. 2001. "Rural non-farm incomes in Chile," World Development, 29 (3), March.
47. Reardon, T., J. Berdegué, and G. Escobar. 2001. "Rural Nonfarm Employment and Incomes in Latin America: overview of issues, patterns, and determinants," World Development, 29 (3), March.
48. Farina, E. and T. Reardon. 2000. "Agrifood grades and standards in the extended MERCOSUR: conditioners and effects in the agrifood system," American Journal of Agricultural Economics, 82(5), December: 1170-76.
49. Schejtman, A. and T. Reardon. 2000. "El empleo no agrícola y los proyectos como política rural," Estudios Agrarios (the journal of the Procuraduría Agraria, Mexico), 6 (14), January-April: 9-30.
50. Reardon, T. and C.B. Barrett. 2000. "Agroindustrialization, Globalization, and International Development: an overview of issues, patterns, and determinants," Agricultural Economics, 23 (3), September: 195-205.
51. Escobal, J., V. Agreda, and T. Reardon. 2000. "Institutional change and agroindustrialization on the Peruvian coast: innovations, impacts, and implications," Agricultural Economics, 23(3), September: 267-278.
52. Reardon, T., JE Taylor, K. Stamoulis, P. Lanjouw, A. Balisacan. 2000. "Effects of Nonfarm Employment on Rural Income Inequality in Developing Countries: An Investment Perspective," Journal of Agricultural Economics 51(2), May: 266-288.
53. Cook, M., T. Reardon, C.B. Barrett, J. Cacho. 1999. "Globalization and Agroindustrialization: insights from agribusiness research in Asia and Latin America," International Food and Agribusiness Management Review, 2(3/4).
54. Reardon, T., J-M. Codron, L. Busch, J. Bingen, C. Harris. 1999. "Global Change in Agrifood Grades and Standards: Agribusiness Strategic Responses in Developing Countries," International Food and Agribusiness Management Review, 2 (3/4): 421-435.

55. Diagona, B. and T. Reardon. 1999. "Household Consumption Responses to the Franc CFA Devaluation: Evidence from Urban Senegal," Food Policy, 24(5), October: 495-516.
56. Diagona, B, F. Akindes, K. Savadogo, T. Reardon, and J. Staatz. 1999. "Effects of the CFA franc devaluation on urban food consumption in West Africa: overview and cross-country comparisons," Food Policy, 24(5), October: 465-478.
57. Singare, K., T. Reardon, Y. Camara, M. Wanzala, B. Teme, O. Sanogo. 1999. "Household consumption responses to the franc CFA devaluation: evidence from urban Mali," Food Policy, 24(5), October: 517-534.
58. Reardon, T., C. Barrett, V. Kelly, and K. Savadogo. 1999. "Policy reforms and sustainable agricultural intensification in Africa," Development Policy Review 17 (4) December: 375-395.
59. Reardon, T. and K. Stamoulis, 1998. "Relating Agro-industrialization, Intermediate Cities, and Farm-Nonfarm Linkages: an Investment Perspective with Latin American Examples," Politica Agricola, Número Especial (pub. Univ. de Mexico): 201-226.
60. Savadogo, K., T. Reardon, and K. Pietola, 1998. "Adoption of Improved Land-Use Technologies to Increase Food Security in Burkina Faso: Relating Animal Traction, Productivity, and Nonfarm Income," Agricultural Systems, 58 (3), October: 441-464.
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## Book Chapters

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### **Invited Keynote and Plenary Session Papers, and other Conference Papers**

1. Gulati, A., T. Reardon, K. Gangly, and K. Gupta. 2008. "Transforming agrifood systems: role of organized retail in India," Keynote Address, The First Annual Conference of the Indian Society of Agribusiness Management on Emerging Trends in Agribusiness Management. Indian Agricultural Sciences, Bangalore, 25-27 September.
2. Reardon, T., A. Gulati, and B. Minten. (2008). "Supermarkets and Agrifood System Development in India: Innovations in Procurement that Link Small Farmers to Modernizing Markets," Paper presented 28 July at the American Agricultural Economics Association Annual meetings, in Orlando, at the Organized Symposium "The Changing Face of Agricultural and Food Marketing in India: Linking Farmers with Markets".

3. Reardon, T., J.A. Berdegú, R. Medina, M. Aguirre, F. Echánove, A. Martínez, R. Cook, N. Tucker, F. Balsevich. 2006. "Las Tiendas de Autoservicio – y sus Efectos sobre las Cadenas de Comercialización de Productos Hortofrutícolas en México: Implicaciones para los productores y políticas," Powerpoint presentation at the international seminar Supermercados y Desarrollo Agrícola en Mexico, Morelia, Michoacan, August.
4. Reardon, T., P. Pingali, and K. Stamoulis. 2006. "Impacts of Agrifood Market Transformation during Globalization on the Poor's Rural Nonfarm Employment: Lessons for Rural Business Development Programs," Plenary Paper Presented at the 2006 meetings of the International Association of Agricultural Economists, in Queensland, Australia, August 12-18.
5. Reardon, T. and C.P. Timmer. 2005. "The Supermarket Revolution with Asian Characteristics," Presentation at the International Conference "Agricultural and Rural Development in Asia: Ideas, Paradigms, and Policies Three Decades After," SEARCA, 10-11 November 2005, Mandarin Oriental Hotel, Makati City, Philippines.
6. Reardon, T. and J. Huang. 2005. "Methods for Assessing Determinants, Costs, and Benefits of Small Farmer Inclusion in Restructured Agrifood Chains," Resource Paper for Component 1 of the Regoverning Markets Program, Phase 2, presented at the Regoverning Markets Methodology and Planning Workshop, 27-30 August 2005, Amsterdam
7. Reardon, T., J.A. Berdegú, C.P. Timmer, D. Mainville, L. Flores, R. Hernandez, D. Neven, and F. Balsevich. 2005. "Links Among Supermarkets, Wholesalers, and Small Farmers in Developing Countries: Conceptualization and Emerging Evidence," Paper presented at, and published in the Proceedings of, International Research Workshop "Future of Small Farms" jointly organized by ODI, IFPRI, and Imperial College, Wye Campus, University of London on June 26-29 2005, Washington DC: IFPRI.
8. Reardon, T. 2005. "Customizing Market Development Strategies: New Paths to Rural Development in Central America," Staff Paper # 2005-01, Department of Agricultural Economics-Michigan State University, and Keynote Paper Presented at the "Taller sobre el Comercio Internacional y Desarrollo de la Economía Rural," (Conference on Trade and Rural Economic Development) sponsored by Inter-American Development Bank, World Bank, and USAID, February 21-22, 2005, Guatemala City.
9. Reardon, T. 2003. "Desafíos de la lucha contra la pobreza rural en la economía globalizada de América Latina: instituciones, mercados y proyectos," in Division Desarrollo Productivo y Empresarial, Unidad de Desarrollo Agrícola, CEPAL. (eds.) La pobreza rural en América Latina: lecciones para una reorientación de la políticas. Series CEPAL - Seminarios y Conferencias, number 27, August. Proceedings of the International Conference 27/28 January 2000 in Valle Nevado, Chile, "Encuentro de altos directivos de la lucha contra la pobreza rural" organized by ECLAC, Rimisp, and FAO. Pages 79-101.

10. Neven, D. and T. Reardon. 2003. "The Rapid Rise of Kenyan Supermarkets: Opportunities and Challenges for Farmers and Value-Added Horticultural Product Suppliers," Paper presented at the 4<sup>th</sup> Annual International Conference of the International Academy of African Business and Development, London, April 9-12.
11. Neven, D. and T. Reardon. 2002. "Modal Choice in International Alliances between Producers of Horticultural Products," Contributed Paper (selected) for the 12<sup>th</sup> Annual IAMA Meetings, Chain Conference, June.
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### **SPEECHES TO INDUSTRY, GOVERNMENT, NGOs, AND DONORS**

1. Plenary Speech, "Linking Food Market Transformation to Improved Food Security in Asia," ASEAN Food Security Conference: Role of the Private Sector, 17 June 2010, Singapore
2. Plenary Speech, "Development Assistance Strategies to include Small Farmers in Transforming Agrifood Markets," USDA/Japan Ministry of Agriculture, International Conference, "Partners in Agriculture Global Food Security Symposium," Tokyo, 7 April 2010
3. Interview-Presentation on (US) National Public Radio, taped February 26, 2010, Supermarkets and their impacts on traditional retailers, farmers, wholesalers in Mexico
4. Plenary speech, "Transformation of markets and the rural poor," McGill Conference on Global Convergence of Development and Nutrition, November 17, 2009.
5. Workshop Talk, IFPRI/Asian Development Bank Food Security, Midterm workshop, Delhi, October 21, 2009, "Value chains for potato and rice in India, China, Bangladesh, and Vietnam"
6. Plenary speech, "Linking Smallholders to Modern Markets: Innovations, Opportunities, Challenges, First East Asia-Pacific Regional Agribusiness Trade & Investment Conference "Agroenterprise without Borders", World Bank Conference, Holiday Inn Atrium, Singapore, 30-31 July 2009
7. Talk "Great Expectations and Fast Change in Asian Food Markets," at conference: "What Future for the Agriculture and Food Sectors in an Increasingly Globalised World?": OECD, Paris, France on 30 and 31 March 2009
8. Plenary Session Panelist at Food Forum India, Mumbai, March 19-20 2009, in session "GlobalGAP Conclave"
9. Co-Talk (with Gulati) at Partnership for Innovation and Knowledge in Agriculture (PIKA) Conclave at USAID/Delhi, March 3, 2009, title "Rural Service Hubs: Business Catalysts for Rural "Competitiveness and Inclusiveness"" by Ashok Gulati, Tom Reardon, Bart Minten, Meeta Punjabi.
10. Invited Speech at the Ministry of Trade, Domestic Markets Division, Jakarta, Indonesia, February 18, 2009, on "Supermarkets' Relations with Suppliers and Competition with

Traditional Retailers: International Experience”

11. Moderator, Discussion Leader, Panelist at various sessions on agricultural and agrifood supply chain development, with implications for public-private partnerships, company strategy, and public policies and donor programs, at World Economic Forum in Davos, January 2009
12. Speech at the Bill and Melinda Gates Foundation, December 12, 2008, “Agrifood Market Transformation in Developing Countries: Trends, Implications for Small Farmers and Agrifood Enterprises, and Market-Linkage Program Innovations”, Seattle.
13. Conference Keynote, , December 9, 2008, “International Agrifood Market Transformation: Six Key Trends, and Opportunities, Challenges, and Strategic Implications for Canadian Exporters,” Meeting with Agri-Marketing Industry Associations, Canadian Agriculture and Food International Program, Agriculture and Agri-Food Canada, Gatineau, Quebec.
14. Speaker/participant, “Agriculture in Davos: Planning Meeting,” World Economic Forum, tele-conference and Geneva, December 3, 2008. My specialty is the rise of modern supply chains for food in developing regions
15. Lead plenary session speaker, 26 Nov. 2008, “Supply/Value Chains, Market Access, and Linkages,” at UNIDO International Conference on Sharing Innovative Agribusiness Solutions “From Farms to Markets: Providing Know-how and Finance,” Cairo.
16. Plenary Speech, November 8, 2008, “Transforming Agrifood Systems and the Poor,” at “From Crisis to a New Convergence of Agriculture, Agri-Food and Health: What can Business and Communities do to Help Society Afford Food and Nutrition Security Worldwide?” A Global Convergence Building Workshop sponsored by The Bill & Melinda Gates Foundation, at McGill University, Montreal.
17. Talk (with Ashok Gulati), November 6, 2008, “Understanding Value Chains to Improve their Efficiency: Opening the Black Box of the Market,” Workshop at Asian Development Bank, Manila.
18. Featured Speaker , 19 September 2008, “Supermarkets’ Role in Emerging Markets: Implications for Canadian Exporters of Perishables & Value-Added Products,” Federal / Provincial / Territorial Agriculture Deputy Ministers’ Retreat, Bouctouche, New Brunswick, Canada.
19. Talk (by Ashok Gulati, Thomas Reardon and Kanupriya Gupta), August 20, 2008, “Rural Business Hubs as a modern open-source intermediary in Indian Agriculture Markets,” IFPRI workshop for Gates Foundation, Delhi.
20. Conference plenary, “Transformation of Asian Produce Retail, Procurement, and Supply: Long View of Re-Organization Trends & Implications for small Farmers” (with Gulati) at International Conference “Improving the Performance of Supply Chains in Transitional Economies: Responding to the Challenge of Linking Smallholder Producers to Dynamic Markets” (University of Philippines at Mindanao, Curtin University of Technology, and Regoverning Markets Program, Davao City, Philippines), July 12, 2008.
21. Invited speech (by Reardon and Gulati) at UNIDO “Rapid Transformation of Agrifood Industry in Asia Trends, Issues, and Programs for Competitiveness with Inclusiveness” Invited speech at UNIDO, July 7, 2008
22. Seminar talk (by Reardon, with Gulati and Minten) “The Emerging “Supermarket Revolution” in Urban and Rural India: Fast-tracking innovation with inclusiveness, July 3, 2008, World Bank, Delhi.

23. First Invited Speaker, Renowned Experts Knowledge Dissemination Series, Reliance (Agribusiness and Retail Divisions), “Fresh Produce Retailing and Procurement: Emerging Market Experiences,” July 2, 2008, Delhi.
24. Plenary speaker (Reardon) on “Fresh Produce Retailing: Global Perspectives” during Technical Session on Changing Consumer Preferences: The F&V Retail Opportunities, 12 May, 2008 in the Fruit and Vegetable Summit “Developing Globally Competitive Value Chains” on 12 – 13 May 2008 at Hotel Le Meridian, New Delhi, Sponsored by CII (Confederation of Indian Industry) and Ministry of Agriculture.
25. Speech (by Reardon, with Gulati), “Supermarkets in Emerging Markets and Perishable Products Procurement: Lessons for Indian Retailers and Suppliers,” Food Forum India 2008, Mumbai, May 6-7.
26. Speech (by Reardon and Gulati) “Supermarkets and agricultural development in India,” May 8, 2008, Ambassador's Conference Room, US Embassy (in Delhi, with hookup to consulates elsewhere in India).
27. Speech “The Challenges and Opportunities of Agro-industrial Development in Asia-Pacific: Promoting “Competitiveness with Inclusiveness” and “Customized Competitiveness””, based on IFPRI-MSU Brief by Gulati & Reardon, at the Asia Session of the Global Agro-Industry Forum (FAO, UNIDO, IFAD), Delhi, April 11, 2008
28. Speeches as Distinguished Visitor, New Zealand, 10-24 March, 2008, sponsored by AGMARDT and Massey Trust; speeches to government, academics, agribusinesses, and Maori Association, at AgResearch, Universities, and Zespri, and extensive meetings with fruit, meat, and dairy companies/cooperatives
29. Speech at final conference of Regoverning Markets Program, based on work with Jikun Huang as co-coordinators of 8 country study. March 5, 2008, Beijing.
30. Speech to PAGASA (Philippine Retailers Association), Feb. 27, 2008, on Supermarkets in Emerging Markets, Quezon City/Manila.
31. Session Talk at PMA (Produce Marketing Association) Fresh Summit; Houston, 13 October 2007, “Global Supermarket Growth Offers Super Opportunities: Focus on Emerging Markets”
32. Session Talk at PMA (Reardon presented, powerpoint joint with Ashok Gulati), Fresh Summit; Houston, 13 October 2007, “Incredible India: A Land Brimming with Opportunity.”
33. Plenary Session Talk (presented by Ashok Gulati, talk and brief by Gulati and Reardon) at the IFPRI International Conference in Beijing (Oct 17-19 2007) “Taking Action for the World’s Poor and Hungry People,” Session: Asia: New Strategies, Actions, and Ways Forward to End Extreme Poverty and Hunger in Main Developing Regions, talk “Connecting Small Producers to Food Industry Companies in Asia: Promoting ‘Competitiveness with Inclusiveness’”.
34. “Supermarkets and Standards in Developing Countries Implications for Donors,” Linking Producers in Developing Countries to Dynamic Markets: The Challenge of Emerging Standards USAID - RAISE SPS Project Closure Workshop, September 14, 2007, Washington DC/
35. Plenary presentation, August 28, 2007 “Emerging High-Value Food Markets in Asia: Implications for small holders and policies” (powerpoint by Gulati and Reardon, presented by Gulati), Brazilian National Agribusiness Congress.

36. Presentation (powerpoint by Gulati and Reardon, presented by Gulati) "Asian Food Market Transformation: Policy Challenges to promote "Competitiveness with Inclusiveness", at the IFPRI/ADB policy forum on "Agricultural and Rural Development for Reducing Poverty and Hunger in Asia: In Pursuit of Inclusive and Sustainable Growth" on August 9-10 in Manila.
37. Keynote Speech for PMA Fresh Connections, for PMA members in Australian and New Zealand, held in Sydney, 3 August 2007, "Supermarkets in Emerging Market Countries: Challenges and Opportunities for Australian and New Zealand Produce"
38. Presentation (powerpoint by Reardon and Gulati, presented by Reardon) "Competitiveness with Inclusiveness" Strategies: Asian Public and Private Innovations during the Supermarket Revolution", Talk at Workshop "Retailing in Indonesia: Trends, opportunities and challenges", Shangri-La Hotel, Jakarta, August 1, 2007, sponsored by the World Bank, Ministry of Trade, and Ministry of Agriculture.
39. Keynote Speech for Produce Marketing Association (PMA, based in US) branch in Chile to Chilean produce exporters "Supermarkets in Emerging Markets: Opportunities and Challenges for Chilean Fruit," 15 May 2007.
40. Keynote speech for annual meeting (from India to Mexico via satellite connection) to the PMA International Council, meeting in Guadalajara, Mexico, March 2007, "The Supermarket Revolution in Developing Countries: Implications for Retailing and Procurement of Produce.
41. Presentation (powerpoint by Reardon and Gulati, presented by Reardon) "Competitiveness with Inclusiveness" Strategies: Asian Public and Private Innovations during the Supermarket Revolution", Talk at Workshop "Retailing in Indonesia: Trends, opportunities and challenges", Shangri-La Hotel, Jakarta, August 1, 2007, sponsored by the World Bank, Ministry of Trade, and Ministry of Agriculture.
42. Plenary Speech "The Supermarket Revolution in Developing Countries: Development Implications", at the International Conference "Third International Conference of Linking Markets and Farmers: Exploring Leading Practices to Foster Economic Growth in Rural India," Delhi, March 2007.
43. Talk to the Michigan Agricultural Exporters Council, December 13, 2006, China market opportunities and challenges.
44. Talk to Michigan agribusiness, Kellogg Center, December 8, 2006, China market opportunities and challenges
45. Keynote Speaker, Opening Night, Seminis/Monsanto Asia-Pacific Regional Conference, 28 November 2006. Rapid Change in Horticultural Supply Chains in Asia.
46. Keynote Speaker, Conference on Supermarkets and Agricultural Development in Mexico (cosponsored by USAID and the Government of Michoacan), Morelia, August 2006
47. "The transforming food industry in the Asia/Pacific Region: Implications for AusAID," Plenary Speech to AusAID at the Canberra Development Forum, August 2006.
48. "Supermarkets, Supply chains, and the Livelihoods of the Poor," Speech to DFID/UK, July 2006.
49. Television news show, Hochiminh City, June 27, 2006
50. Speech at Directorate General Horticulture, Ministry of Agriculture, Indonesia, April 17, 2006, "Supermarkets and Horticultural Development in Indonesia," with R.S. Natawidjaja.
51. Invited Speaker at Inter-American Development Bank/Swedish International

- Development Agency Conference CAFTA and Rural Development; presentation (with Luis Flores): “Global Market Opportunities and Challenges for Central American Exporters: Strategies for Customized Competitiveness in the CAFTA Era”, Feb. 14, 2006, Guatemala City.
52. “Small Farmer Organizations for Access to Markets for High-Value Products: Challenges and Innovations,” presentation at the World Bank, Washington, December 14, 2005.
  53. Reardon, T. and J. Horton. 2005. “Rural Nonfarm Employment: Opportunities for the CAFTA Countries,” presentation at the Inter-American Development Bank, September 26, Washington DC.
  54. Reardon, T. and J.A. Berdegue, 2005. “La rápida transformación de los mercados por los supermercados en América Latina,” Keynote Speech at the Rimisp/Oxfam/CEPES international workshop “La expansión de los supermercado y sus efectos en las cadenas agro-alimentarias: desafíos y oportunidades,” Lima, Peru, 26-28 October.
  55. “La rápida transformación de los mercados por los supermercados en Asia y America Latina,” plenary opening session talk at the “Foro Global Alimentario 2005” of the Consejo Nacional Agropecuario, 9-10 June 2005, Mexico City.
  56. “Emerging Marketing Opportunities and Challenges from the Rise of Supermarkets: Implications for Trade and Technology Transfer,” talk at the USDA 2005 Agricultural Outlook Conference, 24 February, session “Shaping Science and Technology Policies in Developing Countries to Facilitate Trade.”
  57. “Capitalizing on Globalization in Transformed International and Domestic Markets: Opportunities for Rural Economic Development in Central America,” Keynote Paper prepared for and talk given at “Taller sobre el Comercio Internacional y Desarrollo de la Economía Rural,” sponsored by Inter-American Development Bank, World Bank, and USAID, Feb. 21-22 2005, Guatemala City.
  58. “Supermarkets and Agriculture Development Programs,” talk at Agriculture and Natural Resource Management for Economic Growth Training Course Part of the USAID Economic Growth Officers’ Training Series, December 14, 2004
  59. “Supermarkets and Agricultural Development,” talk at Workshop on Smallholder Producers in Coordinated Supply-Chains, World Bank, Dec. 8, 2004
  60. “Supermarkets and the Dairy Product Supply Chain in Russia,” Speech (with Liesbeth Dries) to European Bank for Reconstruction and Development, London, July, 2004.
  61. “El Rápido Desarrollo de los Supermercados en Asia, America Latina, y Europa del Este: Oportunidades para los Exportadores de Productos Frescos,” Luncheon Plenary Speech, SAGARPA Annual Conference, Hermosillo, Mexico, July 2004.
  62. “Opportunities and Challenges in Marketing Processed Food Products: to the modern food industry in China and Abroad,” Speech at the USDA-Chinese Ministry of Science and Technology Workshop on Food Products Processing, Los Angeles, July 2004.
  63. “Supermercados en Asia, America Latina, y Europa del Este, y en Mexico: Oportunidades y Desafíos para el Desarrollo Agrícola y Rural,” Speech at the Rural Development Roundtable, 2004 Partnership for Prosperity Entrepreneurial Workshop, Guadalajara, Mexico, June, 2004.
  64. “Supermarkets and Private Standards for Food Quality and Safety,” Speech (with Luis Flores) at the Meetings of the “Comité de Enlaces” of the Ministries of Agriculture in Central America, Guatemala, June 2004.

65. "The Rapid Rise of Supermarkets in Developing Countries: Implications for Food Markets and Producers," Opening Plenary Speech given at the International Conference on Supermarkets and Development, Shanghai, May 2004
66. "Supermarkets and Agricultural Development in Indonesia," Speech (with Peter Timmer) at the Ministry of Agriculture in Indonesia May 2004
67. "The Rapid Rise of Supermarkets in Developing Countries: Implications for Agrifood Markets," Opening Plenary Speech, Conference on Supermarkets and Agricultural Development, Washington, D.C., April 2004; was principal organizer of the conference.
68. "The Rapid Rise of Supermarkets in Emerging Market Regions: Opportunities for Produce Exporters," Plenary Speech at the Michigan Produce Marketing Conference, March 2004.
69. "Supermercados en Asia, America Latina, y Europa del Este: Oportunidades para los Exportadores de Frutas & Verduras," Speech at AGRITRADE Convention, Guatemala City, March 2004.
70. "The Rapid Rise of Supermarkets in Emerging Market Regions: Opportunities for Food Exporters from Globalization," Featured Speaker, Twin Cities Agricultural Issues Round Table, Minnesota, March 2004.
71. "Private Standards: Scenes from the Supermarket Revolution," Plenary speech, World Bank Conference on Standards and Development, January 2004.
72. "Global Produce Markets: Opportunities and Challenges," Speech at Great Lakes Fruit, Vegetable & Farm Market Expo, Michigan, December 2003.
73. "Meeting the Demands of Global Produce Markets," Plenary speech, Sun-Maid Growers Annual Meeting, December 2003
74. "Supermercados y Desarrollo Agrícola en America Latina," Speeches at ECLAC Conference on National Conglomerates in Latin America, November 2003.
75. "Trends in the Global Food Industry: Opportunities and Threats for Fresh and Processed Produce Suppliers," Plenary Speech at the 22<sup>nd</sup> Annual California Agribusiness Management Conference, Fresno, October, 2003.
76. "Supermarkets and Agricultural Development in Developing Countries," Plenary speech, FAO Scientific Workshop on "Globalization, urbanization and the food systems of developing countries: Assessing the impacts on poverty, food and nutrition security," October 2003, Rome
77. "Trends in the Global Food Industry: Opportunities and Threats for the Processed and Fresh Produce Industries," plenary speech at the International Carrot Symposium, Michigan, September, 2003.
78. "El mercado de supermercados en América Latina: Desafíos y perspectivas para el acceso de los pequeños productores," speech at IFAD Conference on Agricultural Development and the Poor in Latin America, September 2003.
79. "Supermarkets and Agricultural Development: Implications for Ministries of Agriculture," Speech at the "Ministerial Conference and Expo on Agricultural Science and Technology" in Sacramento, USDA/USAID/State Dept. in June 2003.
80. "Supermarkets and Horticulture Sector Development in Croatia," Speech at the Ministry of Agriculture, Croatia, August 2003.
81. "The Changing Face of Competitiveness and Standards: The Challenge to Farmers in Selling to Supermarkets in Their Own Backyard," Plenary Speech at USAID-Chemonics Conference on Standards and Development, Washington: May 2003.

82. “The Rapid Rise of Supermarkets in Latin America and Asia: Fundamental Effects on Domestic Agrifood Systems and Trade Fundamental Effects on Domestic Agrifood Systems and Trade,” speech at USDA/Foreign Agriculture Service, March 2003.
83. “New Opportunities for Michigan Producers to Export: Focus on the Asian and Latin American Markets,” Great Lakes Fruit, Vegetable & Farm Market Expo, Michigan, December 2002.
84. Keynote Speaker on “Supermarket-Supplier Relations in the Americas: Strategies and Change” at the 7<sup>th</sup> Biennial Congress of the Costa Rican Food Industry Chamber of Commerce, Costa Rica, June 2002.
85. Keynote Speaker on “Rapid Change in Agrifood Markets: Implications for Latin American Rural Development” at the USAID Rural Development Strategy Conference, Washington, February 2002
86. “The Rapid Rise of Supermarkets in Latin America: Trade and Ag Policy Implications,” Speech to Ministers of Trade and Agriculture of Central America, March 2002.
87. Invited Speeches on the Rapid Rise of Supermarkets in Latin America and Implications for Suppliers and Rural Development, at a variety of fora for industry, NGOs, donors, and governments in Guatemala, Nicaragua, and Peru, March-April 2002.
88. “Rapid Change in Global Produce Markets: Implications for Michigan suppliers,” Speech at Michigan Produce Marketing Conference, February 2002.
89. Plenary Speaker on the “Rapid Rise of Supermarkets in Latin America” at the USDA/World Bank symposium on middle income countries, January 2002
90. Numerous talks to donor and government audiences 1984-2002

## **SPEECHES IN ACADEME**

1. Talk, November 4, 2008, “Transformation of Produce Value Chains in Emerging Markets,” International Symposium on Tropical and SubTropical Fruits, of the International Society for Horticultural Science, held at Bogor, Indonesia.
2. Talk at AMA CRSP workshop, Managua, August Access to Modernizing Value Chains by Small Farmers in Indonesia and Nicaragua, August 15, 2008.
3. Talk (with coauthors Gulati and Minten; presented *in absentia*), at AAEA Organized Symposium, “Supermarkets and Agrifood System Development in India: Innovations in Procurement that Link Small Farmers to Modernizing Markets,” 28 July 2008, Organized Symposium “The Changing Face of Agricultural and Food Marketing in India: Linking Farmers with Markets”.
4. Speech to Australian Agricultural and Resource Economics Society (AARES), South Australian Branch, University of Adelaide, 27 March, 2008, Supermarkets in Emerging Markets (to academics and industry)
5. March 2008, speeches at Universities in New Zealand (Waikato, Lincoln, Massey, Canterbury), see industry section for full explanation, Visiting Distinguished Expert
6. Talk to the Department of Economics, Padjadjaran University, Indonesia, August 16, 2007, The rise of supermarkets in developing countries: development implications.
7. Organizer and Keynote at international workshop (at the International Agricultural Trade Research Consortium (IATRC) meetings in Beijing) on “Emerging links between Modern retail and trade in Asia”, July 8/9, 2007
8. Keynote at international conference on the transition economies, my speech on

- supermarkets and development, at IAMO in Halle, Germany, June 2007.
9. Plenary Speech, “The rise of supermarkets and the impacts on rural nonfarm employment,” International Association of Agricultural Economists, Triennial Meeting, August 2006, Gold Coast, Australia.
  10. Symposium presentation on supermarkets in Central America and discussant at two other symposia (on small farm in new markets, and on rural nonfarm employment), AAEA Meetings, Long Beach, July 2006.
  11. “Fast-Tracking Spatial Diffusion of Supermarkets in Developing Regions,” Keynote Plenary Speech at international conference on Global Retail, University of Surrey Business School, July, 2006.
  12. “Supermarket Development and Agrifood Market Restructuring in Developing Countries,” Nong Lam University, Hochiminh City, Vietnam, June 27, 2006
  13. “Methods for field surveys and analysis of links between retail and food processing sector transformation and effects on farmers”; IIM Ahmedabad, 12 June 2006
  14. “The Supermarket Revolution with Asian Characteristics,” Presentation at the International Conference “Agricultural and Rural Development in Asia: Ideas, Paradigms, and Policies Three Decades After,” SEARCA, 10-11 November 2005, Mandarin Oriental Hotel, Makati City, Philippines.
  15. “Impact of Global and Regional Multinational Agrifood Firms: On Market Competition and Structure in “Emerging Markets” Plenary Session Speech, Food Distribution Research Society meetings, October 17, 2005, Washington DC.
  16. “Methods for Assessing Determinants, Costs, and Benefits of Small Farmer Inclusion in Restructured Agrifood Chains,” Presentation at the Regoverning Markets Methodology and Planning Workshop, Amsterdam, 27-30 August 2005
  17. “Supermarkets and Small Produce Growers in Central America,” Presentation at Pre-conference workshop on “Supply Chains and Farmers”, EAAE Meeting Copenhagen, 23 August. 2005
  18. “Links Amongst Supermarkets, Wholesalers, and Small Farmers in Developing Countries: Heuristic Model and Taxonomy, with Emerging Evidence,” plenary talk and paper at the International Research Workshop "Future of Small Farms" jointly organized by IFPRI, ODI, and Imperial College, Wye, University of London, June. 2005
  19. “Designing Programs to Develop 'Customized Competitiveness' of Small Farmers to Make the Grade in the Supermarket-Market,” Talk at the IAMA Post-Conference, “Building New Partnerships in the Global Food Chain,” June 29/30, Chicago 2005
  20. “Status of and Agenda for research on supermarkets in agricultural development,” talk at the INRA/ENSAM/CIRAD Workshop on Developing Regions’ Retail Transformation, Montpellier, France, January 7, 2005
  21. “Research Methods for study of farmer participation in supermarkets channels in Central America” and “Farmers’ Organizations and Supermarkets in Central America” (with various persons), at the Workshop and International Seminar “Regoverning Markets – Securing small producer participation in restructured national and regional agrifood systems”, Amsterdam, The Netherlands, 14-19 November, 2004
  22. “The Spread of Supermarkets Globally – With a Focus on Emerging Markets,” Keynote Speech of the annual meetings of the Food Distribution Research Society (FDRS), October, 2004, Morro Bay, California; and speech at Cal Poly San Luis Obispo



23. "The Diffusion of Supermarkets in Developing Regions: Organizational, Institutional, and Technological Implications for the Agrifood System," Talk at the meetings of International Society for New Institutional Economics (ISNIE), September 2004, Tucson
24. "The Rapid Rise of Supermarkets in Developing Countries: Implications for Food Markets and Producers," at Beijing University and Hangzhou University, May 2004
25. "Supermarkets and Agricultural Development in Indonesia," Speech (with Peter Timmer) at Bandung at the University, February and May 2004
26. "Supermercados y Desarrollo Agrícola en América Latina," Speech at the Catholic University, November 2003.
27. "The Rapid Rise of Supermarkets in Developing Regions," Speech at University of Guelph, Canada, October, 2003.
28. "Supermarkets in Asia and Latin America Challenges and Opportunities for Agrifood Suppliers," Speech at the IAAE Meetings in Durban, South Africa, August, 2003.
29. "Supermarkets, Private Standards, and International Trade," Talk at the Conference of the IATRC, International Agricultural Trade Research Consortium, Capri, Italy, July 2003.
30. "The Rapid Rise of Supermarkets in Developing Regions: Implications for the Rural Poor," Plenary at the Cornell Conference, "Globalization and Agriculture," April 2003.
31. Keynote Speaker at IATRC Conference on Consumer Driven Agricultural Trade, "Supermarkets in Latin America and Asia: Implications for Suppliers and Trade", California, December 2002.
32. "Transformation of Agrifood Markets in Developing Countries: Focus on era of Globalization and the Rise of Supermarkets as key agents of market change," talk at the Agricultural Development Retrospective Conference, convened by Yale University, at Bretton Woods, New Hampshire, September, 2002.
33. Co-Presenter at the International Food and Agribusiness Management Association (IAMA) meetings in the Netherlands, "Modal Choice in International Alliances between Producers of Horticultural Products", June 2002.
34. "Institutional and Organizational Change in Latin American Agrifood Systems: Effects on the Rural Poor and Policy Options," Plenary Speech at the Third International Conference on Agri-Food Chain Economics and Management, Universidade de São Paulo, Ribeirão Preto, Brazil, October 2001.
35. "Globalization, Changing Market Institutions, and Agrifood Systems in Latin America: Implications for the Poor's Livelihoods," Plenary Speech given for me in absentia (September 11) at the 74<sup>th</sup> EAAE Seminar, Livelihoods and Rural Poverty: Technology, Policy and Institutions, September, 2001, Imperial College at Wye, United Kingdom.
36. Organizer with Johan Swinnen (Univ. of Leuven) of a symposium on Globalization, Regional Integration, and Rural Development, at the AAEA meetings, Chicago, 2001.
37. Organizer (with Julio Berdegué and German Escobar, of RIMISP) of a workshop at the 2000 International Farming System Association meetings in Chile, November, on Concentration in the retail and processing sectors in Latin America, and effects on poor
38. Invited Organizer of Panel Session on Agroindustrialization in the Context of Globalization for the IAAE Berlin 2000 Conference.
39. Chairperson and Keynote Speaker of the Conference Steering Committee for AAEA Preconference in August 1999 on Agroindustrialization, Globalization, and International Development

40. Co-Organizer of International Workshop "Markets, Rights, and Equity: Food and Agricultural Standards in a Shrinking World," November 1999, MSU.
41. Invited speaker at the AAEA Preconference in 1998 on Agricultural Intensification, Economic Development and the Environment
42. Keynote Speaker at Tercer Simposio Latinoamericano de Investigación y Extensión en Sistemas Agropecuarios, Lima, 19-21 August 1998, Lima, Peru.
43. Invited speaker at the AAEA preconference on sustainable intensification of agriculture in developing countries, July 31-Aug. 1, 1998, Salt Lake City.
44. Invited speaker at March 1998 Meetings of the UK Agricultural Economics Society meetings at University of Reading: "Effects of Nonfarm Employment on Rural Income Inequality in Developing Countries: An Investment Perspective," for the symposium "Rural Diversification in the Developing World," 25-28 March 1998.
45. Invited speaker at Symposium at the August 1997 IAAE (International Association of Agricultural Economists) Meetings in Sacramento ("What is the Potential for Sustainable Intensification in Fragile Lands? Empirical Evidence and Policy Implications")
46. Invited speaker at November 1995 African Studies Association Meetings in Orlando, Florida, Panel on "Sustainable Intensification and Environment in Africa": talk title: "Intensification, productivity, and the Environment in Africa: Policy effects and structural constraints".
47. Invited speaker at November 1995 American Anthropological Association Meetings in Washington, D.C., Panel on "Post-Structural Adjustment and Food Security in Africa: Policy, Theory, and Cross-Disciplinary Evidence": talk title: "Capital-led intensification in Sahel Agriculture: addressing structural constraints after policy reform".
48. Invited speaker at August 1994 AAEA symposium at annual meetings in San Diego ("Policies for Fragile Lands Development in the Tropics: New Challenges for Economic Analysis"); talk title: Sustainability issues in Agricultural development in the Sahel"
49. Invited speaker at January 1995 International Development Conference, Society for International Development, "Food Entitlements and Incomes: Income diversification and food security of rural households in Africa," Washington D.C.
50. Invited speaker at July 1993 AAEA Pre-Conference Workshop Post-Green Revolution Agricultural Development Strategies in the Third World: What Next?": Challenges for creating and sustaining a Green Revolution in Africa," (also MSU Staff Paper no. 93-65).
51. Co-organized and spoke at Principal Paper Session at the August 1994 AAEA Annual Meetings in San Diego ("Promoting Farm - Nonfarm Growth Synergies in Rural Africa")
52. Co-organized and spoke at Symposium at the August 1994 IAAE Meetings in Harare ("Potential for Increasing Rural Off-farm Employment in Africa")
53. Invited speaker at August 1994 AAEA symposium at meetings in San Diego ("Policies for Fragile Lands Development in the Tropics: Challenges for Economic Analysis")
54. Co-organized and spoke at Invited Paper Session at the January 1994 ASSA/AAEA Meetings in Boston ("Agricultural Productivity in Africa: Concepts, Measures, and Implications")
55. Invited speaker at August 1993 AAEA Pre-Conference Workshop in Orlando ("Post-Green Revolution Agricultural Development Strategies in the Third World: What Next?")
56. Invited discussant Invited Paper Session at January 1992 ASSA/AAEA Meetings in New Orleans ("Economic Evaluation of Sustainable Agriculture: Challenges from Agroforestry")

57. Invited speaker at August 1987 AAEEA symposium at annual meetings in East Lansing ("Setting Research Priorities for the IARC's: A New Role for the Agricultural Economist")

## **TEACHING and ADVISING**

- Advising: Since joining MSU in 1992 (to July 2010), Tom has advised 88 graduate students in total: (a) 22 doctoral students (as major professor); (b) 39 doctoral students (as committee member); (c) 18 master's students (as major professor); (d) 11 masters students (as committee member). One of the doctoral/major and 8 of the doctoral/member were in foreign universities: Netherlands (2), South Africa (1), Burkina Faso (1), and France (4)
- Classroom teaching: MSU, upper-level undergraduate course in International Agrifood Markets and Industries; 2001 to present
- MSU, graduate course "agriculture in economic development," 1992 to present
- MSU, undergraduate course in international agricultural/food systems development, 1995-1998
- MSU, advanced graduate seminar in international agricultural development (on agricultural sustainability and intersectoral linkages); 1994, 1996
- Johns Hopkins University (SAIS), graduate course in African economies, spring and fall 1987; household economies, 1988
- Banco Central de Reserva, Peru, graduate courses in trade/open-economy macroeconomics (Ford Foundation sponsored), 1982 and 1983

## **PERSONAL**

US citizen, born December 14, 1954 in Covina, California.