

H. Lynn Beck

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TEACHING EXPERIENCE

SOUTHERN ILLINOIS UNIVERSITY EDWARDSVILLE (Edwardsville, IL) 1999 to Present

- **Lead instructor** in the School of Business, teaching eight of the ten class sections totaling 400 students annually.
 - The course is the foundation course in statistics for all undergraduate business students.

BUSINESS EXPERIENCE

ARAGON CONSULTING GROUP (St. Louis, MO) 1998 to 1999

- **Research Analyst**

AGRO SYSTEMS (Brighton, IL) 1995 to 1996

- **Marketing Specialist**

FARMERS NATIONAL COMPANY (Beatrice, NE) 1988 to 1995

- **Farm Manager** managing 60 dry land crop farms in Nebraska and Kansas with 3,000 acres of pastureland.
- Negotiated annual leases and created a crop plan (with the farmer) that specified tillage method, determined the herbicide and fertilizer programs and selected the seed.
- Responsible for marketing the clients' grain by using futures and options contracts and other marketing tools.
- Implemented soil conservation programs involving the construction of many miles of terraces and acres of waterways.
- Monitored each farm's need for maintenance on fences, ponds, waterways and terraces and supervised their repair (when needed).
- Improved pastures by building and repairing ponds, fences, cross fences, and the removal of trees, brush and weeds.
- Implemented rotational grazing, periodic burning of warm season pastures, which doubled pasture productivity.
- Responsible for paying bills and maintaining cash in the account to cover expenses.

INTERNATIONAL EXPERIENCE

CITIZENS NETWORK FOR FOREIGN AFFAIRS (CNFA) (Huambo, Angola) Aug 2011

- Surveyed and staked approximately 15 acres on two farms for terraces to be constructed on the contour. Farmers were instructed how to build the terraces.

- Conducted 30 hours of statistics instruction to 20 workers on the State's Agricultural Experimental Farm in basic statistics and an introduction to analysis of variance.

CNFA (Huambo, Angola)

May 2011

- Demonstrated the use of a farm budget computer program, which I created, to groups of farm cooperative members consisting of small farmers.
- Created data collection forms for farmers to use to collect actual expenses and demonstrated their use to farmers.
- Discussed the use of a laser transit to create terraces on the contour to diminish soil erosion.

CNFA (Huambo, Angola)

May 2010, Aug 2010

- Taught 30 hours of basic statistics to a group of university professors, experimental station technicians and agricultural extension agents.
- Conducted market research by weighing individual fruits and vegetables and various groups as they were sold in the market to determine the cost and profits to marketing.
- Collected individual farm costs of production for large farmers and small farmers as well as revenue and estimated profit by crop and production method (irrigated versus dryland, manual tillage versus mechanical tillage).

CNFA (Mozambique)

Aug 2009

- Estimated the cost of production, revenues and profit levels for several vegetables produced during the wet season and the dry season.
- Made recommendations as to which crops should be given priority for the upcoming crop year in both seasons.
- Recommended making more organic compost and substituting it for chemical fertilizer.
- Recommended using large areas of unused grasslands for compost and feeding fresh grass to cows and goats for milk and cheese.
- Collected data from dozens of marketing stands from several markets to determine actual marketing margins for vegetables and to quantify marketing costs.
- Suggested methods for a farm association to assume the marketing role and how to charge the farmers a fair price for the service.

CNFA (Ukraine)

Aug 2008

- Met with State officials (Agricultural Extension, Credit, and Production) to learn about milk production and marketing for small dairy producers.
- Visited open markets and supermarkets in the city to determine selling prices and container sizes and types.
- Conversated with women, each with from one to four cows, who were selling their products in the open markets to learn about their problems.

CNFA (Moldova)

Dec 2006

- Worked with small farmers to estimate their cost of production for many vegetables produced in the field and in greenhouses.
- Prepared a production and marketing plan for the following year with budgets to forecast cost of production.

ECONSULT LTDA (Brazil) 1980 to 1987

- Worked with many small and large farmers to implement data collection programs for cost analysis.
- Prepared the forms and taught semi-literate workers to use them.
- Processed the data and created cost of production and profit reports.

COMISSAO ESTADUAL DE PLANEJAMENTO AGRICOLA (Natal, Rio Grande do Norte, Brazil) 1980 to 1983

- Created a data bank by using college interns that I trained.
 - This decreased the time required to produce many reports since many tables were already prepared.
- Processed the data from a survey requested by the World Bank.

PEACE CORPS VOLUNTEER (Natal, Rio Grande do Norte, Brazil) 1974 to 1976

- Worked at the State level for the Agricultural Extension Service.
- Provided support to local extension agents and helped in the planning at the state level.

CEPAD (Managua, Nicaragua) 1972

- Managed an 80 farm near Managua, which was developed to use in training peasants in best practices.

PEACE CORPS VOLUNTEER (Sonsonate, El Salvador) 1967 to 1969

- Helped organize 4-H groups and adult groups in several rural Indian communities.
- Taught best practices in chicken production, corn and bean production and several vegetables.

EDUCATION

M.S. Masters in Economics 1999
Southern Illinois University Edwardsville (Edwardsville, IL)
Concentration: Quantitative Methods

Ph.D. (ABD) Doctorate in Agricultural Economics (Completed all aspects, except Dissertation) 1976 to 1979
University of Missouri (Columbia, MO)
Concentration: Quantitative Methods

M.S. Masters in Extension Education 1972
University of Vermont (Burlington, VT)

B.S. Bachelor of Science in General Agriculture 1971
University of Nebraska (Lincoln, NE)

FOREIGN LANGUAGES

- Spanish
- Portuguese