

Mark D. Jekanowski, Ph.D.

Bachelor of Science, Resource Economics, 1991, University of Massachusetts,
Amherst, MA

Master of Science, Agricultural Economics, 1993, Purdue University, West Lafayette, IN

Doctor of Philosophy, Agricultural Economics, 1998, Purdue University, West Lafayette,
IN

Economist, USDA/Economic Research Service, Washington, DC, 1998-2000

Senior Consultant, Sparks Companies, McLean, VA, 2000-2003

Vice President/Senior Vice President, Informa Economics, McLean, VA, 2003-Present

Mark Jekanowski is a Senior Vice President and head of the Informa Economics Washington, DC office. As a consultant to the food and agriculture industry, Mark routinely manages dozens of projects covering a wide variety of issues and topics. He has provided analytic support to a long list of firms, commodity organizations and government agencies, helping clients better understand and prepare for changes in agricultural markets and policy. Since his work is dictated by the needs of his clients, Mark is always prepared to apply his skills to new topics and areas of research, and recent projects have included issues related to biofuels, trade policy, farm policy, livestock feed regulations, fruit and vegetable marketing orders and consumer demand—among many others. The common thread that links all of his work together is using fundamental economic principles to figure out how markets and individuals react to changing incentives and public policy—skills that were established through studies at the University of Massachusetts and Purdue University and honed through his doctorate work as a USDA National Needs Fellow at Purdue.

The National Needs Fellowship provided Mark a unique and valuable opportunity to broaden his skills and prepare for a career that requires the flexibility to always learn new techniques and study a wide range of issues. His doctorate work focused on explaining the growth in demand for fast food and implications for agricultural markets, and established a strong knowledge and appreciation for the use of statistical methods and econometric modeling in understanding markets and consumer behavior. He also worked closely with Purdue's Center for Agriculture Business, participating in and teaching at training sessions, and assisting in various programs targeted to agribusiness clients. This experience provided valuable insight into the opportunities to apply economic skills to meet the needs and challenges of the private sector.

After receiving his doctorate in agricultural economics, Mark worked as an economist in USDA's Economic Research Service, where his research focused on the evolving structure of the food manufacturing and retailing industries as well as trends in consumer demand. He came to Informa Economics (formerly known as Sparks Companies) as a Senior Consultant in 2000, where he eventually was promoted to Senior Vice President and in July 2008 became the head of the Washington, DC office. Although most of his work is based in the United States, he has

also participated in international development projects based in Macedonia and Ukraine, and traveled extensively in Egypt for international development and private sector clients.

Mark's initial interest in agriculture reflects his upbringing on a family-owned tobacco and vegetable farm in Massachusetts. The farm is still operating as a full-time operation run by his father and two brothers.

Mark credits the USDA for his career. The NNF provided the incentive to continue his studies as a doctorate student at Purdue, with the flexibility to determine his own research agenda and follow his curiosity into many new areas. Working at USDA following his graduate studies helped to solidify his skills and bolstered his interest in working on timely issues directly relevant to policy makers, industry, and society. Since arriving at Informa, Mark's career has advanced rapidly and he has been invited to speak before many commodity organizations, corporate boards, and public conventions—including USDA's Annual Outlook Conference.