

**O. A. CLEVELAND, Ph.D.
Professor Emeritus
Mississippi State University**

Website

www.cottonexperts.com

Personal Data

Place and Year of Birth: Canton, Mississippi, 1950

Family : Two Children

Educational Background

PhD - Oklahoma State University

M.S. - Mississippi State University

B.S. - Mississippi State University

Employment

1977-2000	Institute Professor of Agribusiness, Professor of Agricultural Economics, and Marketing Specialist, Mississippi State University
1988-1991	Vice President, Senior Cotton and Citrus Analyst, Merrill Lynch, New York, NY
1986	Intern Assistant to President, New York Cotton Exchange
1969-1977	Agricultural Economist, Economic Research Service, U.S. Department of Agriculture, Washington, D.C.; Stillwater, Oklahoma, Stoneville, Mississippi
1979-1971	Lieutenant, US Army, Arizona, Georgia, and Vietnam

COMMODITY EXPERIENCE

International

**Cotton--Market Education, Policy Education and Price Analysis, Grading, Market Organization, Market Systems, Futures and Cash Markets, Cottonseed Markets; Producer, Merchant, and Processor Sectors
Rice, Oilseeds, Cotton, Citrus--Farm Cost of Production Analysis
Citrus--Market and Price Analysis; Producer and Processor Sectors
Domestic**

Cotton--Market Education, Policy Education, Price Analysis, Grading, Market Organization, Market Systems, Futures and Cash Markets, Cottonseed Markets; Producer, Merchant, and Processor Sectors

Cotton Ginning Economics

Citrus--Market and Price Analysis; Producer and Processor Sectors

Cotton, Rice, Oilseeds, Citrus--Farm Cost of Production Analysis

Rice--Market Education, Policy Education, Market Organization, and Price Analysis; Producer and Processor Sectors

**Soybeans--Market Education, Policy Education and Price Analysis;
Producer Sector**

**Wheat--Market Education, Policy Education and Price Analysis;
Producer Sector**

INTERNATIONAL EXPERIENCE

Uzbekistan, on site assessment, Ministry of Agriculture and Ministry of Foreign Affairs, local universities and institutes, agricultural policy, agricultural organization, and marketing

Russia, Ministry of Agriculture, on site assessment, agricultural policy

Taiwan, on site advisory role, textile and merchandising industries

Japan, on site advisory role, textile and merchandising industries

Korea, on site advisory role, textile and merchandising industries

Thailand, on site advisory role, textile and merchandising industries

Indonesia, on site advisory role, textile and merchandising industries

Hong Kong, on site advisory role, textile and merchandising industries

Australia, on site advisory role, cotton production, textile and merchandising industries

Nicaragua, on site advisory role, cotton production, policy, market organization, situation and outlook, and market structure

US Department of Agriculture, OICD, Program Organizer and Director for Cochran Fellows, Uzbekistan, Russia, Turkmenistan, Kazakhstan

International Cotton Advisory Committee (ICAC), Program Organizer and Director, Uzbekistan, South American, Central American, Korean and European ICAC Fellows

Advisory and Consulting Capacities

Advisory

Advisor, Congressional Budget Office, Cotton Program Analysis

Advisor, International Cotton Advisory Committee

Advisor, Producer Steering Committee, National Cotton Council of America

Advisor, American Farm Bureau Federation, Cotton

Advisor, Mississippi Farm Bureau Federation, Cotton and Rice

Advisor, Delta Council

Consulting

Consultant, Republic of Uzbekistan, Ambassador Babur Malikov

Consultant, STAPLCOTN

Consultant, Nicaraguan Cotton Commission

Consultant, Jernigan Group

Consultant, Jernigan Group

Consultant, American Farm Bureau Federation

Consultant, COTTON INTERNATIONAL, COTTON GROWER, FARM JOURNAL

Registered Commodity Trade Advisor (CTA), National Futures Association,

Commodity Futures Trading Commission

University Instructional Activities

Academic

- Principles of Economics**
- Principals of Agricultural Economics**
- Cotton Marketing**
- Commodity Futures Markets**
- Principles of Agricultural Marketing**

Adult

- Commodity Hedging, Futures and Options**
- Agricultural Policy Analysis**
- International Cotton Market Organization**
- Fundamental Market Analysis**
- Technical Market Analysis**
- Using Commodity Futures and Options Markets**
- Cotton Situation and Outlook**
- Oilseed Situation and Outlook**
- Grain Situation and Outlook**
- Principles of Farm Management**
- Principles of Agricultural Marketing**
- Cotton Policy Organization**
- Understanding Agricultural Policy**

Honors and Awards

- President's Intern, New York Cotton Exchange**
- Board of Directors, New York Cotton Exchange**
- National Cotton Council, Cotton Educator of the Year**
- Chairman, Cotton Economics and Marketing Conference (2)**
- President's Athletic Advisory Committee, Mississippi State**
- Honorary Membership (University): Alpha Zeta, Gamma Sigma Delta, Epsilon Sigma Phi, Omicron Delta Kappa, and Blue Key,**
- Bronze Star, US Army**
- Army Commendation Medal, US Army**

Industry Service

- Founder, Cotton Economics and Marketing Conference of the Beltwide Cotton Conferences**
- Founder, New York Cotton Exchange's "Cotton Marketer of the Year" Award**
- Founder, New York Cotton Exchange's County Agent Cotton Market Education Award**

Organizations

Professional

**American Agricultural Economics Association
Southern Agricultural Economics Association
National County Agents Association
Mississippi County Agents Association**

Civic

**American Legion
Veterans of Foreign Wars
Rotary Club
Boy Scouts Sustaining Committee**

Periodicals and Publications

Cotton market analysis, agricultural policy analysis and commentary provided for various publications. Examples include Farm Journal, Progressive Farmer, Farm Press Publications, and television programs Ag Day and Farmweek

PARTIAL LIST OF PUBLICATIONS AND EDUCATIONAL MATERIALS

**Cotton Marketing Weekly
The Cotton Futures Market--A Self Study Guide
Economic Models for Ginning Cotton
Developing a Cotton Marketing Plan
Forward Pricing Cotton
Cash Contracting of Cotton
Contracting Cotton with Your Local Buyer
Hedging Cotton with Futures
Commodity Futures Market Terms
Cotton Marketing and the Cotton Grower
How Can I Structure A Marketing Plan
Getting Started in Hedging-How to Select a Commodity Futures Broker
The Role of A Lender in a Hedging Program
Conservative vs Selective Hedging
Introduction to Options on Cotton Futures
Buying Put Options For Protection Against Lower Prices
Buying Put Options For Price Insurance
Buying Call Options At Harvest
Why Farmers Follow Commodity Price Charts
Quickest Way to Choose From Six Market Actions
Seller's Call Option
Cot-Soy Mkt: A Microcomputer Program to Evaluate Cotton and Soybean Marketing Alternatives**