

# Guilherme Signorini

Agricultural, Food, and Resource Economics  
Michigan State University  
458 W. Circle Drive  
East Lansing, MI 48824  
+1 (517) 775-1653  
[signorin@msu.edu](mailto:signorin@msu.edu)  
[www.guilhermesignorini.com](http://www.guilhermesignorini.com)

## Academic Interests

Strategic Management  
Institutional Economics  
Industrial Organization

## Education

Ph. D., Agricultural, Food, and Resource Economics, Michigan State University, December 2014  
(expected)

Major: Food and Agribusiness Management  
Minor: Industrial Organization

Dissertation: Early Contractual Relationships in the American Renewable Energy  
Industry: Assessing Parties Preferences for Timely Sustainable Growth  
Advisor: Dr. Christopher H. Peterson

M. Sc., Agricultural, Food, and Resource Economics, Michigan State University, 2013  
Thesis: Economic Institutions of Electricity: An Application to the Brazilian Case  
Advisor: Dr. Christopher H. Peterson

B. Sc., Agricultural Engineering, University of São Paulo, 2009  
Minor: Agribusiness Management

## Experience

Teaching Assistant, Department of Agricultural, Food, and Resource Economics,  
Michigan State University, two senior level courses “*Food and Agribusiness Strategic  
Management*” and “*Food Marketing Management*”. Responsible for office hours,  
preparing and grading assignments and course projects. Spring 2013, Spring 2014.

Research Assistant, Department of Agricultural, Food, and Resource Economics, Michigan State University, 2011-2013.

Research Assistant, MSU Product Center, Michigan State University. Responsible for assisting Product Center counselors with entrepreneurship projects, 2009-2010.

Research Assistant, University of Illinois and Mato Grosso Foundation. Responsible for conducting a case study followed by a simulation analysis regarding the feasibility of flex-input milling facilities in Mato Grosso Brasil (two book chapters), 2007-2008.

Junior Extension Agent, ESALQ Jr. Consulting LLC, University of São Paulo. Responsible for assisting farmers with investment and operational decisions, 2004-2005.

## Academic Publications

"Historical analysis of institutions and organizations: the case of the Brazilian electricity sector" (with R. Brent Ross and H. Christopher Peterson). *Journal of Institutional Economics*, Available on CJO 2014 doi:10.1017/S1744137414000344

"Bioenergy Efficiency and a Flex-Mill Simulation in Mato Grosso" (with Peter Goldsmith, João Martinez, and Renato Rasmussen). In: Baer, Werner; Amann, Edmund; Coes, Donald (ed). *Bioenergy Issues: Studies from Brazil and the United States*, 1 ed. New York: Routledge Press, 2010.

"The Capital Efficiency Challenge of Bioenergy Models: The Case of Flex Mills in Brazil" (with Peter Goldsmith, Renato Rasmussen, João Martinez, and Carolina Guimarães). In: Khanna, Madhu; Scheffran, Jürgen; Zilberman, David (Org.). *Handbook of Bioenergy Economics and Policy*. 1 ed. New York: Springer, 2009, p. 175-192.

## Work in Progress

"An Application of Transaction Cost Economics to Biomass Relationships: A Case Study of the Upper Peninsula of Michigan". Under review (with Brent Ross, William Knudson, and Vivek Pandey).

"Governance Strategies and Transaction Costs in a Renovated Electricity Market". Submitted (with R. Brent Ross and H. Christopher Peterson).

"Assessing Willingness to Produce Energy Crops in the Midwestern United States". Working paper, 2014 (with R. Brent Ross, David L. Ortega, and H. Christopher Peterson)

" Does Theory Predict Adoption of Production Contracts? Evidence from the Developing Bioenergy Market in Midwestern United States". Working paper, 2014 (with R. Brent Ross, David L. Ortega, and H. Christopher Peterson)

## **Presentations at Conferences**

"Assessing Willingness to Produce Energy Crops in the Midwestern United States". In: 24<sup>th</sup> International Food and Agribusiness Management Association Symposium, Cape Town, ZA, June 15-19, 2014.

"Historical Analysis of Institutions and Organizations: The Case of the Brazilian Electricity Sector". In: 17<sup>th</sup> Annual International Society of New Institutional Economics (ISNIE) Conference, Florence, Italy, June 20-22, 2013.

"Assessing Contract Efficiency for Biomass: A Case Study of the Upper Peninsula of Michigan". In: 23<sup>rd</sup> International Food and Agribusiness Management Association Symposium, Atlanta, GA, June 16-20, 2013.

"Economic Institutions of Electricity: An Application to the Brazilian Case". In: 2012 WERA-72 Meeting, West Lafayette, IN, June 24th, 2012.

"Strategic Decision in the Brazilian Sugarcane Industry: Cellulosic Ethanol versus Biomass Electricity" (with Christopher Peterson). In: 4th Berkeley Bioeconomy Conference, Berkeley, CA, March 24th, 2011.

"The Development of the Brazilian Bio-electricity Market: An Historical Analysis of the Institutional Changes in the Sugarcane and Electricity Markets" (with Christopher Peterson and Hamish Gow). In: AAEEA, CAES, & WAEA Joint Annual Meeting, Denver, CO, 2010.

"Estudo de Localização Aplicado ao Mercado de Sementes para Adubação Verdes" (with Leandro Tizato). In: 17th International Symposium of Scientific Initiation, Pirassununga-SP, v.17, 2009.

"The Case of Flex Mills in Brazil" (with Peter Goldsmith, Renato Rasmussen, João Martinez, and Carolina Guimarães). In: The Socio-Economic Impacts of Energy in the Past, Present, and Future: A Comparison of Brazil and the United States, Ilha Bela-SP, November 21st, 2008.

"Uso de Acaricidas no Brasil: Taxa de crescimento e demanda relativa no quinquênio 2003-2007" (with Evaristo M. Neves and Natália Trombeta). In: 16th International Symposium of Scientific Initiation, Piracicaba-SP, v.16, 2008.

"Relações de Preços no Mercado de Álcool nas Regiões Sudeste e Nordeste do Brasil" (with Mirian Bacchi and Marta Marjotta-Maistro). In: 14th International Symposium of Scientific Initiation, Piracicaba-SP, v.14, 2006

## Non-Academic Publications

"Milho Complementa Etanol na Entresafra da Cana-de-Açúcar" (with Renato Rasmussen e João Gomes Martines Filho), *Visão Agrícola*, Piracicaba-SP, 2008, v.8, p. 18-20.

"Cooperativas - Balanço de 2007" (with Evaristo M. Neves), *Agroanalysis*, São Paulo-SP, September 2007, p. 28-29.

"Produtos Agrícolas e Fertilizantes: Preços de Paridade" (with Evaristo M. Neves), *Correio de Lins*, Lins-SP, August 9th, 2007.

"Termos de Troca na Agricultura" (with Evaristo M. Neves), *Jornal de Piracicaba*, Piracicaba-SP, August 8th, 2007, p. B4

"Agronegócio: Nem Tudo São Flores" (with Evaristo M. Neves), *Jornal de Piracicaba*, Piracicaba-SP, August 1th, 2007, p. B5.

"Recorde de Fertilizantes" (with Evaristo M. Neves), *Agroanalysis*, São Paulo-SP, August 2007, p. 18-20.

"Acaricidas na Citricultura Paulista: uma situação peculiar" (with Evaristo M. Neves), *Informativo Agropecuário Coopercitrus*, Bebedouro-SP, August 2007, p.12-14

"Fertilizantes: Demanda Derivada" (with Evaristo M. Neves), *Correio de Lins*, Lins-SP, July 19th, 2007.

"Defensivos: 2007, o ano da virada?" (with Evaristo M. Neves), *Agroanalysis*, São Paulo-SP, May 2007, p. 17-18.

"Citricultura: Formação de Capital" (with Evaristo M. Neves), *Espaço Citrícola*, Limeira-SP, May 2007, p. 14-18.

"Cooperativas - Desempenho exportador" (with Evaristo M. Neves), *Agroanalysis*, São Paulo-SP, April 2007, p. 19-21.

"Agronegócio Brasileiro e o Comércio Internacional" (with Evaristo M. Neves), *Jornal de Piracicaba*, Piracicaba-SP, April 4th, 2007, p. B1.

"Evolução Exportadora das Cooperativas Brasileiras" (with Evaristo M. Neves), *Mundocoop*, São Paulo-SP, April 2007, p. 34.

"Citricultura: Análise de preços" (with Evaristo M. Neves), *Espaço Citrícola*, Limeira-SP, February 2007, p. 31-39.

"Etanol III: Preços no Sudeste e no Nordeste" (with Mirian Bacchi and Marta Marjotta-Maistro), *Agroanalysis*, São Paulo-SP, February 2007, p. 37-38.

"Prudência e Estabilidade no Setor Canavieiro", A Cana em Foco, Capivari-SP, December 4th, 2006, p. 2.

## **Honors and Fellowships**

**2014** Ferris Global Agribusiness Award, Michigan State University (\$1,500)

**2013** A. Allan Schmid Fellowship, Michigan State University (\$2,240)

**2013** AFRE Student Travel Grant (\$ 2,000)

**2010** AFRE Student Travel Grant (\$2,000)

**2008** Representing student of the “Luiz de Queiroz” College of Agriculture, Japanese Royal Committee Reception in celebration to the “*First Centenary of Japanese Immigration to Brazil*”, Jun 20<sup>th</sup>

**2006** Merit of Honor at the ‘V National Environmental Education on Agribusiness Workshop’, Agronomy Institute of Campinas (IAC)

## **Languages**

English (fluent), Spanish (intermediate), Portuguese (native)