

Chuck Grigsby-Calage

CONTACT INFORMATION

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RESEARCH INTERESTS

My research applies causal inference techniques, machine learning tools, and geo-spatial analysis to examine changes in U.S. food retail market structure, competition in the food retail landscape, and emerging trends in food systems at local, regional, and national levels.

EDUCATION

PhD, Food and Resource Economics

August 2023

The University of Florida, Gainesville, Florida

Dissertation Committee

- Conner Mullally (Chair), Associate Professor, University of Florida, e-mail: connerm@ufl.edu
- Jaclyn Kropp, Associate Professor, University of Florida, e-mail: jkropp@ufl.edu
- Richard Volpe, Associate Professor, California Polytechnic State University, e-mail: rvolpe@calpoly.edu
- Christa Court, Assistant Professor, University of Florida, e-mail: ccourt@ufl.edu
- Yujie Hu, Assistant Professor, University of Florida, e-mail: yujiehu@ufl.edu

MS, Agricultural and Resource Economics, Statistics (Minor)

May 2015

The University of Tennessee, Knoxville, Tennessee

BA, Economics, Spanish (Minor), *magna cum laude*, Phi Beta Kappa

May 2009

The University of the South, Sewanee, Tennessee

ACADEMIC EXPERIENCE

Post-Doctoral Research and Teaching

August 2023 - May 2024

The University of Florida, Gainesville, Florida

- Research builds on dissertation work that investigates the economic impacts of dollar store expansion on U.S. food retail market structure, food access, and competition with conventional grocery stores.
- Teaching undergraduate course, Introduction to Agricultural Finance. Topics include basic financial statements, investment frameworks and theories of financial intermediation as applied to agricultural firms, along with an overview of financial institutions that provide capital to agriculture.

Graduate Research and Teaching Assistant

August 2018 - August 2023

The University of Florida, Gainesville, Florida

- Dissertation: “The Impact of Dollar Stores on U.S. Food Retail Structure, Food Access, and Grocery Store Competition”
- Teaching assistant responsibilities included meeting with students during office hours to help with questions from the class lectures and homework assignments, and grading quizzes and exams. I served as teacher’s assistant in the following courses:
 - International Trade Policy in Agriculture
 - International Humanitarian Assistance
 - Introduction to Agricultural Computer Applications
 - Financial Planning for Agribusiness
 - Agricultural Macroeconomics

PROFESSIONAL
EXPERIENCE

Graduate Research Assistant

August 2013 - May 2015

The University of Tennessee, Knoxville Tennessee

- Thesis: “Locational Advantage and the Impact of Scale: Comparing Local and Conventional Fruit and Vegetable Transportation Efficiencies”
- Developed a model to assess the Knoxville-area food system’s competitive transportation zones, defined as the region in which local farmers’ shorter travel distances to market give them a locational advantage in transportation over their long distance, conventional food supply chain competitors.
- Research published in the Journal of Agriculture, Food Systems, and Community Development (JAFSCD).

Undergraduate Research Assistantship

May - August 2009

The University of the South, Sewanee, Tennessee

- Paper recycling assessment - research analyzed the environmental impacts of the University’s current recycling program and explored whether alternative paper recycling methods could have fewer environmental effects and greater efficiencies.
- Biomass renewable energy technology - assessed the potential use of wood chips, sawdust, grass clippings, and paper as feedstock to produce biomass energy for the University.

Research Agricultural Economist

May 2024 - February 2025

U.S. Department of Agriculture, Economic Research Service (USDA-ERS)

- Managed proprietary household and retail scanner data on a multi-member team in a cloud-computing environment, cleaning and validating tables containing household socio-demographic characteristics and retailer information including ownership structure, sales metrics, and geographic coordinates.
- Developed entity matching methodologies across distinct proprietary food retailer databases using geo-spatial and string matching algorithms. This crosswalk data product enables USDA to generate food price indices for tracking product-specific trends and inflation.
- Conducted independent research with USDA-ERS colleagues and academic collaborators on food economics, market structure, retail competition, consumer purchase healthfulness, and federal food assistance programs (SNAP, WIC).

Extension Marketing Specialist

June 2015 - 2018

Center for Profitable Agriculture, The University of Tennessee, Columbia, Tennessee

- Developed and implemented extension trainings for local food producers and value-added enterprises across the state of Tennessee.
- Created publications and fact sheets on topics related to direct marketing and value-added agriculture.
- Principal investigator/Co-principal investigator of three successfully-funded grant proposals to develop extension programs on digital marketing strategies for local food producers and grass-fed beef production.

Community Economic Development Volunteer

March 2010 - 2013

US Peace Corps, Costa Rica

- Provided one-on-one consultations to shareholders of the community-owned microfinance bank, El Pozo.
- Facilitated workshops in topics related to entrepreneurship, personal finance, project design and management, technology, environmental awareness, and English to local business owners, farmers,

community youth, and grassroots organizations.

CURRENT
RESEARCH

Working Papers

2025

Grigsby, C., Mullally, C., Volpe, R., Kropp, J., & Stevens, A. (2024). [The Varying Effects of Dollar Stores on Food Access: A Machine Learning Analysis](#) (Revise & Resubmit).

Grigsby, C., Mullally, C., Volpe, R., Kropp, J., & Stevens, A. (2024). [Assessing the Conventional Wisdom on Dollar Store Locations Through Machine Learning](#) (Revise & Resubmit).

Grigsby, C.. The Spatial and Temporal Effects of Migration on Ethnic Food Stores and U.S. Food Retail Market Structure (In Progress)

PUBLICATIONS

Publications in Refereed Journals

2016

Grigsby, C., & Hellwinckel, C. (2016). Locational advantage and the impact of scale: Comparing local and conventional fruit and vegetable transportation efficiencies. *Journal of Agriculture, Food Systems, and Community Development*, 6(3), 121–140. <http://dx.doi.org/10.5304/jafscd.2016.063.010>.

Refereed Extension Publications

2017

Grigsby, C. & Bruch Leffew, M. (2017). Meat Product Labeling Guidance for Direct Farm Marketers. The University of Tennessee Institute of Agriculture, Center for Profitable Agriculture, PB 1861. <https://utia.tennessee.edu/publications/wp-content/uploads/sites/269/2023/10/PB1861.pdf>.

Grigsby, C. & Bruch Leffew, M. (2017). E-commerce for Direct Farm Marketers: An Overview of Locallygrown.net and Case Studies of Online Markets in Tennessee. The University of Tennessee Institute of Agriculture, Center for Profitable Agriculture, PB 1857. <https://utia.tennessee.edu/publications/wp-content/uploads/sites/269/2023/10/PB1857.pdf>.

Grigsby, C. & Bruch Leffew, M. (2017). E-commerce for Direct Farm Marketers: An Overview of CSA E-commerce Software and Case Studies of CSA Operations in Tennessee, Center for Profitable Agriculture, The University of Tennessee Institute of Agriculture. PB 1858. <https://utia.tennessee.edu/publications/wp-content/uploads/sites/269/2023/10/PB1858.pdf>.

Grigsby, C. (2017). Marketing Corn to Local Distilleries, Mills, Retail and Wholesale Customers. The University of Tennessee Institute of Agriculture, Center for Profitable Agriculture, PB 1852. <https://utia.tennessee.edu/publications/wp-content/uploads/sites/269/2023/10/PB1852.pdf>.

Other Peer-Reviewed Publications

2018

Grigsby, C., Bruch Leffew, M., & Pepper, H. (2018). Weights and Measures Considerations for Direct Farm Marketers in Tennessee. The University of Tennessee Institute of Agriculture, Center for Profitable Agriculture, D 56. <https://utia.tennessee.edu/publications/wp-content/uploads/sites/269/2023/10/D56.pdf>

2017

Grigsby, C. & Bruch Leffew, M. (2017). E-commerce for Direct Farm Marketers: An Overview of LocalHarvest's Store Catalog. The University of Tennessee Institute of Agriculture, Center for Prof-

itable Agriculture, D 49. <https://utia.tennessee.edu/publications/wp-content/uploads/sites/269/2023/10/D49.pdf>.

Grigsby, C. & Bruch Leffew, M. (2017). E-commerce for Direct Farm Marketers: An Overview of Small Farm Central's Site Builder. The University of Tennessee Institute of Agriculture, Center for Profitable Agriculture, D 48. <https://utia.tennessee.edu/publications/wp-content/uploads/sites/269/2023/10/D48.pdf>.

Grigsby, C. (2017). Grass-Fed Beef Producer Experiences: Background Information on Featured Farms. The University of Tennessee Institute of Agriculture, Center for Profitable Agriculture, Info Sheet #282. <https://utia.tennessee.edu/cpa/wp-content/uploads/sites/106/2020/10/CPA282.pdf>

2015 Holland, R. & **Grigsby, C.** (2015). Meat Sales from Other Business Locations: Implications for Farm-Based Retail Meat Permit Holders and Retail Food Store Permit Holders. The University of Tennessee Institute of Agriculture, Center for Profitable Agriculture, Info Sheet #241. <https://utia.tennessee.edu/cpa/wp-content/uploads/sites/106/2020/10/CPA241.pdf>

TEACHING AND PRESENTATIONS

Teaching Experience

2024 Guest Lecture - Introduction to Agricultural Finance. January to May, 2024. Food and Resource Economics Department, The University of Florida.

Guest Lecture - B-Talks Series on Business and Economics. February, 2024. Colorado Mountain College (CMC).

2023 Introduction to Agricultural Finance. August to December, 2023. Food and Resource Economics Department, The University of Florida.

Research Presentations

2024 "The Varying Effects of Dollar Stores on Food Access: A Machine Learning Analysis." Presented at Universidad de Concepcion, Chile Economic Research Colloquium.

2023 "The Impact of Dollar Stores on Food Access: A Machine Learning Approach to Predict Counterfactuals." Presented at Agricultural and Applied Economics Annual Conference. July, 2023. Washington, DC.

"The Impact of Dollar Stores on Food Access: A Machine Learning Approach to Predict Counterfactuals." Presented at Southern Regional Science Association Conference. March, 2023. Savannah, GA.

2022 "Predicting Dollar Store Entries and Densities Over Space and Time." Presented at Food Access at Dollar Stores (FADS) Workshop. June, 2022. Tufts University. Boston, MA.

2021 "The Geography of Dollar Stores." Presented at Agricultural and Applied Economics Annual Conference. August, 2021. Austin, TX.

Selected Extension Presentations

- 2017 “E-commerce Concepts and Options.” Presented at E-commerce for Direct Farm Marketers Workshops. March 9, 2017. Jonesborough, TN.
- “Branding and Labeling Considerations for Grass-Fed Beef.” Presented at Grass-Fed Beef Conferences. June 28-29, 2017. Spring Hill and Athens, TN.
- 2016 “An Introduction to CSA Marketing.” Presented at Grow Appalachia producer meeting. October 25, 2016. Scott County.
- “Trends in Value-Added Foods and Direct Marketing.” Presented at Direct Farm Marketing for Success Workshops. March 9, 2016. Murfreesboro, TN.
- “Ways to Develop Value-Added Enterprises.” Presented at the PickTN Conference for the Tennessee Association of Fruit and Vegetable Growers. February 11, 2016. Knoxville, TN.

OTHER CREATIVE WORKS

- 2017 **Grigsby, C.**, Rowsey, G., & Denney, C. (2017). Grass-Fed Beef Producer Experiences. Directed three virtual farm tours of value-added, grass-fed beef operations in Tennessee.
- Century Harvest Farms: <https://www.youtube.com/watch?v=4rFbPbGgAqI>
 - Tennessee Grass-Fed Farm: <https://www.youtube.com/watch?v=VMPr4vwzE84>
 - Pinewood Farms: <https://www.youtube.com/watch?v=Qno5ndGLHi4>

GRANTS

- 2022 Conner, Mullally, Volpe, R., & **Grigsby, C.** “The Impact of Dollar Stores on U.S. Food Retail Structure, Consumer Food Choices, and Independent Grocery Store Viability.” National Institute of Food and Agriculture (NIFA). 2022-2025. **\$650,000**. Role: Co-Principal Investigator and Research Assistant.
- 2017 Bruch Leffew, M. & **Grigsby, C.** “Growing Digital: Advanced Online Marketing Strategies for Tennessee Farmers.” Southern Extension Risk Management Education Center (SRMEC). 2015-2017, **\$49,883**. Role: Co-Principal Investigator. Responsible for developing “E-commerce for Direct Farm Marketers” training materials and workshops.
- 2016 **Grigsby, C.** “Grass-Fed Beef Conference.” Southern Extension Risk Management Education Center (SRMEC). 2016 and 2017, **\$9,615 (Total)**. Role: Principal Investigator. Responsible for organizing and conducting two consecutive Grass-Fed Beef Conferences (2016-2017).

HONORS AND AWARDS

- 2018 The Dutch and Marilee Cavender Publication Award, The University of Tennessee, Institute of Agriculture, 2018
- 2015 Gamma Sigma Delta, National Honor Society of Agriculture, The University of Tennessee, 2015
- 2009 Phi Beta Kappa, The University of the South, 2009
- Sigma Delta Pi, National Collegiate Hispanic Honor Society, The University of the South, 2009

SKILLS

- Programming languages: R, Python, SQL, Git, and Latex.
- Experience with Linux, Bash shell scripts, and parallel processing applications in supercomputer environment.
- Languages: Bilingual in English and Spanish

LEADERSHIP AND VOLUNTEER EXPERIENCE

President and Academic Chair

August 2019 - 2021

Graduate Student Organization, Gainesville, Florida

- Served as president and academic chair in the Food and Resource Economics Department at the University of Florida. Responsibilities included planning educational and social activities for graduate students.

Volunteer

August 2013 - May 2015

Centro Hispano, Knoxville, Tennessee

- Taught GED mathematics course weekly to Spanish-speaking Latino population.

Volunteer

September - December 2009

Mercy Corps Northwest, Portland, Oregon

- Conducted case studies with small business owners who borrowed from the Mercy Corps' micro-loan program.

Volunteer

September - November 2009

Dancing Roots Farm, Corbett, Oregon

- Helped harvest, sort, wash, and pack community supported agriculture (CSA) boxes for farm's shareholders.