

Summer Santillana

Lawrence, KS | smades.summer@gmail.com | www.linkedin.com/in/summersantillana

EDUCATION:

Cornell University | Ithaca, NY

August 2024 – August 2026

Master of Science, Applied Economics & Management (Food & Agriculture)

Thesis: “Community Social Capital, Agricultural Cooperative Participation, and Farm Profitability: Evidence from a Two-Stage Analysis”, Advisor: Todd Schmit

Notable Coursework: Linear Algebra, Real Analysis, Multivariable Calculus

Kansas State University | Manhattan, KS

August 2018 - December 2021

Bachelor of Science: Agricultural Economics, Specialty: Conflict Resolution

GPA: 3.97/4.00

WORK EXPERIENCE:

• College of Agriculture | Kansas State University

Graduate Research Assistant | Manhattan, KS

Sept. 2024-Aug. 2026

◦ Work under Dr. Brian Briggeman and with the Arthur Capper Cooperative Center

- Evaluate the value that cooperatives create and how they create it. The research will use the Value Stick method which measures consumer willingness to pay and willingness to sell of suppliers and employees of the cooperative.

• Dyson College of Applied Economics and Management | Cornell University

Graduate Research Assistant | Ithaca, NY

Sept. 2024-Aug. 2026

◦ Effectively assisted on four projects, simultaneously:

- AG Cooperatives: *Investigating Factors that Influence Participation in Cooperatives and related Farm Profitability at the County and Farm Levels*
 - Assessed community capital and agricultural variables across all U.S. counties (3000+)
 - Conducted research using Stata, R, and Matlab to run OLS and Spatial regression modelling
 - Developed code for farmer-level restricted access USDA Census data
 - Continuously accounted for feedback from advisor for the best possible outcome
- Pricing: *Cornell Farmer's Market Research Project* (<https://farmersmarketresearch.cornell.edu/>)
 - Independently gathered research data (n = 1000+) on a bi-weekly basis in 7 local grocery stores
 - Input and analyzed data to create and update monthly pricing reports for the farmers' use
 - Assisted with development of annual price reports and extended meats pricing reports
- Market Assessment: *Cornell and Penn State Rapid Market Assessments*
 - Conducted rapid market assessment surveys at more than 6 local farmer's markets (200+ respondents)
 - Communicated effectively with vendors and shoppers to increase response rates
 - Responsible for set up, survey distribution, and take down at each market
- Financial Modelling: *Needs Assessment and Financial Feasibility Tool for Solar Sheep Grazing Cooperatives in the Northeast U.S.*
 - Revised cooperative financial tool for an emerging market for farmers to use
 - Developed journal article for the Journal of Cooperatives
 - Created an extension-outreach ready user-guide for farmers
 - Gave guided training on the tool to extension personnel

Graduate Teaching Assistant | Ithaca, NY

Aug. 2024 – May 2025

Spring 2025, Dr. Bradley Rickard: *AEM 2310-5210: Business and Economics of Food (105 students)*

Fall 2024, Dr. Calum Turvey: *AEM 4210-6410: Futures, Options, & Financial Derivatives (115 students)*

◦ Lead TA sessions and reviews for 20-30 students (AEM 4210-6410)

◦ Collaborated with instructors, teaching assistants, and students to complete course-related tasks and grading

• College of Agriculture Diversity Programs Office (DPO) | Manhattan, KS

Jan. 2021-Aug. 2024

Diversity Programs Coordinator | Kansas State University

Consisted of **Extension, Research and Teaching**:

◦ Served as a Research Co-Mentor for 7 undergraduate fellows and supervised 4 student assistants

◦ Co-Instructor for GENAG 210: *Human and Cultural Diversity in Agriculture* (25-35 students), 3 credits

- Coordinated and executed approximately 30 events per year for students, faculty, staff, and extension
- Collected/analyzed data, conducted research for comprehensive reports of each DPO programming event
- Served as office liaison for 20+ corporate partners and faculty, staff, students, and extension
- Programs Coordinated/Co-Coordinated:
 - KSRE Summer Research Fellows Program (2022, 14 fellows; 2023, 20 fellows; 2024, 18 fellows)
 - 8-week research experience for undergraduate and recent graduates. Coordinated the schedules, planned weekly seminars, worked with corporate partners, and provided guidance on research presentations and professional materials
 - AG Project IMPACT MAPS/KOMPASS (2022, 10 students; 2023, 13 students; 2024, 10 students)
 - Summer bridge for incoming freshman. MAPS is 4 weeks on campus. KOMPASS is 3 days. Both programs include year-round advising for scholars. Served as the point person for monthly student advising appointments and for retention efforts
 - KS-LSAMP, Research Immersion: Pathways to STEM (2023, 6 students, 2024, 5 students)
 - 8-week research experience for community college students and KSU students. Pipeline to a 4-year program and career in STEM. Coordinated with multiple university stakeholders and partners to host the extended length program in conjunction with the 2023 KSRE Fellows Program
 - College for a Days, KSU JR MANRRS (2022, 45 students; 2023, 60 students)
 - Served as Advisor to the KSU JR Minorities in Agriculture, Natural Resources, and Related Sciences Chapter. KSU JR MANRRS hosts pre-collegiate students for a day of hands-on learning
 - Switzer/KSU JR MANRRS Nicodemus Camp (2022, 19 students; 2023, 27 students)
 - Hosted through the Kansas Black Farmers Association, the camp includes 1-2 days at KSU campus to teach pre-collegiate minority and urban youth about agriculture. Coordinated, assisted, and scheduled the KSU events, including mentor training and material preparation

Student Assistant

2019-2021

- Lead and managed weekly undergraduate staff meetings (4 students)
- Assisted with research projects
- Created DPO program summaries, assisted with event planning and communications, and drafted office publication materials (i.e., KSRE Tuesday Letters, K-State Today articles)

• OTHER/SEASONAL (SUMMER) WORK:

- **Union Pacific Railroad, Bulk Team** (Ag Commodities) | Omaha, NE, 2021, *Marketing and Sales Intern*, **Archer Daniels Midland** | Leoti, KS, 2020, *Scale Operator*, **Scott Cooperative Association** | Marienthal, KS, 2017, **Meadowlark Retirement Community** | Manhattan, KS, *Certified Nurse Aide*, 2018-2021, **Wichita County Long-Term Care** | Leoti, KS, *Certified Nurse Aide*, 2016-2021

PUBLICATIONS (<https://bit.ly/SSantill>):

Forthcoming: **Santillana, S.**, Schmit, T., Li, Y., Tommell, N., and Severson, R. (TBD). Needs Assessment and Financial Feasibility Tool for Solar Sheep Grazing Cooperatives in the Northeast United States. *Journal of Cooperatives*.

Schmit, T. **Santillana, S.** Tommell, N., Li, Y. (2025). Solar Sheep Grazing Cooperative Financial Feasibility Tool and User Guide. Cornell Cooperative Enterprise Program. <https://bit.ly/solarsheeptool>.

Santillana, S., Naugler, A., Rigotti, L., and LeRoux, M. (2025). 2024 Farm Product Price Reports, Farmers Markets & Grocery Stores in NY. Cornell Agricultural Marketing Research Program, Extension Bulletin 2025-05. Charles H. Dyson School of Applied Economics and Management. https://www.meatsuite.com/assets/price-reporting/FINAL-Standard-2024_Summary_Price_Report-VD.pdf.

Thomas, R., Wiley, Z. Z., Hobbs, L. and **Santillana, S.** (2024). Increasing the Awareness of Land Grant Extension Service to Ethnic Minority Students: Collaborative Programming of Kansas State University College of Agriculture and K-State Research and Extension Service. *Journal of Extension*, 63(1), article 14. <https://doi.org/10.34068/joe.63.01.14>.

Barkley, A., Wiley, Z., Hobbs Jr., Thomas, R., & **Santillana, S.** (2023). An Evaluation of Undergraduate Student Diversity Experience in the College of Agriculture at Kansas State University. *Applied Economics Teaching*

Resources (AETR), 5(1), 1-20. DOI: 10.22004/ag.econ.330134. <https://www.aetrjournal.org/volumes/volume-5-2023/volume-5-issue-1>.

Barkley, A., Wiley, Z. Z., Hobbs, Jr., L., **Smades, S.**, and Thomas, R. (2022). Openness to Diversity and Challenge: Assessment of Undergraduate Attitudes and Experiences in The College of Agriculture at Kansas State University. *Midwest Quarterly- A Journal of Contemporary Thought*, 64(1), 25-46. <https://www.proquest.com/scholarly-journals/openness-diversity-challenge-assessment/docview/2724911546/se-2>.

Barkley, A., Wiley, Z. Z., Hobbs Jr., & **Smades, S.** (2021). Openness to Diversity and Challenge: Assessment of Undergraduate Attitudes and Experiences in the College of Agriculture at Kansas State University Fall 2021. *Professional Agricultural Workers Journal (PAWJ)*, 8(1-4), 20-34. <https://tuspubs.tuskegee.edu/pawj/vol8/iss1/4>.

PRESENTATIONS & POSTERS (40+ extension or research-related presentations from 2020-2026):

“Investigating Factors that Influence Participation in Cooperatives and related Farm Profitability Effects at the County Level”. Northeast Agricultural Research Economics Association (NAREA) Annual Meeting and Workshop. **Summer Santillana**, Todd Schmit, Allison Bauman, Rebecca Jablonski. June 7-10, 2026. Red Bank, NJ.

“Cooperative Participation and Farm Profitability”. Northeast Cooperative Council (NECC) 76th Annual Meeting and Cooperative Leaders Forum and joint CoBank Customer Meeting. **Summer Santillana** and Todd Schmit. March 5-6, 2026. Albany, NY.

“Graduate Student Research Update”. Northeast Cooperative Council (NECC) Annual Meeting. **Summer Santillana**. December 5, 2025. Ithaca, NY.

“What’s Happening in Dyson! Part B: The Solar Sheep Cooperative Grant Project with Financial Feasibility Model”. Agriculture, Food, and Environmental Systems In-Service: Cornell Cooperative Extension. Todd Schmit, **Summer Santillana**, and Nicole Tommell, and. November 18, 2025. Ithaca, NY.

“Cornell Cooperative Enterprise Program.” Cornell Agribusiness Advisory Council. Todd Schmit, Nicole Tommell, and **Summer Santillana**. October 21, 2025. Ithaca, NY.

“Investigating Factors that Influence Participation in Cooperatives and Related Farm Profitability Effects at the County Level.” NCERA-210 (North Central Extension and Research Activity) Annual Meeting. **Summer Santillana**, Todd Schmit, and Rebecca Jablonski. October 2, 2025. Omaha, NE.

“K-State MANRRS & the Diversity Programs Office.” Diversity Day Presentations for USDA-NRCS. Zelia Wiley, **Summer Santillana**, April Mason-Taylor, Raymond Thomas, Lonnie Hobbs, Jr., Kayli Smith, Kailly Mejia. March – August 2024. Locations: Hays, KS; Salina, KS; Manhattan, KS; Emporia, KS; Virtual.

“Evaluation MAPS, a Multicultural Summer Bridge Program, at a Predominantly White Institution.” KSRE Summer Research Fellows Final Symposium. Tatyana Jackson, Zelia Wiley and **Summer Santillana**. Presentation. July 25, 2024. Manhattan, KS.

“Growing our Mindset: The Success and Trends of a Diversity Forum Implemented at a Predominantly White Institution.” KSRE Summer Research Fellows Final Symposium. Kayli Smith, Zelia Wiley, **Summer Santillana**, and Lonnie Hobbs, Jr. Presentation. July 25, 2024. Manhattan, KS.

“Learning Outcomes and Sense of Belonging in Agriculture Programs Targeted Towards Underrepresented Groups.” REU Final Program Symposium, Kansas State University, KS-LSAMP Research Immersion: Pathways to STEM. Moses Aguilar Rojas, **Summer Santillana**, Zelia Wiley, April Taylor. July 23, 2024. Manhattan, KS.

“DEIB in Social Media.” Social Media Roundtable, College of Agriculture KSU. Zelia Wiley, **Summer Santillana**, and April Mason-Taylor. Virtual.

“Navigating Diversity in Agriculture.” FFA National Convention. Zelia Wiley, **Summer Santillana**, Raymond Thomas, Lonnie Hobbs, Jr., and April Mason-Taylor. May 29, 2024. Manhattan, KS.

“Navigating Cross-Cultural Relationships.” National American Association of Agricultural Education Conference. Workshop Presentation. Zelia Wiley, **Summer Santillana**, April Mason-Taylor. May 22, 2024. Manhattan, KS.

“2024 Civil Rights.” Dean’s Advisory Board. Zelia Wiley, **Summer Santillana**. May 17, 2024. Manhattan, KS.

- "A Comparison of Culture Climate in the College of Agriculture Students."* Scholarship of Teaching and Learning Showcase. Zelia Wiley, **Summer Santillana**, April Mason-Taylor, Raymond Thomas, Lonnie Hobbs, Jr., Charles Carpenter III, and Andrew Barkley. Research Poster. May 6, 2024. Manhattan, KS.
- "Navigating Difference: Effectiveness of Cultural Competency Training in Extension."* National MANRRS Conference. Catherine Obiribea Ofori-Bah, Zelia Wiley, **Summer Santillana**, and Lonnie Hobbs, Jr. Graduate Research Poster (Top 10). March 22, 2024. Chicago, IL.
- "Project Impact MAPS Scholars Program."* National MANRRS Conference. Selena Gilyot, Zelia Wiley, Lonnie Hobbs, Jr., and **Summer Santillana**. Undergraduate Research Poster (1st Place). March 22, 2024. Chicago, IL.
- "Inspiring the Next Generation of Agriculturists: A Program Analysis."* National MANRRS Conference. Abena Damuah, Zelia Wiley, Lonnie Hobbs, Jr., and **Summer Santillana**. Graduate Research Poster (Top 10). March 22, 2024. Chicago, IL.
- "Intro to Diversity"*. Agriculture Leadership Program, Kansas State University. **Summer Santillana**, Zelia Wiley, Selena Gilyot, Lailah Bias, Charles Carpenter III. November 5, 2023. Manhattan, KS.
- "A Partnership Initiative for Minority Farmer Success."* Professional Agriculture Workers Conference. Zelia Wiley, JohnElla Holmes, Lonnie Hobbs, Jr., McKenzie Scott, and **Summer Santillana**. Workshop Presentation. October 29 – November 2, 2023. Tuskegee, AL.
- "An Evaluation of Student Perceptions of Diversity in the College of Agriculture."* Professional Agriculture Workers Conference. Zelia Wiley, **Summer Santillana**, Raymond Thomas, Lonnie Hobbs, Jr., and Andrew Barkley. Workshop Presentation. October 29 – November 2, 2023. Tuskegee, AL.
- "Ten Years of Successful Kansas Partnership: Switzer/KSU JR MANRRS Nicodemus Ag Youth Camp."* Professional Agriculture Workers Conference. Zelia Wiley, Lonnie Hobbs, Jr., **Summer Santillana**, and Raymond Thomas. Success Story Workshop. October 29 – November 2, 2023. Tuskegee, AL.
- "Unlocking the Power of Agriculture: Developing Cultural Competency in Extension."* Professional Agriculture Workers Conference. Zelia Wiley, Lonnie Hobbs, Jr., **Summer Santillana**, and Raymond Thomas. Professional Poster. October 29 – November 2, 2023. Tuskegee, AL.
- "Looking Forward: A Decade of Agricultural Programming for Urban and Minority Youth."* Professional Agriculture Workers Conference. Keshana Davis, Zelia Wiley, Lonnie Hobbs, Jr., **Summer Santillana**, Raymond Thomas, JohnElla Holmes. Student Competition. October 29 – November 2, 2023. Tuskegee, AL.
- "Navigating Difference in Extension: Meeting the Needs of Kansans."* K-State Research and Extension Annual Conference 2023. Zelia Wiley and **Summer Santillana**. October 25, 2023. Manhattan, KS.
- "Minority Farmers and Corporate Connections"*. 2023 KSUnite College of Agriculture Panel. Facilitator: **Summer Santillana**. October 20, 2023. Manhattan, KS.
- "Diversity Climate at Kansas State University College of Agriculture: Survey Results Across Time"*. Michael Tilford Conference on Diversity and Multiculturalism, Washburn. Andrew Barkley, Zelia Wiley, **Summer Santillana**, Raymond Thomas, Lonnie Hobbs, Jr., and Robert Lewis III. October 6, 2022. Topeka, KS.
- "Navigating Diversity in Agriculture."* 2023 Kansas FFA Convention. Zelia Wiley, **Summer Santillana**, and Raymond Thomas. May 31, 2023. Manhattan, KS.
- "Assessing Campus Climate for College of Agriculture Students at Kansas State University."* 2nd Annual Teaching and Learning Center Scholarship of Teaching and Learning Showcase. Zelia Wiley, Lonnie Hobbs, Jr., **Summer Santillana**, Raymond Thomas, and Andrew Barkley.
- "Project Impact MAPS Scholar Program."* MANRRS 37th National Conference, Research Poster (1st). Selena Gilyot, Zelia Wiley, Lonnie Hobbs, Jr., and **Summer Santillana**. April. 13-15, 2023. Atlanta, GA.
- "Inclusion & Diversity: A K-State Research & Extension Training Assessment."* MANRRS 37th Annual Career Fair and Training Conference, Research Poster (2nd). Sydney Bruce, Zelia Wiley, Lonnie Hobbs, Jr., and **Summer Santillana**. April. 13-15, 2023. Atlanta, GA.
- "Belongingness in K-State MANRRS."* MANRRS 37th National Conference, Research Poster (3rd). Brandon Green, Zelia Wiley, Lonnie Hobbs, Jr., and **Summer Santillana**. April. 13-15, 2023. Atlanta, GA.
- "What is Junior MANRRS at Kansas State University?"* MANRRS 37th National Conference, Research Poster. Jordyn N.-Johnson, Zelia Wiley, Lonnie Hobbs, Jr., and **Summer Santillana**. April. 13-15, 2023. Atlanta, GA.

“Intro to Diversity.” Agriculture Leadership Program, KSU. Zelia Wiley, **Summer Santillana**, Raymond Thomas, Lonnie Hobbs, Jr. February 20-21, 2023. Manhattan, KS.

“Diversity 101 in Agriculture.” 2022 4-H Kansas Youth Leadership Forum (KYLF). **Summer Santillana**, Raymond Thomas, and Zelia Wiley. November 19, 2022. Rock Creek, KS.

“Bridging Differences through Understanding in the KSU College of Agriculture”. KSUnite: A Journey to Justice: Bringing Distances and Differences, Kansas State University. Zelia Wiley, Raymond Thomas, **Summer Santillana**, Lonnie Hobbs, Jr., and Andrew Barkley. November 15, 2022. Manhattan, KS.

“Climate for Diversity, Equity, Inclusion, and Belonging in the College of Agriculture at Kansas State University”. Michael Tilford Conference on Diversity and Multiculturalism, Washburn. Zelia Wiley, Raymond Thomas, **Summer Santillana**, Lonnie Hobbs, Jr., and Andrew Barkley. November 15, 2022. Topeka, KS.

“Building Coalitions for a Changing World through Underrepresented Youth Education Programs.” Urban Food Systems Symposium, Research Poster. **Summer Santillana**, Zelia Wiley, and Lonnie Hobbs, Jr. September 26-28, 2022. Kansas City, MO.

“Diversity Programs Office.” Shere Kashmir University of AG Sciences Program. Zelia Wiley, Zenzele Asante, and **Summer Santillana**. May 27, 2022. Manhattan, KS.

“Inclusion & Diversity: A K-State Research & Extension Training Assessment.” MANRRS 36th Annual Career Fair and Training Conference, Research Poster. Marie Bruce, Zelia Wiley, Lonnie Hobbs, Jr., and **Summer Santillana**. March 23-26, 2022. Jacksonville, FL.

“Growing Our Mindset: A Diversity Series Assessment.” MANRRS 36th Annual Career Fair and Training Conference, Research Poster. Brandon Green, Zelia Wiley, Lonnie Hobbs, Jr., and **Summer Santillana**. March 23-26, 2022. Jacksonville, FL.

“What is Junior MANRRS at Kansas State University?” MANRRS 36th Annual Career Fair and Training Conference, Research Poster. Melissa Gaona, Zelia Wiley, Lonnie Hobbs, Jr., and **Summer Santillana** March 23-26, 2022. Jacksonville, FL.

“Assessment of Diversity Experience of Kansas State University College of Agriculture Undergraduates during the COVID-19 Pandemic”. KSUnite: Our Lens, Our Focus, Our K-State., Kansas State. Zelia Wiley, Andrew Barkley, Lonnie Hobbs, Jr., **Summer Santillana** and Raymond Thomas. October 12, 2021.

“The Boy who Harnessed the Wind.” Book Panel Facilitator. Zelia Wiley and Summer Smades, November 5, 2020.

AWARDS / ACADEMICS:

- Research Fellowship from Northeast Cooperative Council 2025
- Tuition Fellowship from W.I. Myers Professor, Dr. Calum Turvey 2025
- John Deere MANRRS Scholar and Scholarship Recipient 2025
- Ralph K. Morris Cooperative Foundation Scholarship 2024
- Advising Professional Development Award, Kansas State University 2023
- 1st Place, Research Poster Competition – Urban Food Systems Symposium (UFSS) 2022
- Scholarship Recipient, North Central SARE for UFSS 2022
- Commencement Speaker: Kansas State University College of Agriculture December 2021
- Agricultural Economics and Agribusiness Outstanding Senior 2021
- Sigma Cum Laude - Graduate Honors (>3.95 GPA), Kansas State University 2021
- David and Susan Barton Cooperative Leadership Scholarship, Full Tuition 2020-2021
- Kansas State Semester Honors 2018-2021

SEARCH COMMITTEES

- Recruitment Coordinator, Ag Academic Programs (KSU) 2024
- Office Specialist V, Support Program Specialist (KSU) 2022
- Student Programs Coordinator, Ag Academic Programs (KSU) 2022

PROFESSIONAL DEVELOPMENT:

- M.S. Math Camp, Cornell University – Applied Economics and Management (summer 2024)

- Thrive Navigators, Green Bandana Training: Suicide Prevention/Awareness (10/23/2023)
- Ag Innovation Initiative Stakeholder Meeting (8/18/2023)
- Supervising Students Training (11/29/2022)
- FERPA 101 Training (2022, 2023)
- Beyond Race (4/14/2022)
- Cybersecurity Awareness (2019, 2021, 2022, 2023)
- S.A.F.E. Zone: Navigating Trauma in School and Social Environments (12/8/2022)
- Wildcat Dialogues Facilitation Training (10/30/2022)
- CITI Training: IRB Researchers & Personnel, Responsible Research, Export Compliance (8/15/2022)

INVOLVEMENT:

- Cornell University Minorities in Ag, Natural Resources & Related Sciences (MANRRS) 2024-present
 - K-State MANRRS, **Co-Advisor**, member (2019-2021) 2021-2024
 - Kansas Black Farmers Association, Administrative Assistant Summer 2023, 2024
 - Alpha of Clovia Cooperative Leadership 4-H House 2018-2021
- Offices Held:** President, Vice-President, and Chaplain