

Our services

- Policy and economic analysis
- Program and strategy evaluation
- Market and trade research
- Risk management
- Commodity monitoring
- Food and nutrition program analysis
- Strategy development

Global coverage



Our clients

- Agribusiness firms
- Governments and Institutions
- Industry organizations
- Food & beverage companies

Agralytica is a knowledge leader for issues that challenge organizations serving the global agri-food sector.

Agralytica provides strategic marketing, business, economic, and policy consulting globally.

We have been tracking changes in the food value chain for 30 years. Our in-depth understanding of global food and agriculture lets us get started on your project without a steep learning curve.



333 North Fairfax Street
Suite 202
Alexandria, VA 22314 USA
+1.703.739.9090 tel
+1.703.739.9098 fax
agralytica@agralytica.com
Contact us!



Agralytica

Food and agriculture consulting





Agralytica provides understanding and knowledge, transforming data into solutions.

Policy and economic analysis

We all know that policy can have a profound impact on the nature and development of markets. Policy and economic analysis is one of Agralytica's strengths. Our senior professionals understand the range of instruments used by policy makers to shape food markets, and can provide perspective and deliver insight into policy impact over the short and long term.

Program and strategy evaluation

Evaluation is critical to measuring the effectiveness of marketing strategies and programs and identifying pragmatic ways of improving them. We have a deep interest in developing evaluative management systems to improve the performance of both not-for-profit organizations and commercial companies.

Market and trade research

Markets are diverse and constantly changing. Carefully designed research is essential to understanding market trends, and the character and nature of purchasing behavior in the value chain. We apply innovative, effective research methods to fully identify and analyze the factors influencing markets.

We undertake trade and institutional research using specialized executive interviewers. For consumer work (both quantitative and qualitative), we partner with specialist market research associates.

Risk management

We have broad and deep experience in the review of the viability of risk management and crop insurance plans, and in supplying related research to develop or improve crop insurance provision.

Commodity monitoring

Our professionals have been advising clients on commodity markets under retainer relationships with agribusiness and food companies for over 20 years. Coverage has included grains, oilseeds, sweeteners, livestock, and dairy products.

We currently monitor and advise on US and international sugar and sweetener, livestock, and grain & oilseeds markets for both domestic and foreign clients.

Food and nutrition programs

The US Department of Agriculture (USDA) administers over a dozen separate food assistance programs. Agralytica has been actively involved in food and nutrition program research for two decades, conducting research relating to these programs, including studies of the National School Lunch Program, the SNAP/ Food Stamp program, and the Commodity Donation Program.

Strategy development

Most of Agralytica's projects involve strategy development and opportunity identification. Some have them as a primary focus.

Agralytica principals

Nick Young

A marketing strategy specialist, Nick has more than 30 years of experience directing marketing research and consulting projects, covering a wide range of issues, commodities and countries.



Nick developed Results-Oriented Management, an evaluative process to help clients develop and assess market development strategies and plans.

Tom Earley

Tom, an economist and trade policy specialist, is responsible for ongoing analysis of food markets and of national and international food and agricultural policies and programs. An expert on commodity and food processing industries, he has worked closely with a broad spectrum of organizations. His areas of expertise include the grain, oilseed, sweetener, and biofuel sectors.



Salli Diakova

Salli is a strategic marketing specialist with extensive experience analyzing the operation of agricultural and food product markets. She jointly developed Agralytica's Results-Oriented Management process and has applied it to the work of many clients, including a wide range of not-for-profit, commercial and government organizations. Salli holds a doctorate in engineering and an MBA with a focus on strategic marketing and international business development.



Andre Williamson

A senior consultant with more than a decade's experience in strategic market analysis, Andre has managed over 50 studies for Agralytica.



His years of strategic market research – emphasizing Latin America in particular – have spanned from field to fork. Project clients have ranged from US agricultural export associations to global food and beverage companies.