

**Personal information**

Name and Surname: Rita M. A. Marra

Date of birth: October 30<sup>th</sup>, 1962

Place of birth: Buenos Aires City, Argentina

Nationality: Argentine

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Address: Francisco Bilbao 2255 1<sup>st</sup> C. PC: C1406. Buenos Aires City, Argentina

Research: <https://www.researchgate.net/profile/Rita-Marra>

Place of work: School of Agriculture of the University of Buenos Aires. Department of Economy, Development and Agricultural Planning.

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Adjunt Professor of Rural Administration and Operational Research

**1. Academics**

- Master in Food Technology. Agreement School of Agriculture of the University of Buenos Aires -Università degli Studi di Parma. June 4, 2018 – Thesis title: “Milk Quality: Economic evaluation of the treatment for clinical mastitis combining antibiotic doses and residue tests to reduce milk discard”. Director: Ing. Agr. Susana Pena de Ladaga. Note: 110/110
- Specialist in Management of Small and Medium Enterprises (SMEs). School of Economy of the University of Buenos Aires. 2015. Thesis title: "The Financing Decision in the Agricultural Sector through the Linear Programming Method". Director: Ing. Agr. B. Susana Pena. Note: 9/10. December 11, 2014
- Agronomist Engineer. School of Agriculture of the University of Buenos Aires. 1994. Thesis title: Economic and commercial analysis of red deer breeding. Director: Ing. Agr. Carlos Vieytes. Note: 9/10

**2. Professional Experience**

My special research interest is focused on agricultural financing and linear programming economic models. My special education interest is focused on the students' skills of critical interpretation of Agri management. These skills train and enable students to apply appropriate methodological tools to be able to manage an agriculture and livestock enterprise. I work as independent management consultant and agricultural business planner in my private professional activity.

### 3. Scientific experience

#### 3.1. Publications

- Agricultural financing: comparative analysis of alternatives available in the 2018/19. **Marra, R.**; Pena, S.; Anastasio, M.; Moro, D. *Agronomy & Environment Journal*. Vol. 42, nº 1 (2022). ISSN: 2344-9039- on line. ISSN: 2314-2243
- Penetration of Agrarian Capital in the Pampean Region: The case of the Agro Pools". Lombardo, P.; Cavagnaro, G.; Hannikel, G.; Marra, R. *Revista Americana de Empreendedorismo e Inovação*. Departamento de Administração da Universidade Estadual do Paraná (Unespar), Campus Paranaguá. 2020. ISSN-2674-7170.
- Optimization in land use between agriculture and livestock in a typical establishment in General Pinto, Pampean region, Argentina, analyzed with linear programming. Ras, C.; **Marra, R.**; Abram, F. *Agronomy & Environment Journal*. Vol. 40, nº. 2 (2020). ISSN: 2344-9039 (on line); 2314-2243
- Economies of scale and outsourcing of agricultural work in the Pampa region (Argentina) Lombardo.; **Marra, R.** *Rural Perspectives Magazine, Nueva Época*. Universidad Nacional. Heredia. Costa Rica. Vol. 31 de I semestre 2018 .ISSN 1409-3251 <http://www.revistas.una.ac.cr/index.php/perspectivasrurales/issue/current>
- Links between livestock producers and agricultural machinery service contractors. **Marra, Rita**; Lombardo, Patricia; Rodríguez, Pablo; Cavagnaro, Guillermo. X Interdisciplinary Conference on Agrarian and Agroindustrial Studies. 2017.School of Economy University of Buenos Aires. ISSN 1851-3794
- Changes in land use between agriculture and livestock in a typical establishment in the district of General Pinto analyzed with linear programming. Ras, Cristina H.; **Marra, Rita**; Abram, Florencia. X Interdisciplinary Conference on Agrarian and Agroindustrial Studies. 2017.School of Economy University of Buenos Aires. ISSN 1851-3794
- Dairy: factors of the decrease in milk quality in the primary production sector. Pena, B. Susana; Ladaga, G.; **Marra, R.M.** Interdisciplinary Conference on Agrarian and Agroindustrial Studies. 2017.School of Economy University of Buenos Aires. ISSN 1851-3794
- Diversification and retentions: analysis using an optimizing decision model. Argentine Journal of Agrarian Economy.2017. **Marra, R.**; Pena de Ladaga, S.; Ladaga, B. Volum XV, Nº 1. ISSN 0327-3318
- Linkage modalities between planting pools and rural contractors. Lombardo, Patricia; **Marra, Rita**. Argentine Congress of Social Studies of Science and Technology (CAESCyT).2016. ISBN 978-987-558-396-2
- The adoption of technology applied to the intensification of livestock systems in the Salado Basin analyzed with linear programming. Ras, Cristina H.; **Marra, Rita**; Ostrowski, Bernardo. IX Interdisciplinary Conference on Agrarian and Agroindustrial Studies. 2015.School of Economy University of Buenos Aires. ISSN 1851-3794

- Analysis of the linkage modalities between plaintiffs and agricultural machinery service contractors in the Azul district (Buenos Aires province). **Marra**, Rita; Romat, Valentina. IX Interdisciplinary Conference on Agrarian and Agroindustrial Studies. 2015.School of Economy, University of Buenos Aires. ISSN 1851-3794
- Diversification and retentions: analysis using an optimizing decision model. Pena de Ladaga, Susana; **Marra**, Rita; Ladaga Belén Interdisciplinary Conference on Agrarian and Agroindustrial Studies. 2015.School of Economy, University of Buenos Aires. ISSN 1851-3794
- The importance of operating costs in the decision-making of machinery service contractors: the case of the province of Córdoba. Guillermo Hanickel, Rita **Marra**, Patricia Lombardo. Agronomy & Environment Journal. Tomo 34 n° 1/2. 2014. ISSN: 2314-2243 (press version) - ISSN: 2344-9039. (On line)
- Analysis of Vulnerabilities in a Robust Decisions Methodology Applied to Agricultural Systems Horacio Rojo - Carmen Vicién; Silvia Adriana Ramos - Xavier González – Fernanda Zalazar; Darío Kalmus; Germán Gual – Federico Rodríguez; Cristina Ras; Rita **Marra**; Alejandra Castellini School of Improvement in Operations Research (EPIO). 2014. ISBN-978-987-24267-5-0
- Business integration changes: utility of a modal linear programming model to predict changes in the choice of activities in the district of Ayacucho. Berger, A; Pena de Ladaga, B. S.; **Marra** R. VIII Interdisciplinary Conference on Agrarian and Agroindustrial Studies. 2013.School of Economy University of Buenos Aires. ISSN 1851-3794
- Characterization of agricultural machinery contractors in the district of Pehuajó (Province of Buenos Aires). Lombardo, P.; García, M.; **Marra**, R.; Stadler, S. VIII Interdisciplinary Conference on Agrarian and Agroindustrial Studies. 2013.School of Economy University of Buenos Aires. ISSN 1851-3794
- Economic evaluation of small farms of Pecán (*Carya Illinoensis*) as a production alternative in the Metropolitan Area of Buenos Aires. Ras, C.; **Marra**, R. VIII Interdisciplinary Conference on Agrarian and Agroindustrial Studies. 2013.School of Economy University of Buenos Aires. ISSN 1851-3794
- Analysis of Decisions in Agricultural Production: Comparison between methodologies. Grupo Interdisciplinario Decisiones Sistemas Agrícolas (GIDESA). Rojo, H., Vicién, C.; Ramos, S.; González X.; Bert, F.; **Marra**, R.; Wainstock, A. VIII Interdisciplinary Conference on Agrarian and Agroindustrial Studies. 2013. School of Economy University of Buenos Aires. ISSN 1851-3794
- Advance of the economic studies on the pecán (*Carya illinoensis*) directed to small producers of the metropolitan area of Buenos Aires (AMBA)Rita María Andrea **Marra**, Cristina Helena Ras, Mariana Cecilia Moya. XVI National Days of Rural Extension and VIII of Mercosur. 2012. ISSN 1515-2553.
- Production, technology and contractors in the Pampas region. Patricia Lombardo, Mabel García, Rita **Marra**, Guillermo Hanickel y Guillermo Cavagnaro. Interdisciplinary Journal of Agrarian Studies, N°37, 2012, pp. 31 a 52.
- A new profile of Pecan Walnut producers. (*Carya Illinoensis*). Hobby Farmers. Ras, C. H.; M. C. Moya, R.M. **Marra**. Agronomy & Environment Journal. UBA. 31 (3): 203 - 212. 2011

ISSN. 0325-9250.

- Pecan hobby farmers (*Carya Illinoensis*) Hobby Producers. Traditional versus non-traditional farmers extension strategies and tools. Ras, Cristina; **Marra**, Rita. VII Interdisciplinary Conference on Agrarian and Agroindustrial Studies. 2011.School of Economy University of Buenos Aires. ISSN 1851-3794
- Technology and production: the role of the machine contractor. Patricia Lombardo, Mabel García, Santiago Tiscornia, Rita **Marra** y Guillermo Cavagnaro. VII Interdisciplinary Conference on Agrarian and Agroindustrial Studies. 2011.School of Economy University of Buenos Aires. ISSN 1851-3794
- Economic Studies on the Pecán (*Carya Illinoensis*) in Farms in the Province of Buenos Aires. Cristina H. Ras, Mariana C. Moya & Rita M. Marra. XV National Days of Rural Extension and VII of Mercosur and the XLI Annual Meeting of Agrarian Economy. 2010. ISSN 1666-0285.
- The international competitiveness of typical milk production systems measured through production costs. Ostrowski, Bernardo; Martín, Guillermo; **Marra**, Rita. Argentine Journal of Agrarian Economy. Volumen VIII. Número 1 otoño de 2005. AAEA
- The competitiveness of Argentine dairy farms. Ostrowski, Bernardo; Martín, Guillermo; **Marra**, Rita. Annual Report International Farm Comparison Network. 1999.

### 3.2. Books and Book Chapters

- Social organization of production: planting pools in the Pampean region. Patricia Lombardo – Guillermo Cavagnaro – Guillermo Hanickel – Rita **Marra**. In “Forms of capital penetration in the Pampean Agro”, General coordination: Dr. Patricia Lombardo.1st edition. Orientación Gráfica Editora. 2022. ISBN: 978-987-1922-49-9
- Financial trusts in the Pampean region: an analysis of the period 2008-2016. Rita **Marra** – Guillermo Hanickel. In “Forms of capital penetration in the Pampean Agro”, General coordination: Dr. Patricia Lombardo.1st edition. Orientación Gráfica Editora. 2022. ISBN: 978-987-1922-49-9
- Evolution of agricultural financial trusts during the period 2015-2021. Guillermo Hanickel – Rita **Marra**. In “Forms of capital penetration in the Pampean Agro”, General coordination: Dr. Patricia Lombardo.1st edition. Orientación Gráfica Editora. 2022. ISBN: 978-987-1922-49-9
- Agricultural financing alternatives through the Capital Market. Guillermo Hanickel – Rita **Marra**. In “Forms of capital penetration in the Pampean Agro”, General coordination: Dr. Patricia Lombardo.1st edition. Orientación Gráfica Editora. 2022. ISBN: 978-987-1922-49-9
- Planting pools and outsourcing of agricultural machine work in the Pampean region. Patricia Lombardo - Rita **Marra**. In “Forms of capital penetration in the Pampean Agro”, General coordination: Dr. Patricia Lombardo.1st edition. Orientación Gráfica Editora. 2022. ISBN: 978-987-1922-49-9
- The impact of the measures of importing countries on the development strategy of the Biodiesel market in Argentina. Gerardo Petri; Rita **Marra**. ISBN 978-987-88-2549-6. 2021. Biofuels in Mercosur and its link with the policies of the European Union. Editor: Ms. Sc. Carmen Vicién.
- Economic analysis of antibiotic treatment in bovine mastitis. Pena, S.; **Marra**, R. (2019). Project: Pure milk, health without risk. ISBN: 978-987-3738-20-3.
- Technology and agricultural production: the labor contractor as a coordinating agent.

Patricia Lombardo; Guillermo Hanickel; Rita **Marra**; Guillermo Cavagnaro. Contracting of machinery services in the agropampean: heterogeneity of actors and links. Dr. Patricia B. Lombardo; María Isabel Tort (coordinators). Orientación Gráfica Editora, 2018. 208 p. ISBN 978-987-1922-24-6.

- Demand for agricultural machinery services. Diversity of actors and multiplicity of links. Patricia Lombardo; Rita **Marra**. Contracting of machinery services in the agropampean: heterogeneity of actors and links. Dr. Patricia B. Lombardo; María Isabel Tort (coordinators). Orientación Gráfica Editora, 2018. 208 p. ISBN 978-987-1922-24-6.
- The risk in the relations between agriculture and livestock in the Salado Depression. Ras, C.; **Marra**, R.; Ostrowski, B. Kurincic, E. VII Workshop. "Economic modeling in the agricultural sector". Editors: Carmen Vicién, María Marta Di Paola y Gerardo Petri. Editorial Baluarte Comunicación Buenos Aires. E-book. ISBN 978-987-42-8438-9. 2018
- Financial aspects of a mixed establishment in the Partido de Ayacucho analyzed by recursive linear programming. VI Workshop "Economic modeling in the agricultural sector". –**Marra**, Rita Orientación Gráfica Editora, 2015. ISBN 978-987-1922-01-7. Capítulo 4
- Financing decisions in the integration of agricultural companies of the Ayacucho Department in Buenos Aires Province. V Workshop. **Marra**, Rita. "Economic modeling in the agricultural sector". –Orientación Gráfica Editora, 2013. 272 p. ISBN 978-987-1922-01-7. Chapter II

### 3.3. Scientific meetings

More than 40 presentations at International and national conferences, congresses, workshops and other publications

## 4. Teaching experience

### 4.1. Teaching in Undergraduate and Postgraduate Courses

- 1992-2016. Graduate Teaching Assistant. Department of Economy, Development and Agricultural Planning. School of Agriculture, University of Buenos Aires.
- 2016- Currently. Full-time Adjunct professor. Department of Economy, Development and Agricultural Planning. School of Agriculture, University of Buenos Aires.

## 5. Student supervision

- Degree thesis supervisor. Thesis Title: Management analysis and planning of a livestock farm in the Rojas district, Buenos Aires province. Student: Galazi, Agustín. 2023. School of Agriculture, University of Buenos Aires.
- Degree thesis supervisor. Thesis Title: Management analysis and planning of a breeding establishment in General Lavalle, Province of Buenos Aires. Student: Ammirevole, Camila. 2021. School of Agriculture, University of Buenos Aires.
- Degree thesis supervisor. Thesis Title: Analysis of management and planning of an agricultural company in Del Campillo, south of the province of Córdoba. Student: Agustín Caride Llorente. 2021. School of Agriculture, University of Buenos Aires.
- Degree thesis supervisor. Thesis Title: Machinery service contractors in the Department of San Cristóbal. Province of Santa Fe: characterization and strategies. Student: José Luis

Marchegiani. 2021. School of Agriculture, University of Buenos Aires.

- Degree thesis supervisor. Thesis Title: Evolution of a National Fertilizer Company in Argentina. Student: Mariano José Medrano. 2019. School of Agriculture, University of Buenos Aires.
- Degree thesis supervisor. Thesis Title: Study on the economic viability of a nut distribution company. Student: Cunill, Lucas. 2019. School of Agriculture, University of Buenos Aires.
- Degree thesis supervisor. Thesis Title: Analysis of the demand for agricultural machinery services in the Azul district. Student: Valentina Romat. 2015. School of Agriculture, University of Buenos Aires.
- Degree thesis supervisor. Thesis Title: The commercial production of Pecán (*Carya Illinoensis*) as an alternative for diversification in farms in the Lower Delta of the Paraná River. Student: Ignacio Rodríguez Amenazar. 2015. School of Agriculture, University of Buenos Aires.
- Degree thesis supervisor. Thesis Title: The commercial production of Pecán (*Carya Illinoensis*) as an alternative in AMBA farms. Student: Luis María Siffredi. 2013. School of Agriculture, University of Buenos Aires.
- Degree thesis co-supervisor. Thesis Title: Operating costs of the agricultural machinery park in an agricultural establishment of the district of Salliqueló (Province of Buenos Aires). Student: Federico Molina. 2023. School of Agriculture, University of Buenos Aires.
- Degree thesis co-supervisor. Thesis Title: Hybrid sorghum seed production: Economic feasibility analysis for an Argentine SME. Mariano González. 2021. School of Agriculture, University of Buenos Aires.
- Degree thesis co-supervisor. Thesis Title: Pig production effluents: Economic evaluation of the treatment for possible use as an organic amendment in the cultivation of corn. Student: Villalba, Erica Romina. 2021. School of Agriculture, University of Buenos Aires.
- Degree thesis co-supervisor. Thesis Title: Economic evaluation of butter lettuce (*Lactuca sativa*) in hydroponic system Nutrient Film Technique (NFT). Student: Facundo Lanus. 2020. School of Agriculture, University of Buenos Aires.
- Degree thesis co-supervisor. Thesis Title: Price bonus and/or penalty systems as an inducer to improve milk locality: application of scenario analysis. Student: Tomás Bottaro. 2020. School of Agriculture, University of Buenos Aires.
- Degree thesis co-supervisor. Thesis Title: Evaluation of 5 ways of financing an agricultural campaign in a mixed establishment of Lincoln Department. Student: Darío Moro. 2020. School of Agriculture, University of Buenos Aires.
- Degree thesis co-supervisor. Thesis Title: Simulation and productive-economic analysis of the Immunocastration of sows in commercial farms. Student: Joaquín Pecorino. 2019. School of Agriculture, University of Buenos Aires.
- Degree thesis co-supervisor. Thesis Title: Complementary breeding and wintering carried out in different units of the same company: an analysis with linear programming. Student:

Ignacio Casarino. 2019. School of Agriculture, University of Buenos Aires.

- Degree thesis co-supervisor. Thesis Title: Economic evaluation of lettuce produced in hydroponic system. Student: Patrick Darricarrere. 2019. School of Agriculture, University of Buenos Aires.
- Degree thesis co-supervisor. Thesis Title: The dominance in the use of land between agriculture and livestock in the Partido de General Pinto studied with Linear programming. Student: Florencia Abram. 2017. School of Agriculture, University of Buenos Aires.
- Degree thesis consultant. Thesis Title: Sustainable management plan for a cattle business in the sandy pampa. Student: María Julieta Martin. 2018. School of Agriculture, University of Buenos Aires.
- Degree thesis consultant. Thesis Title: Calculation of the Operating Cost of a Company Provider of Agricultural Services. Student: Barrio, Juan José. 2015. School of Agriculture, University of Buenos Aires.
- Degree thesis consultant. Thesis Title: Economic analysis of intensified productive strategies on a representative establishment of the Buenos Aires Party of Luján. Intensificando: Juan Francisco Veiga. 2010. School of Agriculture, University of Buenos Aires.
- Degree thesis consultant. Thesis Title: Economic analysis of grain production in the Humid West of the Province of Buenos Aires. Alumno: Mariano Gentilucci. 2012. School of Agriculture, University of Buenos Aires.
- Degree thesis consultant. Thesis Title: Comparison of returns between the early age and the age at 27 months, in the Province of Buenos Aires, the case of Estancia El Carmen S.A. Student: Manuel García Llorente. LEAA. Cátedra de Bovinos de carne. 2012. School of Agriculture, University of Buenos Aires.
- Degree thesis consultant. Thesis Title: Gerbera hydroponic cultivation in pots: analysis of the gross margin (MB) with different substrates and container sizes. Student: María Cecilia Mauri. 2008. School of Agriculture, University of Buenos Aires.
- Degree thesis consultant. Thesis Title: Analysis of the investment in a yield monitor and a variable dose fertilizer to carry out Precision Agriculture in the Pampean region. Student: María del Pilar Muschietti Piana. 2006. School of Agriculture, University of Buenos Aires.
- Degree thesis consultant. Thesis Title: Variation of the internal quality of the chicken egg depending on the storage time. Student: Federico Traut. 2006. School of Agriculture, University of Buenos Aires.

## 6. Research Grants

- 2020-2024- Models for decisions in agriculture: exploration of methodological aspects and solutions for practical cases. Director: B. Susana Pena de Ladaga. Scientific Program UBA Code: 20020190100087BA. Senior Researcher
- 2019-2020. Specific agreement for technological linkage with AutLtda & Sancor. Department of Development and Institutional Relations (UBA 0095174/2019.). Director:

Ing. Agr. Susana Pena de Ladaga. Senior Researcher. Rural Administration Area

- 2018-2021- Forms of capital penetration in the pampas agriculture: planting pools, common agricultural investment funds and agricultural trusts. Directora: Patricia Lombardo. Code: 20020170100268BA. Senior Researcher.
- 2017-2020- Agricultural Decisions: use of Economic Models to help the Producer and Advisor. Directora: B. Susana Pena de Ladaga. Scientific Program UBA. Code: 20020160100071BA. Senior Researcher
- 2017 - Pure Milk, Health without risks, participating companies: 1) Union Tamberos Limited Association 2) Sancor; DSM y Laboratorio Fundación. Proyecto: N° 3394. Director Ing.Agr.B. Susana Pena. Universities adding value”, Ministry of Education and Sports of the nation. National Agency for Scientific and Technological Promotion
- 2012-2014- Biofuels in MERCOSUR and its link with the policies of the European Union. (ANPCyT). PICT 2014. Director: Carmen Vicien. Senior Researcher
- 2014-2017- The demand for agricultural machinery services in the Pampas region. Heterogeneity of actors and multiplicity of links. Director: Patricia Lombardo. Scientific Program UBA 2014-2017-Code: 20020130100119BA. Senior Researcher
- 2012-2015- Application of the robust decision methodology to the allocation of land use between different agricultural activities. Proyecto Interdisciplinario UBACyT. Programación Científica 2012-2015. Director & Co Director: Horacio Rojo & Carmen Vicién. Project area: PIUBAD. Agronomy and Industrial Engineering. Non-formal collaborating researcher.
- 2013-2016- Decisions in Agricultural Companies facilitated through Monte Carlo Simulation and Linear Programming, combined with Agronomic Simulation. Director: B. Susana Pena de Ladaga. Scientific Program UBA. Code: 20020120200143
- 2011-2014- Business Decisions: Use of Linear Programming, Monte Carlo Simulation, and Agronomic Simulation to Evaluate the Economic Suitability of Alternatives. Director: B. Susana Pena de Ladaga. Scientific Program UBA. Code: 20020100200081
- 2011-2014 - Technological Change and Production. An Analysis of the Figure of the Contractor as an Articulating Agent. Director: Patricia Lombardo. Scientific Program UBA.
- 2007-2009- Evaluation of the economic feasibility of livestock intensification in geographic regions with high competition from agricultural activities. Institute for the Promotion of Argentine Beef. (IPCVA). Call 2007.” Executing Unit: Chair of Rural Administration. Director: Ostrowski, Bernardo.

## 7. Language Skills

- Spanish: Native speaker.
- English: Advanced level, writing, reading, speaking and listening.
- French: Basic Level



A handwritten signature in black ink, appearing to be 'Rita Marra', centered on the page.

Ing. Agr. Máster Especialist Rita Marra  
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Department of Economy, Development and Agricultural Planning.  
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