

Eugene Vorotnikov, Ph.D

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PROFESSIONAL PROFILE

An economist specializing in Econometrics and Applied Microeconomics with additional expertise in Labor Economics, Public Finance, Public Policy, and Public Choice. Experienced in applying academic research to real-world issues, developing economic and statistical models, and analyzing large, complex data sets. Adept at producing academic research for publication in refereed journals as well as making findings accessible to a wide variety of audiences. Has completed national and international research, independently and in collaboration with teams whose findings have frequently challenged long held industry beliefs.

CAREER SUMMARY

2016 – Present Senior Economist, Fannie Mae, Washington D.C.

- Perform default risk modeling of performing and re-performing loans
- Model severity of defaulted loans
- Model risks of 90 day delinquency within the first 12 months for newly originated and seasoned loans

2014 – 2016 Senior Labor Economist, The United States Postal Service, Washington D.C.

- Developed four Labor Relations Cost Models and saved the USPS over \$400K in outsourcing costs
- Successfully finished a project that saved the company approximately \$56M by streamlining data collection and standardizing cost estimation and forecasting procedures for pending National Level Arbitrations; consequently received Lean Six Sigma Green Belt certification
- Acted as an economic expert and estimated costs of negotiated contracts in the last round of the American Postal Workers Union, National Rural Letter Carriers Association, National Association of Letter Carriers, and National Postal Mail Handlers Union contract negotiations
- Completed Lean Six Sigma Black Belt training

2013 – 2014 Research Consultant, The Institute for Justice, Arlington, VA

- Designed a survey to collect data on certification, licensing, and union status of the U.S. workforce to conduct a national-level analysis of the cost of occupational licensing regulations on the United States economy
- Analyzed collected data and produced a research paper which was published by the White House

2011 – 2014 University of Minnesota, St. Paul, MN

Postdoctoral Fellow/Visiting Scholar, Hubert Humphrey School of Public Affairs, Dept. of Applied Economics, Dept. of Human Resources and Industrial Relations, and Minnesota Population Center

- Studied effects that licensing regulations had on minorities between 1880 and 1950 using Census data; published an academic paper in *Econ Journal Watch*
- Investigated the effect of deregulation on wages of architects and interior designers who worked independently of architects using American Community Survey data and Current Population Survey data; produced a research paper “Complementarity and Substitution Between Licensed and Certified Occupations: An Analysis of Architects and Interior Designers”
- Edited Dr. Kleiner’s manuscript “Stages of Occupational Regulation: Analysis of Case Studies” which was named as one of the best books of 2013 by the Industrial Relations and Labor Economics Section of Princeton University

2012 – 2013 Consultant, The Mercatus Center at George Mason University, Washington D.C.

- Evaluated research on the economic impact of regulations on labor markets and consulted researchers on the ways to improve their studies

2007 – 2011 Suffolk University, Boston, MA

2009 – 2011 Adjunct Professor, Dept. of Economics

- Taught four undergraduate sections of Principles of Microeconomics and six undergraduate sections of Applied Statistics courses to over 300 students
- Taught seven sections of Statistics lab classes to over 200 students

2007 – 2011 Graduate Research Fellow

- Wrote a dissertation on the effects that entry regulations had on multiple factors including barriers to

entering professions, practitioners' incomes, quality of service, and discrimination

2007 – 2008 Research Assistant, Dept. of Economics

- Conducted economic research with the university faculty and Beacon Hill Institute staff economists on the effects of Massachusetts real estate licensing requirements, immigration, and film industry and as a result of the research was cited as a contributor in three academic studies

2009 Summer Fellow, Beacon Hill Institute/Institute for Humane Studies, Boston, MA

- Improved institute's State Tax Analysis Modeling Program (STAMP) which was used to perform tax policy analyses by over than 20 states and several state-based research institutes
- Performed policy and economic research of real estate industry regulations and wrote analysis of issues suitable for diverse audiences including citizens, opinion leaders, and policy makers
- Disseminated results of the research through a variety of print and electronic media, including newsletters, policy forums, and opinion editorials to inform relevant audience

2005 – 2006 Business Development Manager, Yesmoke Tobacco S.A., Switzerland / Italy

- Performed detailed market analysis of potential market expansion to Istanbul (Turkey) and Cairo (Egypt) regions; research findings demonstrated unfavorable conditions supporting the decision to postpone the expansion saving the company over \$300K in potential losses
- Coordinated business development efforts and was responsible for various logistical operations, monitoring company financial transactions, and managing teams up to 15 people

2002 – 2004 Manager and Co-Founder, IP Vorotnikov, Moscow, Russia

EDUCATION AND QUALIFICATIONS

PhD in Economics, Dissertation: "The Political Economy of Occupational Licensure";
Suffolk University, Boston, MA; 2011

Master's & Bachelor's Degrees in Economics and Management specializing in the Tobacco, Alcohol, and Chocolate Industries Received Highest Distinction (Red Diploma);
Moscow State University of Food Production, Moscow, Russia; 2004

SKILLS AND LANGUAGES

Skills & Certifications LSS Green Belt Certification, SAS Certified Advanced Programmer, STATA, SQL, Gauss, MATLAB, EViews, Oracle Crystal Ball, Tableau, Dreamweaver, MS Office Suite
Languages English (fluent); Russian (fluent); Ukrainian (advanced); Italian (conversational)

PUBLICATIONS

- "Analyzing Occupational Licensing Among the States" (with Morris Kleiner). *Journal of Regulatory Economics*, 2017 Vol 52, Issue 2, 132–158.
- "Was Occupational Licensing Good for Minorities? A Critique of Mark Law and Mindy Marks" (with Daniel Klein and Benjamin Powell). *Econ Journal Watch*. 2012 9(3): 210-233.
- "Realtors 'Clean House' by Stifling the Competition." (with Benjamin Powell). *The Herald News* April 2012.
- "Massachusetts Real Estate Licensing Requirement Benefits Agents Not Consumers." The Beacon Hill Institute Policy Study. February 2012.
- "License to Profit: An Analysis of Entry Regulations in the Legal and Real Estate Professions." *5 U. St. Thomas J.L. & Pub. Pol'y* 52 2010-2011.
- "Real Estate Continuing Education: Rent Seeking or Improvement in Service Quality?" (with Benjamin Powell) *Eastern Economic Journal*. 2012 (38): 57-73.

HONORS AND FELLOWSHIPS

- Advanced Regulatory Studies Scholarship, 2013
- Tuerk Foundation Scholarship, 2011
- Hayek Fund for Scholars Grant, 2011
- Young Scholar Fellowship, 2010, 2011
- Foundation for Economic Education, 2010
- Charles G. Koch Summer Fellowship, 2009