

Department of Agricultural and Resource Economics
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Education

- 1998 *A.B. magna cum laude*, neuroscience and philosophy
Harvard University
- 2002 J.D.
Yale Law School
Cross-registered at Yale School of Management for finance and accounting
- 2019 Ph.D., economics
University of Bordeaux

Employment history

- 2020–present Director, Cannabis Economics Group
Deputy Director, Robert Mondavi Institute for Wine Economics (since 2024)
Research Economist, Department of Agricultural and Resource Economics
University of California, Davis
- 2015–2020 Principal Economic Counselor
University of California Agricultural Issues Center, Davis, CA
- 2005–2014 Founder and CEO
Fearless Critic Media, Austin, TX
Acquired by Workman Publishing, New York, 2008
- 2004–2005 Associate
McKinsey & Company, New York
- 2001 Summer Associate
McKinsey & Company, New York
- 2001 Summer Associate, International Capital Markets
Allen & Overy LLP, London
- 2000 Summer Associate, Intellectual Property Group
Dewey Ballantine LLP, New York
- 1998–1999 Middle-school science teacher, Harvard Overseas Teaching Program
American International School of Genoa, Italy

Selected unpaid positions and qualifications

- 2024–present Advisory Board, *Journal of Wine Economics*
- 2020–present Member, Northampton (Mass.) Economic Development Committee
- 2010–2011 Visiting Scholar, Department of Economics, UC Berkeley (adviser: David Card)
- 2008 WSET Level 3 wine certificate with merit
- 2004 Winner, Yale Entrepreneurial Society “Y50K” business plan competition
- 2002 Admitted to Massachusetts Bar
- 2001–2002 President, Yale Law and Technology Society
- 1999–2001 Editor, *Yale Journal of International Law*
- 1998 Rhodes Scholarship finalist
- 1997 Phi Beta Kappa (one of 24 members of Harvard class of 1998 elected as a junior)
- Languages English (native), Spanish (fluent), Italian (proficient), French (intermediate)

Selected publications since 2018 (includes solo and co-authored books, articles, reports)

- 1) [Can Legal Weed Win? The Blunt Realities of Cannabis Economics.](#) University of California Press.
- 2) [The real reason the weed market is broken.](#) *Vital City*.
- 3) [Overview of the 2024 Nevada cannabis economy.](#) UNLV Cannabis Policy Institute.
- 4) [Federal weed legalization: Less is more.](#) American Enterprise Institute.
- 5) [Why legal weed is losing the war to illegal weed.](#) *LA Times* op-ed.
- 6) [The economic impact of state regulations and taxes on legal and illegal cannabis markets.](#) Chapter 13 in *Routledge Handbook of Post-Prohibition Cannabis Research*.
- 7) [High on hemp: Implications of the Farm Bill for national weed markets.](#) American Enterprise Institute.
- 8) Environmental impacts and the farm economics of licensed and unlicensed cannabis cultivation and production. Report for the California Department of Cannabis Control.
- 9) [How big will legal weed get?](#) *USA Today* op-ed.

- 10) [The national patchwork of legalization](#). American Enterprise Institute.
- 11) [Costs of cannabis testing compliance: Assessing mandatory testing in the California cannabis market](#). *PLoS ONE*.
- 12) [The economics of legal weed don't work](#). *TIME* (interview format).
- 13) [Cannabis in California](#). Chapter 13 in *California Agriculture: Dimensions and Issues*, 2nd ed., Giannini Foundation Monograph.
- 14) [Prices of cannabis in California from licensed and unlicensed retailers](#). *ARE Update*.
- 15) Assessment of the locations and demographics of licensed cannabis businesses and differential impacts of local Prop-64-related regulations. Report for the California Department of Cannabis Control.
- 16) [Economic costs and benefits of proposed regulations to implement Proposition 12](#). Regulatory Impact Assessment for the California Department of Food and Agriculture.
- 17) [Costs of mandatory cannabis testing in California](#). *California Agriculture*.
- 18) Cannabis market prices and the economic impacts of cannabis taxes on the private and public sectors. Research report for the California Department of Cannabis Control.
- 19) [Retail cannabis prices in California through legalization, regulation and taxation](#). *California Agriculture*.
- 20) [California cannabis regulation: an overview](#). *California Agriculture*.
- 21) Economic costs and benefits of proposed regulations to implement Proposition 64. Regulatory Impact Assessment for the California Bureau of Cannabis Control (now Department of Cannabis Control).
- 22) [California's cannabis industry](#). Chapter 12 in *California Agriculture: Dimensions and Issues*, 1st ed., Giannini Foundation Monograph.
- 23) Assessment of the future impacts of interstate commerce on the United States cannabis market. UNLV Cannabis Policy Institute (forthcoming).

Selected recent presentations

- 1) UNLV Cannabis Policy Institute Symposium, Las Vegas, NV, 2024. Invited speaker: “Nevada’s Cannabis Economy and Potential Impacts of Interstate Commerce.”
- 2) Texas Cannabis Policy Conference, Texas A&M University, College Station, TX, 2024. Invited speaker: “What Can Texas Learn From Other Jurisdictions?”
- 3) MJBizCon annual conference, Las Vegas, NV, 2024. Invited speaker: “The Future of Publicly Traded Companies: Can Small Cannabis Companies Go Public?”
- 4) Academy of Wine Business Research Annual Meeting, Verona, Italy, 2024. “What is Natural Wine?” (Winner, Best Presentation Award.)
- 5) UNLV Cannabis Policy Institute State of the Industry Panel Discussion, William S. Boyd School of Law, Las Vegas, NV, 2024. Invited speaker.
- 6) Porcupine Freedom Festival (PorcFest), New Hampshire, 2023. Invited speaker, Brownstone Institute tent, hosted by Jeffrey Tucker: “How Tennessee Legalized Weed and Nobody Noticed: Conflicts in U.S. Cannabis Law and Free-Market Solutions.”
- 7) MJBizCon annual conference, Las Vegas, NV, 2023. Invited speaker: “Fireside Chat with Economists Robin Goldstein and Daniel Sumner.”
- 8) University of Bayreuth, Germany, 2023. Invited guest lecture: “Perspectives on the New German Cannabis Law.”
- 9) Beeronomics Society Annual Meeting, Milan, Italy, 2024. “Hide the Label, Hide the Difference? A Triangle Test for Sensory Differentiation of European Lager Beers.”
- 10) Agricultural and Applied Economics Association Annual Meeting, Washington, DC, 2023. Chaired Organized Symposium: “Unsettled Topics in Cannabis Economics.”
- 11) Agricultural and Applied Economics Association Annual Meeting, Washington, DC, 2023. “Marketing Margins in Cannabis Products: Empirical Analysis.”
- 12) American Association of Wine Economists Annual Meeting, Stellenbosch, South Africa, 2023. “The Value of Potency in Cannabis, Wine, and Spirits: A Hedonic Price Approach.”
- 13) FreedomFest, Las Vegas, NV, 2022. Invited speaker: “The Blunt Realities of Cannabis Economics.”
- 14) Agricultural and Applied Economics Association Annual Meeting, Anaheim, CA, 2022. “Can Legal Weed Win? The Blunt Realities of Cannabis Economics.”

- 15) Agricultural and Applied Economics Association Annual Meeting, Kansas City, 2020. “Effect of Taxes and Costly Regulations on the Licensed and Unlicensed Cannabis Markets.”
- 16) American Association of Wine Economists, Annual Meeting, Vienna, Austria, 2019. “What is the Price of Excellence? The Case of Restaurant Wine Awards.”
- 17) Keynote Address: “Cheaper By The Keg? Price-Quantity Relationships in U.S. Retail Beer Prices.” Beeronomics Society, Biannual Meeting, Pilsen, Czech Rep., 2019.
- 18) 23rd International Consortium on Applied Bioeconomy Research (ICABR), Regulation and Finance of Innovations for a Sustainable Economy, Ravello, Italy, 2019. “The Economic Impacts of Legalization and Regulation on the Legal and Illegal Cannabis Markets.”
- 19) 30th International Conference of Agricultural Economists, Vancouver, Canada, 2019. Organizer and moderator, Cannabis Economics panel.
- 20) American Association of Wine Economists, Annual Meeting, Ithaca, NY, 2019. “Price-quality Inversion in U.S. Retail Consumer Markets.”