

Department of Agricultural and Resource Economics
University of California, Davis
Room 252, Hunt Hall / One Shields Avenue / Davis, CA 95616-8514
+1 510 910 2429 / robin.s.goldstein@gmail.com / <https://goldstein.faculty.ucdavis.edu>

Education

- 1998 *A.B. magna cum laude*, Phi Beta Kappa, 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 (France)

Employment history

- 2021– Director, Cannabis Economics Group
Research Economist (non-teaching faculty)
University of California, Davis
- 2018–2023 Co-Founder; interim CEO (2021–2023)
Northampton Labs (acquired by Cambium Analytica, 2023)
- 2004–2014 Founder and CEO
Fearless Critic Media, New York (acquired by Workman Publishing, 2008)
- 2003–2004 Associate
McKinsey & Company, New York
- 2001 Summer Associate
McKinsey & Company, New York
- 2001 Summer Associate, International Capital Markets, US Law Group
Allen & Overy LLP, London
- 2000 Summer Associate, Intellectual Property Group
Dewey Ballantine LLP, New York

Other selected positions and qualifications

- 2020– Member, Northampton (Mass.) Economic Development Committee
- 2013– Fellow, Young Leaders’ Forum, National Committee on US-China Relations
- 2010–2011 Visiting Scholar, Department of Economics, UC Berkeley (adviser: David Card)
- 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 finalist
- 1997 Elected to Phi Beta Kappa
(one of 24 members in Harvard College class of 1998 elected as a junior)

Selected recent publications (last five years)

- 1) [The real reason the weed market is broken](#). *Vital City*.
- 2) [Federal weed legalization: Less is more](#). American Enterprise Institute report.
- 3) [Why legal weed is losing the war to illegal weed](#). *LA Times* op-ed.
- 4) [Can Legal Weed Win? The Blunt Realities of Cannabis Economics](#). Book published by University of California Press (hardcover released in 2022, paperback in 2023).
- 5) [How big will legal weed get?](#) *USA Today* op-ed.
- 6) [High on hemp: Implications of the Farm Bill for national weed markets](#). American Enterprise Institute report.
- 7) [Blunt realities of weed economics: The national patchwork of legalization](#). American Enterprise Institute report.
- 8) [The economic impact of state regulations and taxes on legal and illegal cannabis markets](#). Chapter 13 in *Routledge Handbook of Post-Prohibition Cannabis Research*, 1st Edition.
- 9) [Costs of cannabis testing compliance: Assessing mandatory testing in the California cannabis market](#). *PLoS ONE*.

- 10) [Prices of cannabis in California from licensed and unlicensed retailers](#). *ARE Update*.
- 11) [Cannabis in California](#). Chapter 13 in *California Agriculture: Dimensions and Issues*, 2nd Edition, Giannini Foundation Information Series Monograph.
- 12) [Economic costs and benefits of proposed regulations to implement Proposition 12: Standardized Regulatory Impact Assessment](#). Report prepared for the California Department of Food and Agriculture.
- 13) [Costs of mandatory cannabis testing in California](#). *California Agriculture*.
- 14) [Half-blind tasting: A deception-free method for sizing placebo and nocebo responses to price and packaging attributes](#). *Journal of Wine Economics*.
- 15) [California's Cannabis Industry](#). Chapter 12 in *California Agriculture: Dimensions and Issues*, P. L. Martin, R. E. Goodhue, and B. Wright, Eds.
- 16) [Economic costs and benefits of proposed regulations to implement the Medicinal and Adult-Use Cannabis Regulation and Safety Act: Standardized Regulatory Impact Assessment](#). Report prepared for the California Bureau of Cannabis Control.
- 17) [Retail cannabis prices in California through legalization, regulation and taxation](#). *California Agriculture*.
- 18) [California cannabis regulation: an overview](#). *California Agriculture*.

Selected recent presentations (last five years)

- 1) UNLV Cannabis Policy Institute, William S. Boyd School of Law, Las Vegas, 2024 (forthcoming). Invited speaker: "Overview of the Nevada Cannabis Industry."
- 2) Texas Cannabis Policy Conference, Texas A&M University, College Station, TX, 2024. Invited speaker: "What Can Texas Learn From Other Jurisdictions?"
- 3) Academy of Wine Business Research Annual Meeting, Verona, Italy, 2024. "What is Natural Wine?" (Winner, Best Presentation Award.)
- 4) UNLV Cannabis Policy Institute, William S. Boyd School of Law, Las Vegas, 2024. Invited speaker: "State of the Cannabis Industry Panel."
- 5) Porcupine Freedom Festival (PorcFest), New Hampshire, 2023. Invited speaker, Brownstone Institute: "How Tennessee legalized weed and nobody noticed: Conflicts in U.S. cannabis law and free-market solutions."

- 6) MJBizCon annual conference, Las Vegas, NV, 2023. Invited speaker: “Fireside Chat with Economists Robin Goldstein and Daniel Sumner.”
- 7) University of Bayreuth, Germany, 2023. Invited guest lecture: “Perspectives on the New German Cannabis Law.”
- 8) Beeronomics Society Annual Meeting, Milan, Italy, 2024. “Hide the Label, Hide the Difference? A Triangle Test for Sensory Differentiation of European Lager Beers.”
- 9) Agricultural and Applied Economics Association Annual Meeting, Washington, DC, 2023. Chaired Organized Symposium: “Unsettled Topics in Cannabis Economics.”
- 10) Agricultural and Applied Economics Association Annual Meeting, Washington, DC, 2023. “Marketing Margins in Cannabis Products: Empirical Analysis.”
- 11) American Association of Wine Economists Annual Meeting, Stellenbosch, South Africa, 2023. “The Value of Potency in Cannabis, Wine, and Spirits: A Hedonic Price Approach.”
- 12) FreedomFest, Las Vegas, 2022. “The Blunt Realities of Cannabis Economics.” Talk and book signing.
- 13) Agricultural and Applied Economics Association Annual Meeting, Anaheim, CA, 2022. “Can Legal Weed Win? The Blunt Realities of Cannabis Economics.”
- 14) Agricultural and Applied Economics Association Annual Meeting, Kansas City, 2020. “Effect of Taxes and Costly Regulations on the Licensed and Unlicensed Cannabis Markets.”
- 15) American Association of Wine Economists, Annual Meeting, Vienna, Austria, 2019. “What is the Price of Excellence? The Case of Restaurant Wine Awards.”
- 16) Keynote Address: “Cheaper By The Keg? Price-Quantity Relationships in U.S. Retail Beer Prices.” Beeronomics Society, Biannual Meeting, Pilsen, Czech Rep., 2019.
- 17) 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.”
- 18) 30th International Conference of Agricultural Economists, Vancouver, BC. Organizer and moderator, Cannabis Economics panel.
- 19) American Association of Wine Economists, Annual Meeting, Ithaca, NY, 2019. “Price-quality Inversion in U.S. Retail Consumer Markets.”