

# ROLANDO CAMPUSANO GÁRATE

## Contact

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**Interests:** Urban Economics, Entrepreneurship and Innovation, and Empirical Industrial Organization  
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**Citizenship:** Chilean

## Education

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2015– ROTMAN SCHOOL OF MANAGEMENT, UNIVERSITY OF TORONTO  
*Ph.D., Economic Analysis and Policy*  
*Committee: Nate Baum-Snow (Co-Chair), Will Strange (Co-Chair), April Franco, and Alberto Galasso*

2011-12 FACULTY OF ECONOMICS AND BUSINESS, UNIVERSITY OF CHILE  
*M.A., Economic Analysis (with honors, best graduate student award)*  
*Thesis: "Competition and Innovation: Heterogeneous Firms Evidence for Developing Countries"*  
*Committee: Roberto Alvarez (Chair), Alejandro Micco, and Claudio Bravo-Ortega*

2006-10 FACULTY OF ECONOMICS AND BUSINESS, UNIVERSITY OF CHILE  
*B.A., Economics (with honors)*  
*Thesis: "Peer Effects on Entry Drugs Use: Evidence for Chilean Scholar Population" (in Spanish)*  
*Advisor: Pablo Egaña del Sol*

## Job Market Paper

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"Startup Location, Local Spillovers, and Neighborhood Sorting"

## Working Papers

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"Delineating Neighborhoods using Location Choices"

"Occupations and the Substitutability of Computers and Workers," *Ph.D. Second Year Paper*

## Academic Experience

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2021– Ph.D. Student Fellow, Centre for Real Estate and Urban Economics, University of Toronto

2019–20 Research Affiliate, Statistics Canada

2018– Deemed Employee (equivalent to U.S. Census Special Sworn Status), Statistics Canada

2016–21 Research Assistant, Rotman School of Management, University of Toronto  
Lu Han, Nate Baum-Snow, Will Strange, April Franco, Bernardo Blum, Joanne Oxley and Pamela Medina

2016–21 Teaching Assistant, Rotman School of Management, University of Toronto

2013-15 Lecturer of Intermediate Macroeconomics, Economics Department, University of Chile

2010-13 Research Assistant, University of Chile and Pontifical Catholic University of Chile  
School of Psychology (2012-2013), INTELIS Centre (2010-2011), Health Administration Institute (2011),  
Poverty Action Lab J-Pal LatAm (2010)

2009-12 Teaching Assistant, University of Chile

## Professional Experience

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2021– Economist, Statistics Canada

2020 Visiting Assistant Economist, Finance Canada

2012–15 Junior Economist, Economic Research Department, Central Bank of Chile

2012 Economic Consultant, Energy Efficiency Agency and the Economic Development Agency, Government of Chile

2007–09 Real Estate Sales Assistant, Prohabit Ltd.

## Fellowships, Grants, and Awards

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2021	TD Management Data and Analytics Lab Research Grant, University of Toronto
2019	BEAR Ph.D. Research Award, University of Toronto
2018	Conference Travel Grant, Canadian Economic Association
2018	CRESSE Canadian Fellow, University of Toronto
2015-20	Connaught International Scholarship, University of Toronto
2015	Director's Fellowship, Rotman School of Management, University of Toronto
2014	Nominated Young Economist at the 5th Lindau Nobel Laureate Meeting in Economic Sciences
2012	Best Graduate Student, M.A. in Economic Analysis, Economics Department, University of Chile
2011-12	Fellowship for Graduate Studies, Economics Department, University of Chile

## Seminars and Conferences

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2021	University of Toronto, Urban Economic Association <i>Elevator Pitch</i> , Canadian Real Estate and Urban Economics Conference, Statistics Canada, Finance Canada
2017-19	University of Toronto (x4), Statistics Canada (x2), Canadian Economic Association (x1)
2011-15	Chilean Economic Society (x2), University of Chile (x1), Globelics (x1), Central Bank of Chile (x2)

## Pre-Doctoral Research

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"The Emergence and Functioning of Structural Intermediaries in Chile," with R. Álvarez and L. Klerkx. *Innovation and Development*, No. 5 (1), pp. 73-91, Jan. 2015.

"Does Competition Spur Innovation in Developing Countries?," with R. Álvarez. *Economics Department Working Papers Series No. 388*, University of Chile, Jun. 2014.

"Lessons on the Conflict Between Equivalence and Solidarity in the Chilean Health Insurance Market," with A. Uthoff and J.M. Sanchez. *CEPAL Review*, No.108, pp. 141-159. Dec. 2012.

"Employment Generation, Firm Size, and Innovation in Chile," with R. Álvarez, J.M. Benavente, and C. Cuevas. *IDB Publications No 54258*, InterAmerican Development Bank. Oct. 2011. ([Media coverage in spanish](#))

## Miscellaneous

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Language	Spanish ( <i>native</i> ) and English ( <i>fluent</i> )
Software	Stata, Python, R, GIS, Mathematica, MATLAB, Docker, SAS, SQL
Service	Representative, University of Toronto Graduate Student Union (2017-2019) Co-President, Rotman Ph.D. Association (2016-2018) Member, Rotman House Committee (2015) Referee, Real Estate Economics (x1) and European Planning Studies (x2)
Volunteer	VP Finance, University of Toronto Road Racing Club (2017-2021) Venue Support, 44th Toronto International Film Festival (2019) Co-Founder, NGO "El Ayllu" (2009) Construction Team, University of Chile Volunteering Group (2006-2009)
Hobbies	Cycling, Hiking, Photography, Film, Do It Yourself (DIY) Projects

## Academic References

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Nathaniel Baum-Snow	William C. Strange	April Franco	Alberto Galasso
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## **Abstracts** (*work in progress, visit my website for most updated version*)

### **Startup Location, Local Spillovers and Neighborhood Sorting**

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How critical is spatial concentration for the success of startup firms? This paper uses data on the universe of firms in large Canadian cities to study this question at the level of city blocks and their surrounding neighborhoods. To account for sorting within blocks, I use a newly developed clustering algorithm to construct neighborhoods relevant for each industry within which sorting across blocks is conditionally random. To account for sorting across neighborhoods, I develop a model of neighborhood selection, where entrepreneurs choose neighborhoods based on expected startup outcomes and preferences for location. Results show that spillovers of block average same-industry employment and revenue are hyper-local and mostly fade away after 75 meters. These spillovers have economically significant effects on startup end-of-year revenue, employment, and survival rates. For a sense of magnitude, going from the 10th to the 90th industry-specific percentile of incumbent average revenue increases the median startup revenue by 8.2%. These effects are heterogeneous across industries, with employment-intensive industries benefiting relatively more from larger while knowledge-intensive industries benefiting relatively more from better incumbent firms.

*Main skills used in this paper:* Structural modeling (Roy model), Clustering methods (python: scikit-learn), Multi-class classification (python: pytorch), Propensity score stratification, GIS (python: geopandas and shapely), SAS/SQL, and Stata

### **Delineating Neighborhoods using Location Choices**

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Research on neighborhoods has relied on administrative definitions that do not coincide with agents' decision problems. This produces a spatial misalignment between administrative and "economic" boundaries that bias research findings and the policies designed around them. I propose a novel methodology to delineate neighborhoods using a machine learning algorithm that groups locations based on revealed preferences. I apply the methodology to Toronto's industrial and residential neighborhoods and show that they are not like each other and that they remarkably differ in size and shape from their administrative counterparts. In particular, economic neighborhoods tend to have an elliptical shape and to locate around major streets. Moreover, neighborhoods are different across industries or property types. These characteristics have implications for the study the effects of neighborhood segregation and concentration.

*Main skills used in this paper:* Clustering Methods (python: scikit-learn), Propensity score stratification, GIS (python: geopandas and shapely), and Stata

### **Occupations and the Substitutability of Computers and Workers**

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Using U.S. Census and Current Population Survey data, this paper estimates the elasticity of substitution between computer and not-computer labor across different occupations. Moreover, this paper also attempts to understand where occupations are located within the firm structure. Using a flexible nested CES framework and without making any assumptions about the substitutability of labor, results support the previous view that there exist a monotone relationship between routine intensity and the elasticity of substitution between computer and not-computer labor. Moreover, results also suggest that the nesting structure that fits better the data locates Managers and Professionals at the top of the organization, Low Skill services at the middle and Production and Clerical workers at the bottom.

*Main skills used in this paper:* Non-linear estimation of structural system of equations (Stata)