### **David Terner**

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Department of Economics

100 S Woodlawn Ave

Bloomington, IN 47405 USA

Research Fields

 ${\bf Primary}:$  International Trade and Industrial Organization

**Secondary**: Networks and Computational Economics

EDUCATION

Indiana University, Bloomington, Indiana USA

Ph.D. Economics, Expected May 2022

M.A. Economics, January 2019

State University of New York at Geneseo, Geneseo, New York USA

B.A. Economics and B.A. Mathematics, May 2017

3.79/4.0 GPA

London School of Economics, London, England, UK

General Course, Fall 2015-Spring 2016

4.0/4.0 GPA

Honors and Awards Indiana University: Best Third Year Paper, 2020. W. Phillip Saunders Award: Best introductory economics graduate instructor, 2020. Tobias Center Research Grant, 2020. Affiliate Fellow of Complex Networks and Systems National Science Foundation Research Program, 2019-Present.

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**Geneseo**: Graduated *Magna Cum Laude* and Phi Beta Kappa. Golden Key, Phi Eta Sigma Honor Societies. Dean's List all semesters.

TECHNOLOGY SKILLS R, GIS, MATLAB, Excel (VBA), FORTRAN, LATEX

Professional Experience

Marsoft Incorporated, Boston, Massachusetts USA

Summer Associate

Full Time, Summer 2020

- Executed independent project to refine forecasting models for spot earnings, time charter rates, and vessel valuations by integrating analysis of macroeconomic market fundamentals within an adaptive, statistical learning, time series-regression modeling framework.
- Delivered internal presentations to President and senior leaders of project results and forecasting quality review:
  - Evaluated forecast performance against industry benchmarks.
  - Proposed areas of future modeling innovations with implementation details.
  - Utilized interactive (HTML based) visualizations of key results.
- Created technical documentation and sophisticated training resources for internal analysts.

### Center for Government Research, Rochester, New York USA

Research Associate

Full Time, Summer 2017

- Provided socioeconomic/ fiscal impact analyses and visualizations for Chautauqua County's Municipal Consolidation and Efficiency Competition (MCEC) application through use of county tax, property values, and US Census data.
- Performed comparative analyses of municipal lead-paint policy implementation, enforcement, and outcomes.
- Facilitated technical support for InformANALYTICS, a cost-benefit analysis tool for industrial development agencies.

### Camp-of-the-Woods, Speculator, New York USA

Operations Support

Full Time, Summer 2016

- Enhanced scheduling tools to achieve optimal resort staffing with multiple constraints; introduced sensitivity analysis tools and visualization of dynamic cross-department staff dependencies through use of VBA coding and data analytics.
- Innovated search usable employee database.
- Benchmarked with other companies to evaluate more robust scheduling tools.
- Developed proposal for scheduling software upgrade, adopted by leadership.

### TEACHING EXPERIENCE

## Indiana University, Bloomington, Indiana USA

Associate Instructor (full teaching responsibility)

Principles of Microeconomics Spring 2019, Summer 2019, Spring 2020, Fall 2020 Intermediate Microeconomics Fall 2018, Summer 2019, Fall 2019

Teaching Assistant

Principles of Microeconomics Fall 2017, Spring 2018, Summer 2020, Spring 2021 Intermediate Microeconomics Summer 2020

### Conferences

Southern Economics Association Meetings, New Orleans Louisiana, November 2020 Ostrom Workshop Mini-Conference, Bloomington Indiana, December 2018 SUNY Geneseo GREAT Day, Geneseo New York, April 2017 Eastern Economic Association Meetings, New York City New York, February 2017 COPLAC Northeastern Regional Conference, North Adams Massachusetts, October 2016

#### References

### Dr. Volodymyr Lugovskyy

Associate Professor (Economics) Indiana University Phone: (812) 856-4594

Email: vlugovsk@iu.edu

#### Dr. Emerson Melo

Assistant Professor (Economics)

Indiana University Phone: (812) 855-9051 Email: emelo@iu.edu

# Dr. Arlie Sterling

President

Marsoft Incorporated Phone: (617) 369-7800

Email: arlie.sterling@marsoft.com

### Dr. Kent Gardner

Chief Economist

Center for Government Research

Phone: (585) 466-4273 Email: kgardner@cgr.org

#### Dr. Léonie Stone

Assistant Professor (Economics)

SUNY Geneseo

Phone: (585) 245-5428 Email: stone@geneseo.edu