

## Jacob Lefler

### Contact Information

Giannini Hall 236, UC Berkeley  
[jacob.lefler@berkeley.edu](mailto:jacob.lefler@berkeley.edu)  
[jacoblefler.github.io](https://jacoblefler.github.io)  
+1 (832) 919-5847

### Doctoral Studies

University of California, Berkeley  
PhD, Agricultural and Resource Economics (Expected May 2026)

PRIMARY FIELDS: International Trade, Spatial Economics  
SECONDARY FIELDS: Agricultural Economics, Environmental Economics

### References

Associate Professor Thibault Fally  
[fally@berkeley.edu](mailto:fally@berkeley.edu)  
Department of Agricultural  
& Resource Economics

Assistant Professor Kirill Borusyak  
[k.borusyak@berkeley.edu](mailto:k.borusyak@berkeley.edu)  
Department of Agricultural  
& Resource Economics

Professor Andrés Rodríguez-Clare  
[arc@berkeley.edu](mailto:arc@berkeley.edu)  
Department of Economics

### Placement Officers

Professor Sofia Villas-Boas  
[sberto@berkeley.edu](mailto:sberto@berkeley.edu)  
+1 (510) 409-4341

Professor Marco Gonzalez-Navarro  
[marcog@berkeley.edu](mailto:marcog@berkeley.edu)  
+1 (510) 390-4720

Diana Lazo  
[lazo@berkeley.edu](mailto:lazo@berkeley.edu)  
+1 (510) 642-3345

### Education

<b>Brigham Young University</b>	BS Mathematics, Economics	2019
---------------------------------	---------------------------	------

### Teaching

<b>UC Berkeley</b>	Teaching Assistant, <i>International Trade Undergraduate</i>	2025
--------------------	--	------

<b>UC Berkeley</b>	Teaching Assistant, <i>Environmental Economics Undergraduate and Masters</i>	2021, 2022
--------------------	--	------------

### Research

#### “Freight in the Time of Covid: Estimating a Model of US Trucking” (JOB MARKET PAPER)

Trade models typically ignore the freight transportation industry. I develop a model of the US trucking industry that can replicate several stylized facts that I document, including inverse and spatial correlations in transportation prices, while remaining tractable enough to be embedded within a trade model and quantified using market-level data. Rather than being treated as fixed and exogenous, trade costs emerge endogenously as the market-clearing prices of the freight transportation industry. I quantify driver supply using instruments based on Covid-era shocks to US container import quantities. Finally, I use a simple calibration of my spatial model to estimate how changes in freight transportation prices affected goods prices and consumer welfare following the onset of Covid, and I find that changes in transport markets were primarily demand-driven.

#### “Transportation Prices and Agricultural Value Chains” (In Progress)

<b>Activities</b>	2024	Graduate Admissions Committee	
	2022	Faculty Search Committee	
<b>Prior Employment</b>	<b>UC Berkeley</b> , Research Assistant (Kirill Borusyak)		2024-2025
	<b>UC Berkeley</b> , Research Assistant (James Sallee)		2022, 2024
	<b>UC Berkeley</b> , Research Assistant (David Zilberman)		2020-2021
	<b>Brigham Young University</b> , Research Assistant (Arden Pope)		2017-2019
<b>Military Service</b>	<b>US Marine Corps Reserve</b> , Logistics Officer		2022-Present
	Platoon Commander, Company Executive Officer		