

# Paulos Ashebir Lakew

pauloslakew@gmail.com

## Education

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Ph.D. in Transportation Science (Transportation Systems Economics), University of California, Irvine, 2014

B.A. in Physics (Distinguished Scientist Scholar), Bard College, 2009

Certificate, Systems Engineering, Loyola Marymount University, 2010

## Experience

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### **Boeing, Boeing Commercial Airplanes (BCA), Renton, WA, 2023-Present**

*Regional Director, Market Analysis*

- Responsible for the development of aviation market research and outlooks, providing guidance and expertise in analyzing key industry trends shaping commercial aircraft demand over the mid-to-long term.

### **International Air Transport Association (IATA), Geneva, Switzerland, 2022-2023**

*Head of Industry Analysis, Sustainability and Economics Division*

- Led the economics team conducting research on global and regional air transportation market trends.
- Directed the development of IATA's core air passenger and cargo traffic forecasts.
- Managed the preparation of IATA's traffic performance reports and thematic research publications, enabling collaboration across workstreams and with industry partners.

### **Steer Group, Los Angeles, CA, 2021-2022**

*Associate, Economics Market Lead (North America)*

- Guided the strategic growth and business development of Steer's economics market in North America.
- Oversaw and provided technical support to aviation, rail, and toll road projects involving economic analysis, econometric modeling, and traffic and revenue forecasting.

### **Airports Council International – North America, 2020-2022**

*Associate Representative, Finance Committee Steering Group*

- Collaborated with committee airport members and industry professionals to provide industry intelligence on issues impacting airports in North America.

### **Unison Consulting, Laguna Hills, CA, 2016-2021**

*Director, Airport Finance and Economics Practice*

- Supported more than 25 hub airports in the U.S. with aviation activity forecast development, strategic planning and economic analyses for various airport improvement programs.
- Prepared bond feasibility studies supporting bond issuances to finance airport capital projects, including consolidated rental car facilities, parking structures, and terminals.

### **California Air Resources Board - State of California, Sacramento, CA, 2014-2016**

*Transportation Economist & Policy Analyst, Office of Economic Policy & Analysis*

- Following CEQA and California Department of Finance requirements, prepared standardized regulatory impact assessments (SRIA) to comprehensively assess the economic impacts of proposed major regulations.
- Provided research and technical support to board staff in their efforts to understand project costs, business behavior and competition, and the effectiveness of incentive programs.

### **University of California, Irvine, Irvine, CA 2010-2014**

*Graduate Research Assistant and Teaching Assistant*

- Received graduate award from the Airport Cooperative Research Program (ACRP A11-04) for research on the socioeconomic determinants of airport traffic.

- Served as a teaching assistant for undergraduate courses in probability and statistics, industrial organization, and social science research.
- Developed aviation activity components of UC Irvine's California Statewide Freight Forecasting Model, a project funded by the California Department of Transportation (Caltrans).

### **Los Angeles World Airports, Los Angeles International Airport (LAX), Los Angeles, CA, 2010**

#### *Gateways Internship Program*

- Assisted contract administrators in Airports Development Division with airport development programs and contracts for Airside, Landside, Terminal, Central Utility, and Infrastructure elements.
- Performed tasks instrumental to implementing airport noise mitigation programs in Environmental Services Division.

## **Summary of Project Work (Consulting)**

### *Transportation Demand Analysis & Forecast Development*

- Developed forecasts for transportation demand as inputs to master plans, financial feasibility studies, and various financial and planning models:
  - *Aviation activity* – passenger and air cargo traffic, commercial operations and general aviation operations
  - *Rental car and parking demand*
  - *Airport ground access mode choice*
  - *Highway and toll road traffic*

### *Financial Feasibility Study*

- Completed financial feasibility studies supporting bond issues raising billions of capital funding for airport development projects, including special facilities like consolidated rental car facilities, parking structures, and terminals.

### *Benefit-Cost Analysis (BCA)*

- Performed research and data analysis for BCAs supporting toll road rate studies and airport applications for federal grants under the Airport Improvement Program for airfield and terminal development projects.

### *Economic Impact Study*

- Performed research and data analysis for economic impact studies that assess the economic contributions of transportation infrastructures in terms of job creation, earnings, value-added, and output.
- Evaluated the direct costs of regulatory actions on the California economy and used computable general equilibrium and input-output models to estimate indirect and induced impacts of regulations.

### *Environmental Policy Development*

- Developed financial and market-based incentive models to support air quality and climate initiatives.
- Worked with industry stakeholders and regional government agencies to implement programs that include regulations, incentives, and policies designed to help move regional and statewide freight transport systems to sustainable system that reduces adverse impacts of freight operations on local communities.

pauloslakew@gmail.com | <https://pauloslakew.github.io>

### **Project Highlights (Consulting)**

#### **Aviation & Ground Access Demand Forecasts**

##### *Planning, Strategy and Advisory*

- Ontario Int'l (ONT)
- Philadelphia Int'l (PHL)
- Reno-Tahoe Int'l (RNO)
- San Antonio Int'l (SAT)
- St. Louis Lambert Int'l (STL)
- Toronto Pearson Int'l (YYZ)

##### *Bond Financial Feasibility*

- Buffalo Niagara Int'l (BUF)
- Dallas Love Field (DAL)
- General Mitchel Int'l (MKE)
- San Diego Int'l (SAN)

##### *Consolidated Rental Car/Parking Facility*

- John Glenn Columbus Int'l (CMH)
- Louis Armstrong New Orleans Int'l (MSY)
- Miami Int'l (MIA)
- Newark Liberty Int'l (EWR) (P3)

#### **Benefit-Cost Analysis**

- Pittsburgh-Butler Regional (BDL)
- Valley Int'l (HRL)

#### **Economic Impact Analysis**

- Austin-Bergstrom Int'l (AUS)
- Connecticut Airport Authority
- Long Beach (LGB)
- Port of Portland, Oregon

#### **Toll Roads Traffic & Revenue Forecasts**

- Chesapeake Transportation System
- Louisiana Department of Transportation & Development (P3)
- Virginia Department of Transportation – Toll Road User Benefit Study (P3)

#### **Sustainable Financing Tools & Strategies**

- California Air Resources Board

## Peer-Reviewed Publications

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- Causes and Effects of Air Traffic Delays, Evidence from Aggregated Data, Co-author: Volodymyr Bilotkach, Journal of Transport, Economics and Policy, 56(2), 103-128 (2022)
- Airport Delays and Metropolitan Employment, Co-author: Volodymyr Bilotkach, Journal of Regional Science, 58(2), 424-450 (2018)
- Airport Traffic and Metropolitan Economies: Determinants of Passenger and Cargo Traffic, Transportation Research Record: Journal of the Transportation Research Board, 2471, 58-72 (2015)
- Determinants of Air Cargo Traffic in California, Co-author: Andre Tok, Transportation Research Part A, 80, 134-150 (2015)
- Economies of traffic density and scale in the Integrated Air Cargo Industry: The Cost Structures of FedEx Express and UPS Airlines, Journal of Air Transport Management, 35C, 29-38 (2014)
- On Sources of Market Power in the Airline Industry: Panel Data Evidence from the US Airports, Co-author: Volodymyr Bilotkach, Transportation Research Part A, 59, 288-305 (2014)

## Academic Service

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- Journal Referee: Transportation Research Part E, Part A; Transportation Research Record: Journal of the Transportation Research Board; Transportation; International Journal of Aviation Management; Journal of Air Transport Management; Research in Transportation Economics; Transport Policy

## Presentations

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### *Industry Conference Presentations*

- "Airline Connectivity and Network Strategies", Moderator and Presenter, IATA Strategic Partnerships Program, Madrid, Spain, October 2023
- "Focus Africa: Traffic and Connectivity", Plenary, IATA Focus Africa Event, Addis Ababa, Ethiopia, June 2023
- "Air Cargo Economic Outlook", Plenary, CNS (IATA) Partnership Conference, Miami, FL, June 2023
- "Airline Industry Update and Outlook", VIP Event, Aviation Event 2023 CLJ, Cluj, Romania, March 2023
- "The Big Picture: Airline Industry Update and Outlook", Keynote, New Air Gateway to Europe, Unlocking Southern Europe's Potential, International conference by ATO-COMM, Ljubljana, Slovenia, February 2023
- "Forecasting Amid COVID-19 Shock and Uncertainty", AAAE-Unison Capital Improvement Program (CIP) Planning and Finance Workshop - Virtual, December 2020
- "Aviation Activity Forecasting: Impact of the 737 MAX Grounding", AAAE-Unison Capital Improvement Program (CIP) Planning and Finance Workshop - Austin, TX, December 2019
- "Airline Delays and Market Power", INFORMS Annual Meeting - Seattle, WA, October 2019
- "TNC Growth and Impacts on Rental Car Demand at US Airports", AAAE-ACC Airport Planning and Construction Symposium - Denver, CO, February 2019
- "Transportation Network Company (TNC) Adoption: Impacts on the Airport Business Model", AAAE-Unison CIP Planning and Finance Workshop - San Diego, CA, December 2017

### *Master Plan Aviation Activity Forecast Presentations to Airports and Stakeholders*

- Phoenix-Gateway Airport (IWA) - Phoenix, AZ, July 2018
- Clarksburg/North Central West Virginia Airport (CKB) - Bridgeport, WV, March 2018
- Reno-Tahoe International Airport (RNO) - Reno, NV, March 2017

### *Academic Conference Presentations*

- "Airline Delays and Market Power", INFORMS Annual Meeting - Seattle, WA, October 2019

- “Airport Traffic and Metropolitan Economies: Determinants of Passenger and Cargo Traffic” (ACRP 11-04), Transportation Research Board 94th Annual Meeting - Washington, D.C., January 2015
- “Airport Delays and Metropolitan Employment”, International Transportation Economic Development Conference, TTI Dallas - Dallas, TX, April 2014
- “Aircraft Age and Airfares: A new look at the impact of service quality on ticket prices”, University of California Transportation Center Conference, Cal Poly Pomona - Pomona, CA, April 2014
- “Determinants of Air Cargo Traffic in California”, Transportation Research Board 93rd Annual Meeting - Washington, D.C., January 2014
- “On Sources of Market Power in the Airline Industry: Panel Data Evidence from US Airports”, University of California Transportation Center Conference, UC Davis - Davis, CA, April 2012

### Affiliations

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- ACI-NA Finance Committee Steering Group
- American Association of Airport Executives (AAAE) / Airport Consultants Council (ACC)
- Airport Cooperative Research Program (ACRP)
- Transportation Research Board, Standing Committee on Aviation Economics and Forecasting