

Tengda Gong

Personal Website: <https://tengdagong.com/>
Email: tengda.gong@umanitoba.ca
Cellphone: 204-899-7605 (Canada)

Department of Agribusiness and Agricultural Economics
University of Manitoba
Winnipeg, MB R3T 2N2 Canada

EMPLOYMENT

Assistant Professor
Department of Agribusiness & Agricultural Economics, University of Manitoba
Oct 2024-present

EDUCATION

Ph.D., Agricultural and Development Economics, University of California, Davis, 2024
Dissertation: Welfare implications of market imperfections in agrifood systems.
M.A., Economics, Xiamen University (China), 2017
B.S., Finance, University of Science and Technology of China, 2014

RESEARCH INTEREST

Agricultural, Development, and Environmental Economics, Empirical Industrial Organization

TEACHING INTEREST

Finance, Management Science, Micro and Macro, Econometrics, Agricultural and Development Economics

WORKING PAPERS

Procyclical markups: Nonparametric estimates in a structural dynamic Panel. With Bulat Gafarov and Jens Hilscher. *To be presented at the 2025 CEA annual meeting.*

This paper identifies causes of procyclical variation in markups using micro data. We proceed in two steps. First, we show that markups can be nonparametrically estimated based on a locally linear demand model. We apply a revenue-weighted instrumental variable approach to estimate region-specific time-varying markups using U.S. grocery price scanner data from 2001-2022. We find a secular trend rise and unconditional procyclical variation in markups. Second, using a dynamic panel model, we quantify the contributions of four main drivers of conditional variation: demographic trends, market concentration, aggregate demand, and real interest rate. Taken together, these factors explain a large fraction of the variation across markets and over time. The variations in demographic and market concentration factors had only small impacts, which moved in opposite directions. From 2008-2016 negative real interest rates increased markups counteracting downward pressure from aggregate demand factors; later in the sample markups increased because of higher aggregate demand.

The countervailing investment and rental-supply effects of securing land ownership: Theory and evidence from Nicaragua. *Under journal review.*

Securing land ownership has been hypothesized to significantly boost agricultural output and reduce poverty in rural economies with unequal land ownership distributions. This paper demonstrates that non-security barriers to long-term land rental contracts can induce countervailing effects of land ownership security on land-attached investments and land rentals, which may disproportionately diminish the poverty reduction gain at equilibrium. I also provide empirical evidence from Nicaragua, one of the poorest countries in Latin America. Recent panel data indicate that after an improvement in land ownership security, households with high investment capacity significantly increased land-attached investments but not rented-out land, whereas households with low investment capacity did the opposite.

ONGOING RESEARCH PROJECTS

- Price dynamics of organic versus conventional fresh produce: Market, macroeconomic and weather factors. With Bulat Gafarov and Jens Hilscher. *To be presented at the 2025 AAEA annual meeting.*
- The drought-induced deforestation in the Brazilian Amazon. With Alankrita Goswami and Nilesch Shinde.
- Climate change, supply chain, and trade: Evidence from California droughts.

OUTREACH PUBLICATION

Gafarov, Bulat, Tengda Gong, and Jens Hilscher. 2022. "What price is right? Cigarette demand has become more responsive to prices." *ARE Update* 25(4): 9-11. The University of California Giannini Foundation of Agricultural Economics.

TEACHING EXPERIENCE

Instructor of Record, Department of Agribusiness and Agricultural Economics, University of Manitoba, Canada
Introduction to Management Science: undergraduate; Winter 2025; 24 students
Students' evaluations of overall teaching effectiveness: TBA

Instructor of Record, Department of Agricultural and Resource Economics, University of California, Davis
Econometric Theory and Applications: undergraduate; Summer 2022; 35 students
Students' evaluations of overall teaching effectiveness: 4.8/5 (response rate 71%)

Teaching Assistant, Department of Agricultural and Resource Economics, University of California, Davis
Undergraduate courses:

- *Econometric Theory and Applications*: Winter & Spring 2022, Summer 2023; 45 students (avg.)
Students' evaluations of overall teaching effectiveness: 4.0/5 → 4.4/5 → 4.5/5
- *Financial Management of Firm*: Winter 2018, Winter & Spring 2019; 45 students (avg.)
Students' evaluations of overall teaching effectiveness: 3.9 → 4.1/5 → 4.5/5
- *Intermediate Microeconomics*: Fall 2018; 60 students
Students' evaluations of overall teaching effectiveness: NA

Graduate course:

- *Time Series Econometrics*: Fall 2020 & Winter 2021; 13 students on average
Students' evaluations of overall teaching effectiveness: 4.6/5 → 4.9/5

PROFESSIONAL PRESENTATIONS

American Economic Association 2025 Annual Meeting, San Francisco, California, Jan 2025
Southern Economic Association 2024 Annual Meeting, Washington, DC, Nov 2024
American Economic Association 2024 Annual Meeting, San Antonio, Texas, Jan 2024
Southern Economic Association 2023 Annual Meeting, New Orleans, Louisiana, Nov 2023
Chinese Economists Society 2023 North America Conference, Norman, Oklahoma, Apr 2023
Development Workshop, Department of Agricultural and Applied Economics, University of Georgia, Feb 2023
Agricultural & Applied Economics Association 2022 Annual Meeting, Anaheim, California, Aug 2022
Western Economics Association International 2022 Annual Meeting, Portland, Oregon, Jul 2022
Midwest Economics Association 2022 Annual Meeting, Minneapolis, Minnesota, Mar 2022

JOURNAL REFEREE

American Journal of Agricultural Economics
Agricultural Economics
Journal of Agricultural and Resource Economics
Journal of Credit Risk