

## **DEAN A. DeROSA**

April 2012

Dean DeRosa is a senior level economist with more than 35 years experience in research and analysis of substantive issues in international trade, foreign direct investment, and economic development. Since establishing ADR International Ltd. ([www.adr-intl.com](http://www.adr-intl.com)) in 1996, he has completed consultancies for a number of U.S. and international clients with vital interests in international trade and foreign direct investment, including US firms and economic policy coalitions, the Asian Development Bank, the US Agency for International Development, and the World Bank. He has traveled extensively in parts of Asia, Africa, Latin America, and the Middle East in connection with short-term consultancies, international conferences, and research and policy dialogue missions for international organizations. Since 2003, Dean DeRosa has served as a Visiting Fellow with the Peterson Institute for International Economics ([www.piie.com](http://www.piie.com)), contributing gravity model and other empirical analyses to the Peterson Institute series of studies on the prospective trade and investment impacts of US and other preferential trading arrangements.

### **EDUCATION**

Ph.D., Economics, University of Oregon, Eugene, 1975  
M.A., Economics, University of Oregon, Eugene, 1973  
(National Defense Educational Act Fellowship, 1972-74)  
B.A., Economics, University of Washington, Seattle, 1970

### **PROFESSIONAL HISTORY**

#### **1996-Present**

Economist and Owner, ADR International Ltd., Arlington, Virginia.  
Responsible for developing and undertaking the firm's research objectives, work plans, and consulting assignments. Consultancies include:

- International trade and investment analysis: Peterson Institute for International Economics. Contributor to several Peterson Institute studies examining the prospective trade and other economic impacts of US and other free trade agreements (2003-present). Constructed the Institute's gravity model of world bilateral trade using a variety of international data sources and Stata statistical software.
- International trade and investment analysis: US National Intelligence Council. Joint investigator for a study on the implications for trade policy and social indicators of alternative scenarios for the world economy to 2020 (2010).
- International trade and investment analysis: National Foreign Trade Council. Joint investigator for a study on normalization of the international economic relations of Iran (2008).
- International trade and investment analysis: National Association of Foreign-Trade Zones. Joint investigator for a study on the economic impacts of trade agreements parity for manufacturers operating in US foreign-trade zones. Cited in a *Wall Street Journal* editorial (2008).
- International trade analysis: USAID, Rwanda. Served as project leader for short-term study examining the international trade and investment-related impacts on agriculture and industry of establishing Rwanda as a free trade zone (2002).

- International trade analysis: General Electric Corporation, International Law and Policy Division, Washington, D.C. Served as a consultant for a study of the impacts on Indian air travel and aircraft purchases of a tariff by India on imports of commercial aircraft (2001).
- Agriculture and foreign trade analysis: U.S. Department of Agriculture, Washington, D.C. Served as short-term consultant to develop an applied model of world trade to assess policy reforms for food security and economic welfare in low-income developing countries (1999/2000).
- International trade policy and analysis: The World Bank, Washington, D.C. Served as short-term international trade economist responsible for assessing trade policies and prospects in Eastern Caribbean countries for a World Bank country strategy report (2000).
- Agriculture and foreign trade analysis: World Bank, Washington, D.C. Served as short-term consultant responsible for preparing a background paper on agriculture in developing countries and multilateral trade negotiations (1999).
- Foreign trade and investment policy analysis: Asian Development Bank, Manila. Served as short-term consultant responsible for preparing a background paper on foreign trade and investment policies in developing Asia for *1999 Asian Development Outlook*. Paper published in the *Asian Development Review* (1998).
- International trade and development analysis: USAID, Egypt. Served as international trade economist responsible for quantitative analysis of Egypt's interests in regional economic integration in the Middle East and North Africa. Study published by the Center for Economic and Financial Studies, Cairo University (1998).
- International trade theory and analysis: World Bank, Washington, D.C. Served as consultant responsible for preparing background paper analyzing static theory and empirical evidence on regional integration arrangements for policy research report on regionalism and development. Paper included in Bank's policy research working paper series (1997/98).

**2003-Present**

Visiting Fellow, Peterson Institute for International Economics, Washington, D.C.

**1991-1995**

Research Fellow, Trade and Macroeconomics Division, International Food Policy Research Institute, Washington, D.C.

**1987-1991**

Senior Economist, Research Department, International Monetary Fund, Washington, D.C.

**1983-1987**

Senior Economist, Economics Office, Asian Development Bank, Manila, Philippines.

**1975-1983**                      Economist, Office of Policy Analysis, Office of the Assistant Secretary for International Affairs, U.S. Department of the Treasury, Washington, D.C.

## **REPRESENTATIVE REPORTS AND PUBLICATIONS**

"Trade Policy after Doha," G20 Paper Series, German Marshall Fund, Washington, D.C. Available at [bit.ly/iCh2HG](http://bit.ly/iCh2HG) (with Gary Hufbauer).

"Morocco's Economic Performance under the US-Morocco Free Trade Agreement," in *Capitalizing on the Morocco-US Free Trade Agreement: A Road Map for Success*, eds., Gary Clyde Hufbauer and Claire Brunel (Washington, D.C.: Peterson Institute for International Economics, 2009).

"Normalization of Economic Relations: Consequences for Iran's Economy and the United States," Report prepared for the National Foreign Trade Council, Washington, DC, November 2008 (with Gary Clyde Hufbauer).

"The Economic Impact of Trade Agreements Parity for Manufacturing Firms Operation in US Foreign-Trade Zones," Report prepared for the National Association of Foreign-Trade Zones, Washington, DC, March 27, 2008 (with Gary Clyde Hufbauer).

"Maghreb Trade and Investment" and "Gravity Model Analysis," in *Maghreb Regional and Global Integration: A Dream to Be Fulfilled*, eds., Gary Clyde Hufbauer and Claire Brunel (Washington, D.C.: Peterson Institute for International Economics, 2008).

"Blind Faith in the Balkans: Trade Policy Options for South-East Europe," *International Journal of Economic Policy in Emerging Economies*, Vol. 1, No. 1 (2007) [with David Kernohan].

"Econometric Analysis of Economic Sanctions" and "Impact of US Economic Sanctions on Trade," in *Economic Sanctions Reconsidered*, 3rd Edition, by Kimberly Ann Elliott, Gary Clyde Hufbauer, Jeffrey J. Schott, and Barbara Oegg (Washington, D.C.: Peterson Institute for International Economics, 2007).

"What Do Gravity Models Tell Us About PTAs Impact On Trade Flows: More Creation or More Diversion?" Vox, VoxEU.org, October 16, 2007 (with Gary Clyde Hufbauer).

"Fitting Asia-Pacific Agreements into the WTO System: Appendix on Gravity Model Results" HEI, SECO, NCCR Conference. Geneva, September 10-12, 2007 (with Gary Clyde Hufbauer and Jeffrey J. Schott).

"Technical Aspects of the Gravity and Computable General Equilibrium Models," in *Toward a US Indonesia Free Trade Agreement*, eds, G.C. Hufbauer and S. Rahardja (Washington, D.C.: Peterson Institute for International Economics, 2007) [with John P. Gilbert].

"Estimates from Gravity and CGE Models," in *Sustaining Reform with a US-Pakistan Free Trade Agreement*, eds, G.C. Hufbauer and S.J. Burki, (Washington, D.C.: Peterson Institute for International Economics, 2006) [with John P. Gilbert].

"Bilateral Trade and Investment" and "Potential Benefits of a US Colombia FTA" in *Trade Relations between Colombia and the United States*, ed., J.J. Schott (Washington, D.C.: Peterson Institute for International Economics, 2006) [with John Gilbert, Paul Grieco, and Jeffrey Schott].

"Estimates from Gravity and CGE Models," in *The Shape of a Swiss-US Free Trade Agreement*, eds., G.C. Hufbauer and R.E. Baldwin (Washington, D.C.: Peterson Institute for International Economics, 2006) [with John P. Gilbert].

"Measuring the Economic Impact of an EU-GCC FTA," *Journal of Economic Cooperation among Islamic Countries*, Vol. 26, No. 1 (January 2005) [with David Kernohan].

"US Free Trade Agreements and the Enterprise for ASEAN Initiative," East-West Center-NIDA Conference on Prospects for US-ASEAN Free Trade Area Agreements, September 28-29, 2004, Bangkok, Thailand.  
"Modeling the Effects on Agriculture of Protection in Developing Countries," in *Agriculture and the New Trade Agenda: Creating a Global Environment for Development*, eds., Merlinda D. Ingco and L. Alan Winters (Cambridge: Cambridge University Press, 2004).

"US Free Trade Agreements with ASEAN," in *Free Trade Agreements: US Strategies and Priorities*, ed., J.J. Schott (Washington, D.C.: Peterson Institute for International Economics, 2004).

"Quantitative Estimates of the Economic Impacts of US Bilateral Free Trade Agreements," in *Free Trade Agreements: US Strategies and Priorities*, ed., J.J. Schott (Washington, D.C.: Peterson Institute for International Economics, 2004). [with John P. Gilbert].

"The International Competitiveness of Emerging Market Countries in the Global Economy," Keynote Address to the 27<sup>th</sup> Annual National Maquiladora Industry Convention, October 26-27, 2000, Cancun, Mexico.

“Trade Policies and Prospects of the Eastern Caribbean States in the New Global Economy,” paper prepared for the Caribbean Country Management Unit, Latin America and the Caribbean Region Department, The World Bank (July 2000).

“Trade Liberalization, Globalization, and Achieving Economic and Social Goals in Developing Countries,” Forum on Globalization and the World Trade Organization organized by the Nigeria Federal Ministry of Commerce in collaboration with the Office of the U.S. Trade Representative and the U.S. Agency for International Development, June 27-29, 2000, Abuja, Nigeria (June 2000).

“The WTO 2000 Round and Food Security in Low-Income Food-Deficit Countries,” conceptualization paper for a model building project in collaboration with staff of the Market and Trade Economics Division of the Economic Research Service, U.S. Department of Agriculture (January 2000).

“Regional Integration Arrangements: Static Economic Theory, Quantitative Findings, and Policy Guidelines,” Policy Research Working Paper 2007. Development Research Group (Trade), The World Bank. Washington, D.C. (November 1998).

“Foreign Trade and Investment Policies in Developing Asia,” *Asian Development Review*, Vol. 16, No. 2 (1998).

“Outward-Oriented Policies in Asia in the Aftermath of the 1997/98 Currency Crisis: Foreign Trade and Investment Policies,” Eleventh Workshop on the Asian Economic Outlook organized by the Economics and Development Resource Center, Asian Development Bank, November 27, 1998, Manila, Philippines.

“Introduction” [with Manohar Sharma and Sudhir Wanmali] and “Agriculture, Trade, and Regionalism in South Asia” [with Kumaresan Govindan], Symposium on Agriculture and Food Security in South Asia by the Year 2020, *Journal of Asian Economics*, Vol. 7, No. 2 (Summer 1996).

*Regional Trading Arrangements among Developing Countries: The ASEAN Example*, Research Report 103 (Washington, D.C.: International Food Policy Research Institute, 1995). [Reported in the *Financial Times*, December 6, 1995, and author’s op-ed article in the *Far Eastern Economic Review*, January 11, 1996.]

“The Uruguay Round Agreement on Agriculture and Sub-Saharan Africa,” in *Re-Establishing Agriculture as a Priority for Development Policy in Sub-Saharan Africa*, eds., A. Abdulai and C.L. Delgado, (Washington, D.C.: International Food Policy Research Institute, Swiss Development Cooperation, and Swiss Federal Institute of Technology, 1995).

“Increasing Export Diversification in Commodity-Exporting Countries: A Theoretical Analysis,” *IMF Staff Papers*, Vol. 39, No. 3 (September 1992).

“Asian Preferences and the Gains from MFN Tariff Reductions,” *The World Economy*, Vol. 11, No. 3 (September 1988).

“Agricultural Trade and Protection in Asia,” in *Agricultural Trade Policy in Asia*, ed., T. Onchan (Tokyo: Asian Productivity Organization, 1991). Condensed in *Finance and Development*, Vol. 25, No. 4 (December 1988).

“Foreign Barriers to the Exports of Developing Asian Countries: Overview and Findings,” in *Foreign Trade Barriers and Export Growth*, eds., D.A. DeRosa and M.G. Quibria (Manila: Asian Development Bank, 1988).

“ASEAN-US Trade Relations: An Overview,” *ASEAN Economic Bulletin*, Vol. 3, No.2 (November 1986).

## **SKILL SETS**

- Economic policy analysis and report writing.
- Applied and empirical analysis and economic modeling.
- International economic data sets, including Comtrade, TRAINS, other UNCTAD databases, USITC DataWeb, WITS, and World Development Indicators.
- Excel, VORSIM, GAMS, and Stata modeling and econometric software.

**PERSONAL** U.S. Citizen, Married, Two Children.

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