

Sébastien Pouliot

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Citizenship: Canada and United States

Skills

- Languages: Proficient in French and English (speaking and writing).
- Communication: Skilled writer and presenter to technical and non-technical audiences.
- Programming languages: Expert in R, familiar with Python and Stata.
- Skillful in mining, wrangling, modeling and visualizing data

Professional Experience

- Economic consultant
 - Pouliot economics Inc
 - October 2022 to now
- Principal economist and manager
 - Farm Credit Canada
 - January 2019 to October 2022
- Assistant and associate professor
 - Department of economics, Iowa State University
 - August 2009 to December 2019
- Postdoctoral researcher
 - University of California Agricultural Issues Center, University of California, Davis
 - March 2009 to July 2009.

Consultation experience (prior to launching my consultation business)

- Government of Mexico
 - Economic expert in of the Government of Mexico in the arbitration Vento Motorcycles, Inc. v. United Mexican States, ICSID Case No. ARB(AF)/17/3, 2019
- Advisory Center on WTO Law
 - Economic expert in support to the Indian Government in the arbitration (article 22.6) in dispute DS430: Measures Concerning the Importation of Certain Agricultural Products, 2017-2018.
- Government of Mexico
 - Economic expert in support to the Mexican Government in the arbitration (article 22.6) in dispute DS381: Measures Concerning the Importation, Marketing and Sale of Tuna and Tuna Products, 2015-2016

- Government of Mexico
 - Economic expert in support to the Mexican Government in the arbitration (article 22.6) in dispute DS386: United States — Certain Country of Origin Labelling Requirements, 2015-2016
- Government of Canada
 - Economic expert in support to the Canadian Government in dispute DS384: United States — Certain Country of Origin Labelling (COOL) Requirements, 2009-2016

Education

- PhD Agricultural and Resource Economics, University of California, Davis CA. 2008
- MA Economics, Université Laval, Québec, Canada. 2003
- BA Economics, Université Laval, Québec, Canada. 2001

Academic output

Teaching (all in the department of economics at Iowa State University)

- Econ 641: Agricultural Economics I
 - Fall 2009-11, 13-18, Spring 2013
- Econ 301: Intermediate Microeconomics
 - Spring 2010-11, Fall 2011
- Econ 235: Introduction to Agricultural Markets
 - Spring 2013-14, Fall 2014-18

Scientific publications

Refereed journal articles

1. Pouliot, S. 2019. "Introduction to the special issue on the economics of agriculture and agri-food trade disputes." *Canadian Journal of Agricultural Economics*. 67: 325-326.
2. Pouliot, S., Liao, K. and Bruce A. Babcock. 2018. "Estimating Willingness to Pay for E85 in the United States Using an Intercept Survey of Flex Motorists." *American Journal of Agricultural Economics*. 100: 1486-1509.
3. Pouliot, S. and H. H. Wang. 2018. "Information, Incentives and Government Intervention for Food Safety." *Annual Review of Resource Economics*, 10: 83-103.
4. Larue, B., S. Pouliot and A. Singbo. 2017. "Production Rigidity, Input Lumpiness, Efficiency and the Technological Hurdle of Quebec Dairy Farms." *Canadian Journal of Agricultural Economics*, 65: 613-641.
5. Pouliot, S. and B.A. Babcock. 2017. "Feasibility of Meeting Increased Biofuel Mandates with E85." *Energy Policy*, 101: 194-200.
6. Pouliot, S. and B.A. Babcock. 2016. "Compliance Path and Impact of Ethanol Mandates on Retail Fuel Market in the Short Run." *American Journal of Agricultural Economics* 98: 744-764.
7. Larue, B., S. Pouliot and M. Jeddy. 2016. "On the Number and Heterogeneity of Bidders in Livestock Auctions." *Canadian Journal of Agricultural Economics* 64: 289-310.
8. Pouliot, S. and B. A. Babcock. 2014. "The Demand for E85: Geographical Location and Retail Capacity Constraints." *Energy Economics* 45: 134-143.
9. Pouliot, S., and D. A. Sumner. 2014. "Differential Impacts of Country of Origin Labeling: COOL Econometric Evidence from Cattle Markets." *Food Policy* 49: 107-116.

10. Pouliot, S. 2014. "The Production of Safe Food According to Firm Size and Regulatory Exemption: Application to FSMA." *Agribusiness* 30: 493-512.
11. Jensen, H. H., S. Pouliot, T. Wang, and M. T. Jay-Russell. 2014. "Development of a Cost Effectiveness Analysis of Leafy Green Marketing Agreement Irrigation Water Provisions." *Journal of Food Protection* 77: 1038-1042.
12. Pouliot, S., and D. A. Sumner. 2013. "Traceability, Food Safety and Industry Reputation." *European Review of Agricultural Economics* 40: 121-142.
13. Pouliot, S. and B. Larue. 2012. "Import Sensitive Products and Perverse Tariff-Rate Quota Liberalization." *Canadian Journal of Economics* 45: 903-924.
14. Pouliot, S. 2011. "Market Evidence of Packer Willingness to Pay for Traceability." *American Journal of Agricultural Economics* 93: 739-755.
15. Larue, B., S. Pouliot, and C. Constantatos. 2009. "Exports to Smuggle and Smuggling Technologies." *Review of International Economics* 17: 476-493.
16. Pouliot, S., and D. A. Sumner. 2008. "Traceability, Liability, and Incentives for Food Safety and Quality." *American Journal of Agricultural Economics* 90: 15-27.
 - a. AJAE most downloaded paper in 2008.
 - b. Reprinted in "Food Security", edited by Mark W. Rosegrant and published by SAGE Publications. December 2014.
17. Larue, B., J.-P. Gervais, and S. Pouliot. 2008. "Price Equivalent Tariffs and Quotas under a Domestic Monopoly." *Journal of International Trade & Economic Development* 17: 315-326.
18. Larue, B., J.-P. Gervais, and S. Pouliot. 2007. "Should Tariff-Rate Quotas Mimic Quotas? Implications for Liberalization under a Supply Management Policy." *North American Journal of Economics and Finance* 18: 247-261.

Book chapters

1. Larue B., J.-P. Gervais, and S. Pouliot. 2006. "Price-Equivalent and Revenue- Equivalent Tariffs and Quotas with Smuggling and Monopolized Domestic Production." (September 8, 2006). Essays in Honor of Stanley R. Johnson. Article 10. Available at: <http://www.bepress.com/sjohnson/art10>.

Working papers

1. Poddaturi, D.R., C.E. Hart, L.L. Schulz and S. Pouliot. 2020. "A Dynamic Model of US Beef Cattle."
2. Pouliot, S., A. Smith and J. H. Stock. "RIN Pass-Through at Gasoline Terminals." Available at https://arefiles.ucdavis.edu/uploads/filer_public/b1/42/b14270e2-ae8-4c36-a622-ae6634dc7967/rack-pass-through-pouliot-smith-stock.pdf.

Outreach papers

1. Pouliot, S. 2018. "The Economics of Canada Biofuel Policies" Fare Share Special Issue: National Food Policy Issue. Available at: https://www.uoguelph.ca/fare/institute/Docs/FAREShare_SpecialIssue_jan2018_AODA.pdf.
2. Pouliot, S. 2017. "The Importance of NAFTA for the Agricultural Sector." Agricultural Policy Review, Fall 2017. Available at: https://www.card.iastate.edu/ag_policy_review/display.aspx?id=73.
3. Pouliot, S. and K. Liao. 2017. "Motorists' Willingness to Pay for E85 versus E10." Agricultural Policy Review, Winter 2017. Available at: http://www.card.iastate.edu/ag_policy_review/display.aspx?id=63.
4. Babcock, B. A., Gabriel R. Lade and S. Pouliot. 2016. "Impact on Merchant Refiners and Blenders from Changing the RFS Point of Obligation" CARD Policy Brief 16-PB 20. Available at: <http://www.card.iastate.edu/products/publications/synopsis/?p=1258>.

5. Pouliot S. and L. Schulz. 2016. "Measuring Price Spread in Red Meat" Agricultural Policy Review, Winter 2016. Available at: http://www.card.iastate.edu/ag_policy_review/?issue=winter-2016.
6. Babcock, B. A. and S. Pouliot. 2015. "How Much Ethanol Can Be Consumed in E85?" CARD Policy Brief 15-PB 54. Available at: <http://www.card.iastate.edu/publications/synopsis.aspx?id=1239>.
7. Pouliot, S. 2014. "Ethanol Mandates Compliance Strategy and Course of Action for EPA." Agricultural Policy Review, Spring 2014. Available at: http://www.card.iastate.edu/ag_policy_review/display.aspx?id=10.
8. Pouliot, S. and B. A. Babcock. 2014. "Impact of Increased Ethanol Mandates on Prices at the Pump." CARD Policy Brief 14-PB 18. Available at: http://www.card.iastate.edu/policy_briefs/display.aspx?id=1218.
9. Pouliot, S. 2013. "Country of Origin Labeling: Who Wants it?" Agricultural Policy Review, Fall 2013. Available at: http://www.card.iastate.edu/ag_policy_review/display.aspx?id=3.
10. Babcock, B. A., S. Pouliot. 2013. "Feasibility and Cost of Increasing US Ethanol Consumption Beyond E10." CARD Policy Brief 14-PB 17. Available at: http://www.card.iastate.edu/policy_briefs/display.aspx?id=1217.
11. Babcock, B. A., S. Pouliot. 2013. "RFS Compliance: Death Spiral or Investment in E85." CARD Policy Brief 13-PB-16. Available at: <http://www.card.iastate.edu/publications/synopsis.aspx?id=1214>.
12. Babcock, B. A., S. Pouliot. 2013. "How Much E85 Can Be Consumed in the United States?" CARD Policy Brief 13-PB-15. Available at: <http://www.card.iastate.edu/publications/synopsis.aspx?id=1213>.
13. Babcock, B. A., S. Pouliot. 2013. "The Economic Role of RIN Prices." CARD Policy Brief 13-PB-14. Available at: <http://www.card.iastate.edu/publications/synopsis.aspx?id=1212>.
14. Babcock, B. A., S. Pouliot. 2013. "Impact of Sales Constraints and Entry on E85 Demand." CARD Policy Brief 13-PB-12. Available at: <http://www.card.iastate.edu/publications/synopsis.aspx?id=1188>.
15. Babcock, B. A., S. Pouliot. 2013. "Price It and They Will Buy: How E85 Can Break the Blend Wall." CARD Policy Brief 13-PB-11. Available at: <http://www.card.iastate.edu/publications/synopsis.aspx?id=1187>.
16. Pouliot, S. 2012. "Food safety: Background, Analysis and Recommendations." AEI – The 2012 Farm Bill. Available at: <http://www.aei.org/paper/health/food-safety-background-analysis-and-recommendations/>.
17. Pouliot, S. 2011. "The Beginning Farmers' Problem In Canada." Structure and Performance of Agriculture and Agri-Products Industry Network working paper #2011-9. Available at <http://goo.gl/JFFvOX>.

Research funding

1. AFRI – Foundational Program. *A Regional Dynamic Model Of U.S. Beef Cattle And The Economic Impacts Of Movement Restrictions In An Event Of Foot And Mouth Disease*. Amount: \$361,234, 2018-2021 (with Lee Schulz as co-PI).
2. Biobased Industry Center. *Biofuel and the Fuel Distribution System*. Amount: \$40,000, July 2014 to July 2015 (with Bruce A. Babcock).
3. Biobased Industry Center, *Estimating US Consumer Demand for E85*. Amount: \$84,500, July 2014 to July 2015 (with Bruce A. Babcock).
4. Biobased Industry Center, *Impact of increased ethanol mandates on E10 and E85 prices*, Amount: \$49,685, July 2014 to July 2015.
5. Biobased Industry Center, *Estimating the demand for E85 to improve predictions of RIN prices*, Amount: \$43,112, July 2013 to July 2014.

6. Biobased Industry Center, *Analysis of RFS and the E10 blend wall: estimating the demand for E85 and its effect on the price of RIN*, Amount: \$40,000, July 2012 to July 2013.
7. Western Center for Food Safety, *Cost-benefit Analysis of Good Agricultural Practice (GAP) Metric for Produce*, Amount: \$50,737, August 2010 to July 2012 (with Helen Jensen).
8. Network on the Structure and Performance of Agriculture and Agri-products Industry, *Price incentives for Food Safety*, Amount: \$23,352, March 2010 to March 2011.
9. ERS/USDA cooperative agreement, *Traceability and Incentives for Food Safety*. Amount: \$24,153 (ISU portion), September 2009 to February 2011 (with Daniel A. Sumner).
10. Network on the Structure and Performance of Agriculture and Agri-products Industry, *The Effects of Liberalizing the Canadian Poultry Industry*, Amount: \$6,125, January 2010 to March 2010.

Academic presentations

Presentations with selection committees

1. "Arbitrage between ethanol and gasoline: evidence from motor fuel consumption in Brazil." AAEA & CAES Joint Annual Meetings, Washington DC. August 2013.
2. "On the Economics of Adulteration in Food Imports: Application to US Fish and Seafood Imports." International Agricultural Trade Research Consortium meeting, San Diego CA. December 2012.
3. "Consumer Confidence in Food Safety and the 2010 Egg Recall." Agricultural & Applied Economics Association Annual Meeting, Seattle WA. August 2012.
4. "Aiming High and Selling Low: Can Supercenters do Both?" Agricultural & Applied Economics Association Annual Meeting, Seattle WA. August 2012.
5. "The FDA Food Safety and Modernization Act and the Exemption for Small Firms." Agricultural & Applied Economics Association Annual Meeting, Pittsburgh PA. July 2011.
6. "Econometrics of the differential effects of COOL: the case of the Canadian cattle industry." Canadian Agricultural Economics Society Meeting, Banff, Canada. June 2011.
7. "Welfare Effects of Mandatory Traceability When Firms Are Heterogeneous." NEC-63 2010 Conference, Monterey CA. September 28, 2010.
8. "Welfare Effects of Mandatory Traceability When Firms Are Heterogeneous." Agricultural & Applied Economics Association Annual Meeting, Denver CO. July 2010.
9. "Market Evidence of the Value of Traceability." NEC-63 and FAMPS Spring 2009 Conference, San Diego CA. February 2, 2009.
10. "Evidence of Demand for Traceability." Agricultural & Applied Economics Association Annual Meeting, Orlando FL. July 2008.
11. "The Value of Cattle Traceability to Consumers." Canadian Agricultural Economics Society Meeting, Québec, Canada. June 2008.
12. "Traceability to Preserve the General Reputation of an Industry." Canadian Agricultural Economics Society Meeting, Portland OR. July 2007.
13. "Traceability, Liability, and Incentives for Food Safety and Quality." American Agricultural Economics Association Annual Meeting, Long Beach CA. July 2006.
14. "Bargaining and Allocation of Import Permits in the Canadian Poultry Industry." Canadian Agricultural Economics Society Meeting, Halifax Nova-Scotia, Canada. June 2004.

Invited presentations

1. "Transmission du prix de la RIN aux terminaux de gasoline." Atelier CREATE/GREDI. April 2018.
2. "Discussion of *Did the Renewable Fuel Standard Shift Market Expectations of the Price of Ethanol* by Baumeister, Ellwanger and Kilian? University of Oklahoma Energy and Commodities Finance Research Conference. Norman OK, 2017.
3. "Demand for ethanol and compliance with the RFS." AAEA Invited Paper Session. Chicago IL. July 2017.
4. "Discussion: A New Look at the Blend Wall." AAEA Invited Paper Session. Chicago IL. July 2017.
5. "RIN Pass-Through at the Rack." Department of Agricultural and Resource Economics, North Carolina State University, March 21, 2017.
6. "RIN Pass-Through at the Rack." Economics of Water and Energy Workshop, San Diego, March 5, 2017.
7. "Estimating Willingness to Pay for E85." Tom Maze Transportation Seminar, Iowa State University, February 10, 2017.
8. "Estimating Willingness to Pay for E85 in the United States." Department of Agricultural and Resource Economics, University of California, Davis, January 26, 2017.
9. "Willingness to pay for ethanol in motor fuel: Evidence from revealed and stated preference for E85." Department of Agricultural Economics, University of Nebraska-Lincoln, March 11, 2016.
10. "Willingness to pay for E85: evidence from revealed and stated preferences." Berkeley Bioeconomy Conference, April 2015.
11. "Traceability, food safety, and industry reputation." AAEA & CAES Joint Annual Meetings. Washington, DC. August 2013.
12. "Using Economic Variables to Identify Adulteration in Food Imports: Application to US Seafood Imports." Department of Agricultural and Resource Economics, University of California, Davis. September 2012.
13. "Econometrics of Country of Origin Labeling: the case of Canadian cattle." Department of Applied Economics, University of Minnesota. January 2012.
14. "On the Economics of Traceability: A Survey of Recent Results and the Policy Implications." Research Network on the Structure and Performance of Agriculture and Agri-products Industry (SPAA), Ottawa, Canada. November 2011.
15. "US Food Safety Policy and the 2012 Farm Bill." American Enterprise Institute, Washington DC. December 2010.
16. "Institutionalized Metzler Effects: Tariff-Rate Quota Liberalization in Supply-Managed Industries." Canadian Agricultural Economics Society Meeting, Denver CO. July 2010.
17. "Willingness to Pay for Traceability: Evidence from the Quebec Cattle Traceability System." Doctoral dissertation speaker, International Agricultural Trade Research Consortium, Scottsdale, Arizona, December 2008.
18. "Export to Smuggle and Smuggling Technologies." Brown Bag Seminar, Department of Agricultural and Resource Economics, University of California, Davis CA. January 2008.
19. "Traceability to Preserve the General Reputation of an Industry." Ag/IO forum, Department of Agricultural and Resource Economics, University of California, Davis CA. November 2007.
20. "Traceability and Incentives for Food Safety and Quality: Implications for Mediterranean Crops." Cal-Med Sonoma Workshop, Sonoma CA. October 2007.
21. "Traçabilité et Incitatifs pour la Salubrité Alimentaire." Département d'Économie, de l'Agriculture et de la Consommation, Université Laval, Québec Canada. September 2007.
22. "Traceability, Liability, and Incentives for Food Safety and Quality." Ag/IO forum, Department of Agricultural and Resource Economics, University of California, Davis CA. November 2006.

Graduate advising (major or co-major)

Ph.D.

Shufen Chen (2017), Kenneth Liao (2016), Jae-Hoon Sung (2016).

Masters

Sei Jeong (2017), Abdel-Aziz Tidjani-Serpos (2012, Université Laval), Chokri Medded (2011, Université Laval).

Awards

1. Outstanding Journal Article Award in the Canadian Journal of Agricultural Economics in 2017 (with Bruno Larue and Alphonse Singbo).
2. Bruce Gardner Memorial Prize for Applied Policy Analysis Award, American Applied Economics Association, 2015 (with Bruce Babcock).
3. Outstanding referee, Journal of Agricultural and Resource Economics. 2013.
4. Travel award. Invited doctoral dissertation speaker, International Agricultural Trade Research Consortium, Scottsdale, Arizona, December 7-9 2008.
5. Social Sciences and Humanities Research Council of Canada Doctoral Fellowship, May 2005 to May 2008.
6. GREEN/Gaz Métropolitain Masters Fellowship, May 2001 to December 2002.

Other

Journal referee services

Agribusiness: An International Journal; Agriculture and Human Value; American Journal of Agricultural Economics; Applied Economic Perspectives & Policy (formally Review of Agricultural Economics); Canadian Journal of Agricultural Economics; Canadian Journal of Economics; Energy Journal; European Review of Agricultural Economics; Food Policy; Energy Economics; Energy Policy; International Food and Agribusiness Management Review; Journal of Agricultural and Applied Economics; Journal of Agricultural and Resource Economics; Journal of Productivity Analysis; Land Economics; PLOS ONE; Production and Operations Management; Revue Canadienne de Science Régionale; World Economy.

Other referee services

The United States – Israel Binational Agricultural Research and Development Fund; NIFA - Small Business Innovation Research Program, Small and Mid-Size Farms; Selected papers for the 2011 Canadian Agricultural Economic Society meeting; Selected papers for the 2012 American Applied Economic Association meeting; SSHRC Insight Grant; USDA Economic Research Service Report, OMAFRA – University of Guelph.

Services

1. Editor, Canadian Journal of Agricultural Economics, July 2016 to June 2019.
2. Editorial board, Canadian Journal of Agricultural Economics, 2013-16.
3. Topic leader for selecting presentations for the Agricultural & Applied Economics Association annual meeting, 2010, 2011 and 2013, 2016-17.
4. Referee for Outstanding Master's Thesis Award from the Canadian Agricultural Economic Society, 2010.