

Clinton W. Saloga

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785.226.0646

EDUCATION

<u>Pardee RAND Graduate School</u>	Santa Monica, CA
Ph.D. Candidate in Policy Analysis; Economic Analysis emphasis	April 2015
M.Phil Policy Analysis; Economic Analysis emphasis	March 2014
<u>Wichita State University</u>	Wichita, KS
M.A. Economics; International Economics emphasis	May 2011
<u>Institut Barcelona d'Estudis Internacionals (IBEI)</u>	Barcelona, Spain
Summer School in International Politics (Certificate)	Summer 2010
<u>Universidad de Los Andes</u>	Bogotá, Colombia
International Summer School in Economics (Certificate)	Summer 2009
<u>Kansas State University</u>	Manhattan, KS
B.S. Business Administration, Human Resource Management; Minor in Economics; Certificate of International Business	December 2006

QUALIFICATIONS

Software: Microsoft Excel & Office (proficient); Stata (proficient); ArcGIS/QGIS (intermediate); SQL (intermediate)

Skills: Research design & implementation; Policy & program evaluation; Statistical and econometric analysis; Forecasting; Financial modeling and planning; Operations research; Legal and regulatory review; Quantitative market research; Client and project management; Report writing and presentation

Languages: English (native); Spanish (intermediate); German (intermediate)

PROFESSIONAL EXPERIENCE

<u>Research Associate</u>	Feb. 2016 – Sept. 2017
<u>Marijuana Policy Group</u>	<u>Denver, CO</u>
<ul style="list-style-type: none">Quantified the number of marijuana users, total demand, regulated and black market size, production capacity, sales by product type, and tax revenues for California, Colorado, Florida, and Pennsylvania, the County of Los Angeles, Canada, multiple local jurisdictions, and three Native American Indian Tribes.Developed customized financial models for identifying market opportunities and establishing and operating licensed marijuana businesses.Examined trends in marijuana prices, production, potency, and sales by location and product type using market data from the Colorado Marijuana Enforcement Division.Examined implications of alternative regulatory and taxation policies on regulated marijuana prices, sales, and tax revenues at the local, state, and national levels.Developed a Request for Applications process for Southern University to select a medical marijuana cultivation and production operator for their state-licensed facility.Quantified impacts of legal marijuana on Colorado's economy and employment.	

Research Associate**April 2016 – July 2017**BBC Research & ConsultingDenver, CO

- Developed long-term financial models of property appreciation and tax increment finance (TIF) revenues for Urban Renewal Areas (URAs) in the Town of Parker, CO to inform capital investment plans.
- Performed financial feasibility studies of capital infrastructure investments and forecasted operating revenues and expenditures for multiple Colorado Parks and Wildlife State Parks, Boulder Reservoir, Reuter Hess Reservoir, and the Backcountry Wilderness Area.
- Quantified transportation impact costs and calculated legally defensible impact fees for oil and gas development in Boulder County and Thornton, CO.
- Examined current asset inventories and land use development patterns to calculate development impact fees for multiple Colorado Fire Protection Districts and the Town of Milliken, CO.

Consultant (2016 World Drug Report)**Oct. 2015 – Mar. 2016**United Nations Office on Drugs and CrimeVienna, Austria

- Contributed a chapter to the 2016 World Drug Report describing the impact of marijuana legalization in multiple states and countries on social, economic, public health, and criminal justice outcomes.

Doctoral Intern**Summer 2015**Council on Responsible Cannabis Regulation;Denver, COVicente Sederberg, LLC

- Developed a survey instrument for marijuana consumers in the regulated market to understand price elasticity, product preferences, and characteristics.
- Collaborated with marijuana business partners to field survey and understand market trends from their perspectives.

Assistant Policy Analyst**Sept. 2011 – Dec. 2015**RAND CorporationSanta Monica, CA

- Developed methodologies for analyzing regulated and illegal marijuana activities, including protocols for market data collection, law enforcement and business interviews, site visits, consumer surveys, and systematic legal and regulatory reviews.
- Constructed detailed datasets on marijuana markets including state and local laws and regulations; business sales, location, and licensing patterns; socioeconomic indicators; and market trends.
- Performed statistical analysis on complex datasets, prepared reports on the results and policy implications, and presented findings to senior policymakers.

Virtual Student Foreign Service, e-Internship**2012 – 2013**USAID Africa Bureau Conflict, Peacebuilding & Governance TeamWashington, DC

- Investigated patterns of international drug trafficking in West Africa and implications on local economies and governments.
- Contributed to an international report on local factors that contribute to drug trafficking opportunities and incentives.

PUBLICATIONS

Light, Miles, Adam Orens, Jacob Rowberry, Clinton W. Saloga. (2016). The Economic Impact of Marijuana Legalization. Prepared for the Marijuana Enforcement Division of the Colorado Department of Revenue.

Rowberry, Jacob, Adam Orens, Clinton W. Saloga, and Miles Light. (2016). Los Angeles County Marijuana Market Size, Tax Revenues, and Regulatory Burden. Prepared for the Los Angeles Chief Executive Office. Marijuana Policy Group.

United Nations Office on Drugs and Crime (UNODC): Clinton W. Saloga (contributor). (2016). Developments in the Countries Where Cannabis Legalization has Occurred. *World Drug Report 2016*, pp. 45-51.

Kilmer, Beau, Gregory Midgette, and Clinton W. Saloga. (2015). Back in the National Spotlight: An Assessment of Recent Changes in Drug Use and Drug Policies in the United States. Foreign Policy at Brookings – Improving Global Drug Policy: Comparative Perspectives and UNGASS 2016.

Stanley, Karlyn D., Elvira N. Loredó, Nicholas E. Burger, Jeremy Miles, Clinton W. Saloga. (2014). Business Bribery Risk Assessment. RAND Center for Corporate Ethics & Governance.

Hunt, Priscillia and Clinton W. Saloga. (2014). The Role of the Political Economy on State Laws Related to Medical Marijuana. RAND Working Paper WR-1004-NIDA.

Blanco, Luisa Raynal and Clinton W. Saloga (2013). Participation in the Formal Financial Sector among Minorities in the U.S. *The Minority Report*, American Economic Association. Issue 5, Winter 2013.

Lawson, Brook Stearns and Phyllis Dininio; Clinton W. Saloga (contributor). (2013). The Development Response to Drug Trafficking in Africa: A Programming Guide. USAID & Management Systems International.

Heaton, Paul: Clinton W. Saloga (contributor). How Does Tort Law Affect Consumer Auto Insurance (2017). *Journal of Risk and Insurance*, 84(2):691-715.

Hunt, Priscillia, Rosalie Liccardo Pacula, Gabriel Weinberger: Clinton W. Saloga (contributor). (2018). High on Crime? Exploring the Effects of Marijuana Dispensary Laws on Crime in California Counties. *IZA Discussion Paper*, No. 11567

SELECTED PRESENTATIONS

Estimating the Impact of Retail Marijuana Stores on Residential Property Values in Denver. *Invited Guest Speaker*. RAND Drug Policy Research Center. RAND Corporation. Santa Monica, CA. July 2015.

The Effect of Legalized Retail Marijuana on the Demand for Medical Marijuana in Colorado. *Invited Presenter*. 9th Annual Conference of the International Society for the Study of Drug Policy. University of Ghent. Ghent, Belgium. May 2015.

A State of Transition: Colorado's Experience With Adaptive Policymaking For Adult-Use Retail Marijuana. *Invited Presenter*. 8th Annual Conference of the International Society for the Study of Drug Policy. Consiglio Nazionale delle Ricerche. Rome, Italy. May 2014.

Business Bribery Risk Assessment. *Invited Group Presentation*. World Bank – Office of Suspension and Debarment. Washington DC. April 2014.

What Can Governance Indicators Tell Us About the Sustainability of Civil Society Organizations in Africa? *Invited Guest Speaker*. United States Agency for International Development (USAID) Headquarters. Washington DC. July 2013.

Local Implementation of Medical Marijuana: Lessons for International Policymakers from California. *Invited Presenter*. 7th Annual Conference of the International Society for the Study of Drug Policy. Universidad de Los Andes. Bogotá, Colombia. May 2013.

TEACHING EXPERIENCE

Adjunct Lecturer (Online)	2017 - Present
Northeastern University – Commerce and Economic Development	Boston, MA
Jared Hawn (Program Manager, NEU College of Professional Studies)	

Graduate Teaching Assistant	Fall 2013
Pardee RAND Graduate School - Advanced Econometrics I	Santa Monica, CA
Roland Sturm (Sr. Economist, RAND; Professor, PRGS)	

Professional Tutor	2016 - Present
StudyPoint – Test prep and multiple academic subjects	Denver, CO
References provided upon request	

Private Tutor	2012 - 2015
Multiple Clients in Los Angeles area – Multiple academic subjects	Los Angeles, CA
References provided upon request	

HONORS AND AWARDS

ISSDP Early Career Scholar in Drug Policy, Honorable Mention	2015
ISSDP Doctoral Scholarship	2015
James Q. Wilson Dissertation Award (PRGS)	2013, 2015
Anne and James Rothenberg Dissertation Award (PRGS)	2014
Cavalier Scholarship (PRGS)	2011

OTHER PROFESSIONAL ACTIVITIES

Member:

International Society for the Study of Drug Policy
Association for Public Policy Analysis and Management
Economics of National Security Association

Peer Reviewer:

Journal of Drug Policy Analysis
Drug and Alcohol Review

Last updated: February 2019