

# Andrew J. Kearns

881 Massachusetts Avenue, Apt. 24  
Cambridge, MA 02139  
412-478-1449

kearns.an@northeastern.edu  
<https://sites.google.com/view/andrewkearns>  
[www.linkedin.com/in/akearns-econ](http://www.linkedin.com/in/akearns-econ)

## Education

---

**Ph.D. in Economics**, Northeastern University, Boston MA, 2018 – 2022 (expected)

- **Fields of Study:** Industrial Organization and Labor Economics.
- **Research Interests:** Antitrust and Competition Policy, Energy and Environmental Policy, and Telecommunications.

**M.A. in Economics**, Northeastern University, Boston MA, 2015

**B.S. in Economics**, minor in English Literature, Northeastern University, Boston MA, 2014

- **Honors:** *Magna cum laude*, Academic Excellence Scholarship.

## Relevant Professional Experience

---

**Federal Communications Commission**, Washington D.C.

**Industry Analysis Division Intern**, June 2019 – August 2019

- Worked closely with FCC Economists to develop a projection of telecommunication providers' Universal Service Fund contributions.
- Developed R code to perform quality assurance on broadband providers' deployment filings.
- Conducted an exploratory analysis of Digital Redlining with FCC staff.

**Economics and Technology, Inc.**, Boston MA

**Economic Consultant**, October 2017 – July 2018

- Developed and implemented economic damage analyses in a variety of litigation matters using statistical and econometric methods.
- Communicated with clients regarding potential damage methodologies as well as the results of economic studies.
- Developed automated data reports to analyze service quality performance of wire centers within major telecommunication companies' networks.
- Fielded surveys to study consumer behavior using Amazon Mechanical Turk.

**Senior Economic Analyst**, May 2016 – September 2017

- Estimated hedonic regressions to quantify the value of laptop battery life using product attribute data sourced from manufacturer and consumer electronics media websites.
- Analyzed demand for consumer products and home appliances with choice-based conjoint surveys.
- Drafted reply testimony responding to reports submitted by opposing expert witnesses.
- Prepared targeted questions for expert witness depositions related to economic analysis and case documents.

**Economic Analyst**, May 2015 – April 2016

**Research Assistant**, June 2014 – April 2015

- Analyzed the availability of residential broadband and constructed measures of industry concentration in several major California telecommunications regulatory proceedings.
- Researched and developed hedonic regression models to determine damages in class action litigations.
- Conducted econometric and statistical analyses and drafted sections of expert witness reports describing results.
- Compiled detailed production materials documenting data analyses.

## Research Experience

---

**Northeastern University**, Boston MA

**Research Assistant**, Summer 2021

- Worked with James Dana, Brad Larsen, and Sarah Moshary on “Legalizing Arbitrage: A Textbook Case.”
- Responsibilities included, preparing summary statistics, descriptive regressions, and consumer demand estimates.

**Research Assistant**, January 2014 – January 2015

- Collaborated with Gustavo Vicentini on research analyzing the spatial organization of drug stores in North Carolina.
- Reviewed journal articles, collected and managed unique geographic data, and prepared data for analysis using geocoding services and statistical packages.
- Constructed statistics to measure firm turnover and industry concentration over time.

**Undergraduate Capstone: The Returns to Education vs. the Returns to Experience**, Spring 2014

- Applied econometric models to estimate the effect of schooling on individuals’ earnings controlling for work experience and ability using data from the National Longitudinal Survey of Youth.
- Published in Northeastern University’s Economics Journal for undergraduates: *Econ Press*, Spring 2014 Issue.

## Teaching Experience

---

**Northeastern University**, Boston MA

**Recitation Lecturer for Principles of Macroeconomics**, Fall 2019 – Spring 2021

- Prepared and delivered weekly hour-long lectures to students, reviewing course material and answering homework questions (3-4 sections per semester).

**Teaching Assistant**, Fall 2018

- Tutored students in Microeconomic Theory and Development Economics.
- Prepared course materials, graded assignments, and occasionally presented material to class.

## IT Skills

---

- **Statistical Software and Programming Languages:** Stata, Python, R, and Sawtooth Software.
- **General:** MS Office, Latex, HTML, and LexisNexus.

## References

---

### James Dana

Professor of Economics and Strategy  
Northeastern University  
Phone: 617-373-7517  
Email: j.dana@northeastern.edu

### Imke Reimers

Associate Professor of Economics  
Northeastern University  
Phone: 617-373-5949  
Email: i.reimers@northeastern.edu

### John Kwoka

Neal F. Finnegan Distinguished Professor of Economics  
Northeastern University  
Phone: 617-373-2252  
Email: j.kwoka@northeastern.edu

## Research

---

### Job Market Paper

#### ***Evaluating the Effects of Incentive Programs on Residential Solar Panel Adoption in Massachusetts***

- How effective are demand-side incentive programs at encouraging households to adopt solar panels? In this paper, I use data on residential solar panel installations in Massachusetts to estimate a dynamic model of solar panel adoption (or demand) that takes into account both current and future savings. The model allows me to evaluate the impacts of several solar incentive programs implemented in Massachusetts in terms of residential adoption rates, cost effectiveness, gains in consumer welfare and contribution to the reduction of CO<sub>2</sub> emissions. My results have important implications for policymakers beyond Massachusetts.

### Working Papers

#### ***A Game of Quality Competition Among ISPs***

- Understanding the effects of competition among Internet service providers on the availability and quality of broadband is important for policies aimed at decreasing the digital divide. To improve this understanding, I develop and estimate a structural model of vertical differentiation using geographical data on providers' broadband deployment and speed. The model allows me to identify the effects of competition while accounting for strategic behavior as well as to identify the fixed costs associated with entry and product quality adjustments. My results indicate that (1) firms are more likely to enter and offer high speed service in larger, denser, and wealthier markets, (2) firms tend not to vertically differentiate within markets, and (3) fixed costs of entry are large. I use these parameter estimates to conduct counterfactual simulations in which I vary the degree of competition and the size of entry costs. I find (1) holding costs constant, providers would slightly increase quality if they behaved as monopolists, and (2) holding competition constant, large reductions in entry costs are required to induce firms to substantially increase quality.

#### ***Does Competition from Cable Providers Spur the Deployment of Fiber?***

- Using survey data on broadband subscriptions from the City of Seattle and deployment data on broadband providers from the FCC, I estimate a structural model of the broadband market to determine the extent to which competitive pressure from cable providers drives the incumbent DSL provider to deploy fiber. I also quantify firms' fixed costs of deployment, the effect of competition by cable providers on consumer welfare, and the potential effects of cable mergers on price, product quality, and welfare.