

# Michael Jones

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## ACADEMIC EXPERIENCE

Assistant Professor, Educator, University of Cincinnati	2014 - Present
Director of Research, Economics Center, University of Cincinnati	2012 - 2015
Research Assistant Professor, University of Cincinnati	2012 - 2014

## EDUCATION

Ph.D., Economics, University of Notre Dame	2012
M.B.A., Management and International Business, University of Cincinnati	2007
B.S., Computer Science, University of Kentucky, <i>summa cum laude</i>	2003
B.A., Mathematics and Classics, University of Kentucky, <i>summa cum laude</i>	2003

## FIELDS OF INTEREST

Labor Economics, Public Economics, Economics of Education

## TEACHING EXPERIENCE

### *University of Cincinnati:*

Fundamentals of Economics, MBA Program; Econometrics; Introduction to Macroeconomics; Introduction to Microeconomics; Economic Development in Costa Rica, Study Abroad

Dean's List of Teaching Excellence in the academic years: 2012-2013; 2013-2014; 2014-2015.  
Nominated for the CoB Excellence in Classroom Education Undergraduate Teaching Award  
Nominated twice for the UC Innovative Uses of Technology in Teaching Award.

### *University of Notre Dame:*

Principles of Microeconomics

## PEER REVIEWED PUBLICATIONS

"Cigarette Taxes in Ohio." (*Business Case Journal*, April 2016).

"How do Teachers Respond to Tenure?" (*IZA Journal of Labor Economics*, April 2015, 4:8)

“Teacher Behavior under Performance Pay Incentives.” (*Economics of Education Review*, December 2013, pg. 148-164)

“Crime Reduction and Job Readiness Programs” (Under Review)

“Regional Job Multipliers” (with Lu Yang and Under Review)

“Show *Who* the Money? Does Performance Pay Attract Higher Quality Teachers?”  
(with Michael Hartney and Under Review)

## **WORKING PAPERS**

“The Role of Information in Determining Nonprofit Executive Compensation.”

## **WORKS IN PROGRESS**

The Return on Investment of Economic Development Incentives

The Effect of Tenure on Household Decisions

Efficiency Wages and Teacher Performance

The Carrot or the Stick? Merit Pay and Tenure in Florida School Districts. (with Michael Hartney)

## **ACADEMIC PRESENTATIONS**

2015 – 2016: Federal Reserve Bank of Cleveland Policy Summit, Future University in Egypt

2014-2015: University of Dayton, International Conference on Social Entrepreneurship at Manipal University

2012-2013: Association for Public Policy Analysis and Management Fall Meeting; American Educational Research Association Annual Meeting

2011-2012: University of Cincinnati; Association for Education Finance and Policy Annual Meeting

2010-2011: Society of Labor Economists Annual Meeting; Association for Education Finance and Policy Annual Meeting; Midwest Economics Association Annual Meeting; Eastern Economic Association Conference; International Industrial Organization Conference; Searle Center Conference on Entrepreneurship and Innovation at Northwestern University

## **JOURNAL REFEREE**

*Educational Evaluation and Policy Analysis, Economics of Education Review, Economic Development Quarterly*

## **BUSINESS EXPERIENCE**

*Senior Business Development Manager*, Cincinnati Bell in Cincinnati, OH. 2006 – 2008

- Acquired video right of entry agreements to 30,000 units, with projected annual revenue of \$28MM
- Achieved 30% video market share in the first three months of launch, exceeding target by 50%
- Negotiated bulk video and broadband service agreements for \$18,000 in total monthly revenue
- Executed programming agreements for a Spanish tier in the channel lineup
- Managed a staff of four employees and a marketing budget of \$100,000

*Senior Research Analyst*, Nielsen Company in Covington, KY. 2004 - 2006

- Client accounts' revenues grew 33% from 1.67MM Euros to 2.23MM Euros from 2003 - 2005
- Presented study results and answered client questions and concerns
- Developed applications and databases to support internal operations
- Provided internal training to other research analysts

## **CERTIFICATIONS AND NON-ACADEMIC TRAINING**

Project Management Professional (PMP) Certification, 2008

Six Sigma Green Belt Certification, Cincinnati Bell

Negotiation Skills Course, Xavier Consulting Group

Fundamentals of Sales Management Course, American Management Association

Leadership Development Program, Global Lead Management Consulting

C-Connect Participant, Cincinnati Chamber of Commerce

Board Orientation Leadership Development (BOLD), United Way

## **PROFESSIONAL ACTIVITIES**

Graduate Student Workshop in Experimental Economics, Chapman University. 2010

Mellon-ISLA Award for co-sponsoring a workshop on education reform (\$11,000). 2011 - 2012

Notebaert Professional Development Award (\$1,370). 2011, 2012

Graduate Student Professional Development Award, University of Notre Dame (\$900). 2011, 2012

Conference Presentation Grant, GSU - University of Notre Dame (\$250). 2011, 2012

NBER Entrepreneurship Research Boot Camp, Boston, MA. 2011

Emerging Education Policy Scholars, Washington, DC. 2012 – 2013

Dyslexia Pilot Project Evaluation Grant, Supporting Role. State of Ohio. (\$125,000). 2013 - 2015

Principles of Economics Technology Workshop. McGraw-Hill. 2014

AP Economics Faculty Colloquium. The College Board. 2014

Ph.D. Dissertation Committee Member. Lisa Tuttle-Huff. 2014-2015

MBA Capstone Reader. 2014, 2015, 2016.

Judge for University of Cincinnati Graduate Poster Forum. 2014, 2016.

Textbook Reviewer for Principles of Economics (1e) by Butters and Asarta. 2014  
Grant Reviewer for HealthPath Foundation of Ohio. 2013, 2014  
Member of Cincinnati Chamber of Commerce Talent Action Team. 2013-2014  
Interviewer for University of Cincinnati Medical School Applicants. 2013-2014  
Member of Economics Department Speaker's Committee. 2012-2013, 2014-2015  
Member of Economics Department Undergraduate Program Committee. 2014-2015  
Member of Lindner College of Business Teaching Committee. 2014-2015  
Member of Community Advisory Panel for HealthPath Foundation of Ohio. 2014-2015  
Member of Hamilton County Community Development Advisory Committee. 2014-2017  
Board Member. Association for University Business and Economic Research (AUBER). 2014-2015  
Harvard Case Method Teaching Seminar Part I. 2015  
Harvard Case Method Teaching Seminar Part II. 2015  
Textbook Reviewer for Econometrics by Colin Cameron. 2015  
City of Cincinnati Economic Incentive Policy Steering Committee. 2015-2016  
Article written for The Conversation. "Why the World Still Needs Nonprofits?" 2015.

## **MEDIA ACTIVITIES**

### **Print Interviews.**

*Al Jazeera America.* November 2015.  
*Bucyrus Telegraph Forum.* November 2014.  
*Cincinnati Enquirer.* March 2016, January 2016, November 2015, September 2015, August 2015, July 2015, November 2014, January 2014, November 2013, May 2013, January 2013.  
*Cincinnati Business Courier.* April 2015. May 2013.  
*Cincinnati CityBeat.* January 2014, May 2013, April 2013, March 2013.  
*Cleveland.com.* November 2014.  
*Columbus Business First.* December 2014.  
*Computersworld.* March 2016.  
*Dayton Daily News.* November 2015  
*Hamilton Journal-News.* January 2016, May 2015, March 2015, December 2014, September 2014, October 2013, September 2013, February 2013.  
*Midwest Energy News.* February 2014.  
*The News Record.* November 2013.  
*WCPO.* May 2015, February 2015, September 2014, January 2014.  
*WLWT.* November 2014.  
*Youngstown Indicator.* November 2014.

## **Presentations.**

“Nonprofits and Executive Compensation.” Ohio State Bar Association. March 2016.

“Standards for Economic Development Incentives.” OEDA Annual Summit. October 2015.

“School Enrollment Forecasting.” AUBER Annual Fall Conference. October 2015.

“Cincinnati Budget Forecast.” City of Cincinnati Finance Subcommittee. April 2015.

“Governor Kasich’s Budget Proposal.” Alpaugh Scholars Program. April 2015.

“Economic Outlook.” Alpaugh Scholars Program. December 2014.

“Real Estate Economic Outlook.” Keller Williams. November 2014

“A Regional Economic Outlook.” TriState Association for Corporate Renewal. October 2014.

“A Business Relocation Tool.” AUBER Annual Fall Conference. October 2014.

“Hospitals and Economic Development: Where Business Development & Government Relations Meet.” Ohio Hospital Association Annual Meeting. June 2014.

“The Benefits of High Quality Early Childhood Learning.” Hamilton County Summit on Kindergarten Readiness. February 2014.

“Economic Value of Signage.” National Signage Foundation Annual Conference. October 2013.

“How Feasible are Hiring Goals for EEO Protected Workers: A New Approach to Utilization Analysis.” AUBER Annual Fall Conference. October 2013.

“Exports in an Uncertain World.” Keynote Speaker for Export University. April 2013.

“How Much is a Teacher Worth?” 3<sup>rd</sup> Annual Financial Education Conference. April 2013.

“February’s Cincinnati PMI Report.” Institute for Supply Management-Cincinnati. April 2013.

“How our Region’s Economy is Outpacing the Nation.” TriState Association for Corporate Renewal. February 2013.

“Demographic Trends in Cincinnati.” Urban Land Institute Cincinnati. November 2012.

“Dynamics of the Labor Market.” Cincinnati North Chapter of Institute of Management Accountants. September 2012.

## **TV Interviews.**

“Economics of Leap Year.” WCPO Channel 9 News. February 2016.

“Holiday Retail Sales.” WLWT Channel 5. January 2016.

“Economic History of Cincinnati’s All-Star Games.” Fox Sports Ohio. July 2015.

“Governor Kasich’s Budget Proposal.” WLWT Channel 5. January 2015.

“Economic Impact of Film Industry.” WCPO Channel 9 News. November 2014.

“Newsmakers.” Local 12 Cincinnati. November 2013.

“US Bank Business Watch.” Local 12 Cincinnati. May 2013.

“Restaurants Competing for your Dining Dollar.” WCPO Channel 9 News. March 2013.

“Local Impact of Immigration Discussed.” WCPO Channel 9 News. January 2013.

## **Radio Interviews.**

“Holiday Retail Sales.” Ann Thompson. WVXU 91.7. November 2014.

“Graduating in a Recession.” Amy Hansen. Ohio Public Radio. July 2014.

“Dayton Holiday Sales Forecast Gloomy.” Lewis Wallace. WYSO Radio in Dayton. November 2013.

“Ohio’s Economy Gets International Attention.” Tom Borgerding. WOSU Radio in Columbus. January 2013.

## **Community Newsletters.**

“A New Way to Think about your Labor Market Area.” The Center for Local Government. November 2012.

## **Discussion Panels.**

“Regional Economic Outlook.” Panelist. Regional Economic Development Initiative (REDI). October 2014.

“How will Ohio’s new budget bill affect school districts in Southwest Ohio?” Host. Economics Center. August 2013.

“Effects of the Great Recession.” Panelist. *Good People* production by the Ensemble Theatre. September 2012.

## **Expert Testimony.**

“Commentary on Ohio LSC’s Fiscal Note and Local Impact.” The Ohio Senate. February 2014.

“Commentary on Proposed Energy Efficiency Standards.” The Ohio Senate and the Ohio House of Representatives. February 2014.

Testimony for Additional Taxicab Licenses. Cincinnati Public Vehicle Office. December 2013.

## **CONTRACT RESEARCH (Role: Principal Investigator or Director of Research).**

Labor Market Analysis. Clermont County Chamber of Commerce (2012).

Community Health Needs Assessment. BKD (2012).

Effects of a Sales Tax Holiday. Focus on Ohio’s Future (2012).

Ohio Holiday Sales Forecast. Focus on Ohio’s Future (2012).

Loss of State Alcohol Excise Taxes due to Online Sales. Focus on Ohio’s Future (2012).

Lakota School District Wage Analysis. Executive Service Corps of Cincinnati (2012).

Economic Impact on Covington of Proposed I-75 Bridge. City of Covington (2012).

Program Evaluation of Teacher Evaluation Training. Hamilton County ESC (2012 – 2013).

Program Evaluation for Financial Education Training. United Way (2012 – 2014).

Manufacturing Survey and Forecast. Institute for Supply Chain Management (2012 – Present).

Diversity Utilization Analysis. TriHealth (2013).

Strategic Project Analysis. The Health Foundation (2013).

Economic Analysis of Signage. The Signage Foundation (2013).

Economic Impact of Cargo Expansion. CVG Airport (2013).

Economic Impact of Cincinnati Children's Hospital. Cincinnati Children's Hospital (2013).

Return on Investment and Economic Impact Analysis. Cincinnati State (2013).

Economic Impact of the Cincinnati Zoo. Cincinnati Zoo (2013).

Return on Investment and Economic Impact Analysis. University of Cincinnati (2013).

Predictive Modeling. Medical Recovery Systems Incorporated, MRSI (2013).

Evaluation of Ohio Sales Tax Reform. The Steiner Strategy Group (2013).

Economic Impact of GCHC. Greater Cincinnati Health Council (2013).

Peer Benchmarking Analysis for METRO. SORTA (2013).

Return on Investment Analysis and Program Evaluation. Cincinnati Works (2013).

Community Benefits of Parks. The City of Blue Ash (2013).

Eastern Corridor Transportation Benefits Review. Hamilton County (2013).

Economic Impact of Legal Industry in Ohio. Ohio State Bar Association (2013).

Income Tax Forecast. City of Cincinnati (2013).

Ohio Holiday Sales Forecast. Focus on Ohio's Future (2013).

Expert Testimony. West Side Cab (2013).

Evaluation of Renter's Equity Program. Cornerstone (2013).

Market Analysis of Price Hill. Port Authority of Greater Cincinnati (2013-2014).

Economic Impact of Cincinnati Museum Center. Cincinnati Museum Center (2013-2014).

Economic Benefits of Universal Access to Preschool. Strive Network and United Way (2013-2014).

Expert Testimony on SB 58. Industrial Energy Users-Ohio (2014).

Chamber Growth Report. Cincinnati Chamber of Commerce (2014).

Expert Testimony on SB 243. Focus on Ohio's Future (2014).

Economic Impact of UC Health. UC Health (2014).

Program Evaluation of Learning Re-engineered. Hamilton County Educational Service Center and the State of Ohio (2014).

The Economic Impact of a New Highway Interchange. Uptown Consortium (2014).

Benchmarking of State Health Care Data. Health Policy Institute of Ohio (2014).

Economic Analysis of Premature Birth. Cradle Cincinnati (2014).

Peer Benchmarking Analysis for METRO. SORTA (2014).

Job Outlook Projections by Gender. Greater Cincinnati Foundation Women's Fund (2014).

General Revenue Fund Forecast. City of Cincinnati (2014).

Economic Impact of UC College-Conservatory of Music. UC-CCM (2014).

Ohio Holiday Sales Forecast. Focus on Ohio's Future (2014).

Economic Impact of Northern Lights District. City of Sharonville (2014).

Economic Benefits of Historic Preservation. State of West Virginia (2014).

Program Evaluation of Financial Literacy App and Curriculum. US Department of Treasury (2014).

School Enrollment Forecast. Loveland School District (2015).

Economic Impact of the Cincinnati Uptown Region. Uptown Consortium (2015).  
Market Analysis of Kingswood Park. Deerfield Township (2015).  
Benefit-Cost Analysis of Wasson Way Bike Trail. Wasson Way (2015).  
Economic Impact of METRO. Vehr Communications (2015).  
Collective Impact of Hamilton County Human Services Chamber. HCHSC (2015).  
Economic Impact of Aronoff Center for the Arts. Cincinnati Arts Association (2015).  
Economic Impact of Cincinnati Brewing Heritage Trail. Over the Rhine Urban Redevelopment Corporation (2015).  
Multiunit Housing Analysis. Deerfield Township (2015).  
Economic Impact of Oakley Station. Al. Neyer (2015).  
Benefit-Cost Analysis of Elmore Connector Bridge. City of Cincinnati (2015).  
Economic Impact of Candle-Lite. Candle-Lite (2015).  
Ohio Holiday Sales Forecast. Focus on Ohio's Future (2015).

Updated 18 April 2016.