

James M. Sallee

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CURRENT EMPLOYMENT AND AFFILIATIONS

Professor, Economic Analysis & Policy Group Haas School of Business University of California, Berkeley	2024—present
Professor, Department of Agricultural and Resource Economics University of California, Berkeley - Previously Associate Professor and Assistant Professor	2023—present 2019—2023 2015—2019
Amazon Scholar, Amazon.com, Inc.	2022—present
Research Associate, National Bureau of Economic Research Public Economics and Energy and Environmental Economics Programs - Previously Faculty Research Fellow	2019—present 2010—2019
Research Associate, Energy Institute at Haas Faculty Affiliate, E2e Program Faculty Affiliate, Institute for Research on Labor and Employment	2016—present 2014—present 2016—present

PAST EMPLOYMENT

Assistant Professor, Harris School of Public Policy Studies University of Chicago	2008—2015
Visiting Researcher, University of California Energy Institute	2010

EDUCATION

University of Michigan, Ph.D. in Economics (2008)
University of Michigan, M.A. in Economics (2005)
Macalester College, B.A. in Economics and Political Science, <i>Summa Cum Laude</i> , ΦBK (2001)

SELECTED PROFESSIONAL SERVICE

Co-Director, Master of Climate Solutions, UC Berkeley (2021-2025)
Faculty Director, MBA/MCS Concurrent Degree Program, UC Berkeley (2025-present)
Member, National Academy of Sciences Committee to Review Methods for Setting Building and Equipment Performance Standard (2019-2021)

PUBLISHED ACADEMIC ARTICLES (peer reviewed unless otherwise noted)

26. "The Trouble with Green Subsidies" *National Tax Journal*, Vol. 78(1) (March 2025), pp. 171-199.
25. "Retiring Old Capital to Foster Decarbonization" *Entrepreneurship and Innovation Policy and the Economy*, Vol. 3 (May 2024), pp. 115-138.
24. "Regulating Untaxable Externalities: Are Vehicle Air Pollution Standards Effective and Efficient?" (with Mark Jacobsen, Joseph Shapiro and Arthur van Benthem) *Quarterly Journal of Economics*. Vol. 138(3), (August 2023), pp. 1907-1976.
23. "Who Benefits When Firms Game Corrective Policies?" (with Mathias Reynaert) *American Economic Journal: Economic Policy*. Vol 13 (2021), pp. 372-412.
22. "The Use of Regression Statistics to Analyze Imperfect Pricing Policies" (with Mark R. Jacobsen, Christopher R. Knittel and Arthur van Benthem) *Journal of Political Economy* (May 2020), pp. 1826-1876.
21. "Should Electric Vehicle Drivers Pay a Mileage Tax?" (with Lucas Davis) *Energy Policy and the Economy* v. 1, Editors Matthew Kotchen, James Stock and Catherine Wolfram, NBER: University of Chicago Press (2020), pp. 65-94. (Not Peer Reviewed)
20. "Flawed Analyses of U.S. Auto Fuel Economy Standards" (with Antonio Bento, Kenneth Gillingham, Mark Jacobsen, Christopher Knittel, Benjamin Leard, Joshua Linn, Virginia McConnell, David Rapson, Arthur van Benthem, and Kate Whitefoot) *Science* vol. 362, issue 6419 (December 2018), pp. 1119-1121.
19. "The Economics of Attribute-Based Regulation: Theory and Evidence from Fuel-Economy Standards" (with Koichiro Ito) *Review of Economics and Statistics* 100, May 2018, pp. 319-336.
18. "Tax Incidence with Endogenous Quality and Costly Bargaining: Theory and Evidence from Hybrid Vehicle Sales" (with Sumeet Gulati and Carol McAusland) *Journal of Public Economics* 155, November 2017, pp. 93-107.
17. "Disparities in Complex Price Negotiations: The Role of Consumer Age and Gender" (with Ambarish Chandra and Sumeet Gulati). *Journal of Industrial Economics* 64(2), June 2017, pp. 235-74.
16. "Do Consumers Recognize the Value of Fuel Economy? Evidence from Used Car Prices and Gasoline Price Fluctuations" (with Sarah West and Wei Fan) *Journal of Public Economics* 134, March 2016, pp. 61-73.
15. "Designing Policies to Make Cars Greener: A Review of the Literature" (with Soren T. Anderson) *Annual Review of Resource Economics* 8, 2016, 157-80.

14. "The Intergenerational Transmission of Automobile Brand Preferences: Empirical Evidence and Implications for Firm Strategy" (with Soren T. Anderson, Ryan Kellogg and Ashley Langer) *Journal of Industrial Economics*, 63(4), December 2015, pp. 763-793.
13. "New Evidence on Taxes and the Timing of Birth" (with Sara LaLumia and Nicholas Turner) *American Economic Journal: Economic Policy*, 7(2), May 2015, pp. 258-293.
12. "Rational Inattention and Energy Efficiency" *Journal of Law and Economics*, 57(3), August 2014, pp. 781-820.
11. "What Do Consumers Believe About Future Gasoline Prices? (with Soren T. Anderson and Ryan Kellogg) *Journal of Environmental Economics and Management*, 66(3), November 2013, pp. 383-403.
10. "The Value of Honesty: Empirical Estimates from the Case of the Missing Children" (with Sara LaLumia) *International Tax and Public Finance*, 20(2), April 2013, pp. 192-224.
9. "Car Notches: Strategic Automaker Responses to Fuel Economy Policy" (with Joel Slemrod) *Journal of Public Economics*, 96(11-12), December 2012, pp. 981-999.
*Awarded the 2015 Atkinson Award (Best Paper in the *Journal of Public Economics* 2012-4)
8. "Financial Reporting, Tax, and Real Decisions: Toward a Unifying Framework" (with Douglas A. Shackelford and Joel Slemrod), *International Tax and Public Finance*, 18(4), August 2011, pp. 461-494.
7. "Using Loopholes to Reveal the Marginal Cost of Regulation: The Case of Fuel-Economy Standards" (with Soren T. Anderson) *American Economic Review* 101(4), June 2011, pp. 1375-1409.
6. "The Surprising Incidence of Tax Credits for the Toyota Prius" *American Economic Journal: Economic Policy*, 3(2), May 2011, pp. 189-219.
5. "Forecasting Gasoline Prices Using Consumer Surveys" (with Soren T. Anderson, Ryan Kellogg and Richard M. Curtin) *American Economic Review Papers & Proceedings* 101(3), May 2011, pp. 110-114. (Not Peer Reviewed)
4. "Fuel Economy Standards: Impacts, Efficiency, and Alternatives" (with Soren Anderson, Carolyn Fischer and Ian Parry), *Review of Environmental Economics and Policy*, 5(1), Winter 2011, pp. 89-108.
3. "The Taxation of Fuel Economy" *Tax Policy and the Economy* v. 25, Editor Jeffrey R. Brown, NBER: University of Chicago Press, 2011, pp. 1-38. (Not Peer Reviewed)
2. "A Cautionary Tale About the Use of Administrative Data: Evidence from Age of Marriage Laws" (with Rebecca M. Blank and Kerwin Kofi Charles), *American Economic Journal: Applied Microeconomics*, 1(2), April 2009, pp. 128 - 149.

1. “On the Optimal Allocation of Students and Resources in a System of Higher Education” (with Alexandra M. Resch and Paul N. Courant) *The B.E. Journal of Economic Analysis & Policy* (Advances Tier), 8(1), Article 11.

PUBLISHED POLICY REPORTS

3. “Paying for Electricity in California: How Residential Rate Design Impacts Equity and Electrification” (with Severin Borenstein and Meredith Fowlie) Next 10 Foundation, September 2022, <https://www.next10.org/publications/electricity-rates-2>
2. “Can Targeted Transfers Foster Equity in Congestion Pricing Programs?” (with Matthew Tarduno), University of California Institute for Transportation Studies, August 2022, <https://escholarship.org/uc/item/7r64t085>
1. “Designing Electricity Rates for an Equitable Energy Transition” (with Severin Borenstein and Meredith Fowlie), February 2021, <https://www.next10.org/publications/electricity-rates>

WORKING PAPERS

“The Efficiency of Dynamic Electricity Pricing Schemes” (with Andrew Hinchberger, Mark Jacobsen, Christopher Knittel and Arthur van Benthem) *Revise and Resubmit, American Economic Journal: Economic Policy*

“Pigou Creates Losers: On the Implausibility of Pareto Improvements from Pigouvian Taxation” (current draft, September 2022)

SELECTED WORK IN PROGRESS

“Who Will Pay for the Energy Transition? Affordability, Efficiency, and Energy Price Regulation” (with Severin Borenstein and Meredith Fowlie)

“The Potential of and Problems with Carbon Markets in US Agriculture” (with Connor Jackson)

“Policy Design with an Inequality Constraint” (with Matthew Tarduno)

AWARDS AND HONORS

Cheit Award for Excellence in Teaching (2023 Executive MBA)
Excellence in Advising Award: Outstanding Faculty Advisor (2018)
Club Six (2017, 2019, 2020, 2021 recognition for high teaching scores, Haas MBA)
Hellman Family Faculty Fund Award (2017)
UC Regents’ Junior Faculty Fellowship (2016)
Atkinson Award (2015, for best Paper in the *Journal of Public Economics* between 2012-2014)
Best Teacher in a Core Course, The Harris School (2012, 2013)
John V. Krutilla Research Award from Resources for the Future (2009 - 2010)
National Tax Association Dissertation Award (2008)
National Science Foundation Graduate Research Fellowship (awarded 2003)

Population Studies Center Trainee Fellowship, University of Michigan (2003-2008)

LARGE GRANTS (more than \$100,000)

USDA (*Economic Efficiency and Policy Design Challenges of Carbon Markets in US Agriculture 2023-2026*)

California Air Resources Board (*Achieving a Zero Emission Truck Fleet 2022-2024*, with Mark Jacobsen)

National Science Foundation (*Regulating Untaxable Externalities: Are Vehicle Air Pollution Standards Effective and Efficient?*, 2021-2024, SES 2117158, with Mark Jacobsen, Joseph Shapiro and Arthur van Benthem)

Next 10 Foundation (*Why are High Electricity Prices a Problem for Climate Change? 2019-2021*)

Institute for Transportation Research, UC Berkeley (*Can Targeted Rebates Foster Equity in Congestion Pricing Schemes? 2019-2020*)

Sloan Foundation (*Heterogeneity, Equity and Energy Policy 2017-8*)

SMALL GRANTS (less than \$100,000)

Giannini Foundation (*Livestock Methane: A Better Form of Greenhouse Gas Offsets? 2022-2023*)

EPA and Resources for the Future Grant on Retrospective Analysis of Federal Environmental

Regulation (*Regulating Untaxable Externalities: Are Vehicle Air Pollution Standards Effective and Efficient?*, 2021, with Mark Jacobsen, Joseph Shapiro and Arthur van Benthem)

NBER Economics of Transportation in the 21st Century Grant (*Regulating Untaxable Externalities: Are Vehicle Air Pollution Standards Effective and Efficient?*, 2020-2021, with Mark Jacobsen, Joseph Shapiro and Arthur van Benthem)

Giannini Foundation (*Evaluating Optimal and Second-Best Nitrogen Regulations in California Agriculture with Biogeochemical Simulations 2020-2021*)

Giannini Foundation (*An Optimal Tax Approach to Policy Problems in California Agriculture, 2019-2020*)

France-Berkeley Fund Award (2016)

W.E. Upjohn Institute Early Career Research Grant (2012, with Reed Walker)

TEACHING

University of California, Berkeley

Environmental and Resource Economics, ARE 261 (PhD)

Empirical Energy and Environmental Economics, ARE 264 (PhD)

Environmental Economics, EEP 101/ECON 125 (Undergraduate)

Economic Analysis for Business Decisions (Core micro for MBAs), MBA201A

University of Chicago (all for MPP students)

Policy Approaches to Mitigating Climate Change

Topics in U.S. Tax Policy

Empirical Methods in Policy Analysis II

Science, Technology and Policy

REFEREE

Editorial Advisory Board Member (2024-) *National Tax Journal*
Editorial Board Member (2021-) *Review of Environmental Economics and Performance*
Editorial Council Member (2014-2023) *Journal of the Association of Environment and Resource Economists*

American Economic Review, Journal of Political Economy, Quarterly Journal of Economics, Econometrica, American Economic Review: Insights, Journal of Public Economics, American Economic Journal: Economic Policy, American Economic Journal: Applied Economics, Review of Economics and Statistics, RAND Journal of Economics, Journal of Environmental Economics and Management, National Tax Journal, Journal of the Association of Environment and Resource Economists, Journal of Labor Economics, International Economic Review, European Economic Review, International Tax and Public Finance, Journal of Law & Economics, Economic Journal, Energy Journal, Canadian Journal of Economics, Nature, B.E. Journal of Economic Analysis & Policy, Economic Inquiry, Journal of Human Resources, Economic Letters, Energy Economics, Environmental and Resource Economics, Journal of Urban Economics, Journal of Policy Analysis and Management, Transportation Research Part A, Journal of Population Economics, Environmental Policy and Governance, Scottish Journal of Political Economy **Grants:** National Science Foundation, European Science Foundation, Sloan Foundation, Smith Richardson Foundation, Time-Sharing Experiments for the Social Sciences

SELECTED PRESENTATIONS

Invited 2025: Tulane University **2024:** University of California, San Diego **2023:** Michigan University, MIT, University of Wisconsin, University of Chicago, Environmental Defense Fund **2022:** Zurich, Northwestern (Kellogg), Queensland University **2021:** Claremont McKenna College, UC Davis, Hong Kong University of Science and Technology **2020:** Brown University, Congressional Budget Office, **2018:** Berkeley (Transportation Research Institute) **2017:** Toulouse School of Economics, UC Santa Cruz (Economics) **2016:** Berkeley (Economics), UC Davis (ARE), Texas A&M (Economics), FGV Rio de Janeiro (Economics), Resources for the Future, Arizona State **2015:** LSE (Economics), Berkeley (Goldman), UCLA (Luskin), Colorado School of Mines (Economics), Universidad de Chile (Business School), Pontificia Universidad Catolica de Chile (Economics) **2014:** Michigan (Ross), Berkeley (ARE), University of Pennsylvania (Wharton), Berkeley (POWER Conference), Yale (FES), Illinois (Economics), National Tax Association Spring Symposium, Federal Trade Commission, EPA, University of Leuven (Economics), Universidad de Chile (Business School), Pontificia Universidad Catolica de Chile (Economics) **2013:** Georgetown (Economics), Illinois (Economics), Wisconsin (Economics) **2012:** Maryland (Economics), Northwestern (Law), Universidad de Chile (Business School), Oxford (Business School); **2011:** Columbia (Economics), Maryland (AREC), Syracuse (Maxwell), Illinois (Finance), Ohio State (Economics), Illinois (Sustainability Center), NYU (Law conference), University of Illinois at Chicago (Sustainability workshop), Treasury, EPA, Resources for the Future (Conference); **2010:** MIT (Economics), Yale (FES), Berkeley (ARE), Berkeley (UCEI), NBER Tax Policy and the Economy, University of Chile; **2009:** Cornell (Economics), Minnesota (Applied Economics), North Carolina State University (Economics), Berkeley (POWER Conference), University of Illinois at Chicago (Economics), Macalester College (Economics); **2008:** Resources for the Future, University of Chicago (Harris), University of Pennsylvania (Wharton), University of British Columbia (Economics), University of Kentucky

(Martin/Economics), University of Indiana (SPEA), University of California, Irvine (Economics), Treasury, Ford Motor Company

Conference 2023: National Tax Association Annual Meetings, NBER Entrepreneurship and Innovation Policy and the Economy **2022:** Resources for the Future, Heartland Environmental and Resource Economics **2019:** NBER Energy and Environmental Economics (Spring), Association of Environmental and Resource Economics, NBER conference on Economics of Autonomous and Electric Vehicles **2018:** ASSA (AEA), Heartland Environmental and Resource Economics, National Tax Association **2017:** National Tax Association, ASSA (AEA) **2016:** NBER EEE Summer Institute, Stanford Institute for Theoretical Economics, National Tax Association, Heartland Environmental and Resource Economics **2015:** NBER EEE **2014:** ASSA (AEA and AERE), NBER EEE, NBER Public Economics, Oxford Tax Systems Conference, Michigan Tax Invitational **2012:** NBER Public Economics, National Tax Association, Michigan Tax Invitational **2011:** National Tax Association, ASSA, Association of Environmental and Resource Economics, International Institute of Public Finance, University of California Energy Institute; **2010:** NBER Public Economics, Iowa State Bioenergy Camp; **2009:** ASSA, National Tax Association, Heartland Environmental and Resource Economics; **2008:** APPAM, National Tax Association; **2007:** NBER Summer Institute (EEE), National Tax Association, APPAM

ADVISING (included if I was a dissertation committee member, first position listed)

Mathias Reynaert (2015, University of Leuven), Toulouse School of Economics
Yi Sun (2017), Boston Consulting Group
Michelle Davies (2017), University of Chicago Lectureship
James Gillan (2018), Amazon
Deirdre Sutula (2018), Government Accountability Office
Lan (Ellen) Lin (2019), Amazon
David McLaughlin (Co-chair 2020), Environmental Defense Fund
Karl W. Dunkle-Werner (Chair, 2021), US Treasury
Gabriel Englander (2021), World Bank
Andrew Hultgren (2021), University of Chicago Postdoc, University of Illinois
Scott Kaplan (Co-chair, 2021), US Naval Academy
Peiley Lau (Chair, 2021), US Environmental Protection Agency
Jesse Buchsbaum (2022), University of Chicago Postdoc, Resources for the Future
Yulei (Shelley) He (Chair, 2022), Amazon
James Sears (2022), Michigan State
Alexey Sinyashin (2022), Charles River Associates
Matthew Tarduno (Chair, 2022), Harvard Postdoc, University of Illinois at Chicago
Derek Wolfson (Chair, 2022), Ironcloud Metalworks
Jenya Kahn-Lang (2023), Resources for the Future
Marshall Blundell (Chair, 2023), Demand Side Analytics
Leila Safavi (2024), NYU Postdoc, Pomona College
Connor Jackson (Chair, 2025), UAW