

# Scott Kaplan

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## Employment

From 2021 **Assistant Professor of Economics**, United States Naval Academy

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## Education

- 2021 **Ph.D.**, *Agricultural and Resource Economics*, University of California, Berkeley  
Dissertation committee: David Zilberman (Co-Chair), James Sallee (Co-Chair), Benjamin Handel, Sofia Villas-Boas
- 2017 **M.S.**, *Agricultural and Resource Economics*, University of California, Berkeley
- 2014 **B.S. (with honors)**, *Environmental Sciences; Environmental Economics and Policy*, University of California, Berkeley

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## Research

### Refereed publications

- 2023 **Estimating worldwide benefits from improved bananas resistant to Fusarium Wilt Tropical Race 4**,  
*Journal of the Agricultural and Applied Economics Association*, Early Access, 2023. (with Felipe de Figueredo Silva, Freddy Magdama, Matthew D. Potts, Ramon Leonardo Espinel Martinez, and David Zilberman)
- 2022 **Putting a Price on Popularity: Evidence from Superstars in the National Basketball Association**,  
*Economic Inquiry* 60 (3), 1357-81, 2022.
- 2021 **The Impact of Policy Timing on the Spread of COVID-19**,  
*Infectious Disease Modeling*, 6, 942-54, 2021. (with Moshe Elitzur, Zeljko Ivezic, and David Zilberman)  
**The political economy of COVID-19**,  
*Applied Economic Perspectives and Policy*, 44 (1), 477-88, 2021. (with David Zilberman and Jacob Lefler)
- 2020 **Higher Sugar-Sweetened Beverage Retail Prices After Taxation in Oakland and San Francisco**,  
*American Journal of Public Health*, 110 (7), 1017-23, 2020. (with Jennifer Falbe, Matthew Lee, Nadia Rojas, Alberto Ortega Hinojosa, and Kristine Madsen)  
**Willingness to Pay vs. Willingness to Vote: Consumer and Voter Avoidance of Genetically Modified Foods**,  
*American Journal of Agricultural Economics*, 102 (2), 505-24, 2020. (with David Zilberman and Gina Waterfield)  
**Hindered Growth**,  
*Journal of Economic Dynamics and Control*, 111: 103807, 2020. (with Moshe Elitzur and David Zilberman)

- Recycling policies, behavior and convenience: Survey evidence from the CalRecycle program**, *Applied Economic Perspectives and Policy*, 43 (2), 641-58, 2020. (with Peter Berck, Gabriel Englander, Samantha Gold, Shelley He, Janet Horsager, Molly Sears, Andrew Stevens, Carly Trachtman, Rebecca Taylor, and Sofia Villas-Boas)
- 2019 **Soda Wars: The Effect of a Soda Tax Election on University Beverage Sales**, *Economic Inquiry*, 57 (3), 1480-96, 2019. (with Rebecca Taylor, Sofia Villas-Boas and Kevin Jung)
- The Future of Autonomous Vehicles: Lessons from the Literature on Technology Adoption**, *Applied Economic Perspectives and Policy*, 41 (4), 583-97, 2019. (with Ben Gordon, Feras El-Zarwi, Joan Walker, and David Zilberman)
- 2018 **The Political Economy of Labeling**, *Food Policy*, 78, 6-13, 2018. (with Ben Gordon and David Zilberman)
- 2015\* **The Loss from Underutilizing GM Technologies**, *Agbioforum*, 18 (3), 312-19, 2015. (with Justus Wesseler and David Zilberman)
- The Political Economy of Biotechnology**, *German Journal of Agricultural Economics*, 64 (2), 212-23, 2015. (with Gregory Graff, Gal Hochman, and David Zilberman)
- 2014\* **Biotechnology and Food Security**, *Journal of International Affairs*, 67 (2), 91-107, 2014. (with Geoffrey Barrows, Eunice Kim, Steven Sexton, and David Zilberman)
- 2013\* **Continents Divided: Understanding Differences on GM Acceptance between Europe and North America**, *GM Crops and Food: Biotechnology in Agriculture and the Food Chain*, 4 (3), 1-7, 2013. (with Gregory Graff, Gal Hochman, Eunice Kim, and David Zilberman)
- Technology and the Future Bioeconomy**, *Agricultural Economics*, 44 (s1), 95-102, 2013. (with Eunice Kim, Sam Kirschner, Jeanne Reeves, and David Zilberman)
- 2012\* **Biofuel and Food-Commodity Prices**, *Agriculture*, 2 (3), 272-81, 2012. (with Gal Hochman, Deepak Rajagopal, and David Zilberman)

\*Pre-Graduate School

## Working papers

### **Leveling the paying field: The distributional impact of salary caps on player compensation**

How does a salary cap impact (i) superstar compensation and (ii) the distribution of player compensation across a league? Using ticket price data from the NBA, I estimate player market values based on observed talent and compare them to their observed salaries. First, I find that players receive a significantly smaller share of league revenues than the sum of their market values. Next, the ratio of actual to expected salary is 1-21% for the most talented players, primarily resulting from a maximum contract threshold. This results in the top 20th percentile of talented players subsidizing the bottom 80%. The findings have important implications for the structure of compensation in professional sports leagues as well as bargaining among players and between players and team governors.

## Works in progress

**Entertainment Demand from Expectations** (with Oskar Zorrilla. *Previously circulated under the title "Entertainment Utility from Skill and Thrill."*)

**The impact of sugar-sweetened beverage taxes on consumption: evidence from a multi-city synthetic control approach** (with Justin White, Sanjay Basu, Kristine Madsen, Dean Schillinger, and Sofia Villas-Boas)

**Association of the Oakland and San Francisco sugar-sweetened beverage taxes with beverage sales and health and cost outcomes** (with Justin White, Sanjay Basu, Kristine Madsen, Dean Schillinger, and Sofia Villas-Boas)

**Welfare impact of adopting a high-yield cocoa tree in West African countries** (with Felipe de Figueredo Silva, Hamza Husain, Matthew D. Potts, and David Zilberman)

**Are consumers willing to pay to avoid price uncertainty? Evidence from the vehicle leasing market** (with Andy Hultgren and Derek Wolfson)

**Environmental regulation, market structure, and intellectual property** (with David Zilberman)

### Research presentations

- 2023 American Economic Association Annual Meeting
- 2022 Southern Economic Association Annual Meeting (x3)
- 2021 United States Naval Academy
- 2020 Auburn University; NYU Stern Marketing Seminar; UC Berkeley Haas School of Business Marketing Seminar Series; UC Berkeley IO Seminar Series; North American Association of Sports Economics (NAASE) Annual Meeting; Reading University ROSES Seminar in Sports Economics
- 2019 Agricultural and Applied Economics Association (AAEA) Annual Meeting; BERCKonomics Memorial Conference
- 2018 UC Berkeley Environmental and Resource Economics Seminar
- 2017 21st Annual International Consortium on Applied Bioeconomy Research; Tufts University Future of Food and Nutrition Conference
- 2016 Agricultural and Applied Economics Association (AAEA) Annual Meeting

\*Coauthor presentation †Scheduled

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## Teaching

- 2022 – **Senior Capstone**, Department of Economics (SE475, United States Naval Academy)
- 2021 – **Econometrics**, Department of Economics (SE445, United States Naval Academy)
- 2019 – 2021 **First Time Graduate Student Teaching Workshop**, Graduate Student Instructor Center (UC Berkeley)
- 2017 – 2020 **Economics "Summer Bootcamp" Lecturer**, Masters of Development Practice (UC Berkeley)
- 2018 **Introductory Applied Econometrics**, Environmental Economics & Policy (Env. Econ. 118, UC Berkeley)

### Teaching Assistant

- 2018 – 2020 **Economics of Sustainable Resource Development**, Masters of Development Practice (DEVP 222, UC Berkeley)

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## Undergraduate Advising

- 2023 **Ryan Hoffman**, *United States Naval Academy*
- 2022 **Haydn Tidball**, *United States Naval Academy*, "The Effect of a Suspension of Ridesharing Services on DUI Rates" (co-advisor with Karen Thierfelder)
- Ellie Kroskirty**, *UC Berkeley*, "Examining the Impact of Native American Welfare Policies on Socio-economic Well-Being: Evidence from the Indian Reorganization Act of 1934" (co-advisor with Sofia Villas-Boas)

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## Media

### Media publications

- 2019 **Preferences for GMOs: Do purchasing patterns differ from voting behavior?**, *ARE Update* (with Gina Waterfield and David Zilberman)
- Lessons from Berkeley's sugar-sweetened beverage election and tax**, *ARE Update* (with Rebecca Taylor and Sofia Villas-Boas)
- Did Zion's 'shoe explosion' actually impact Nike's value?**, *Fansided: Nylon Calculus*
- 2014 **The cost of delaying approval of Golden Rice**, *ARE Update* (with Justus Wesseler and David Zilberman)
- The political economy of biofuel**, *Choices* (with Gal Hochman, Eunice Kim, and David Zilberman)
- An overview of California's agricultural adaptation to climate change**, *ARE Update* (with David Zilberman)

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## Fellowships and prizes

- 2022 **Junior Naval Academy Research Council (NARC) Award**, United States Naval Academy (\$22,500)
- 2021 **Volgenau Fellowship**, United States Naval Academy (\$12,500)
- 2020 **Graduate Remote Instruction Innovation Fellowship**, UC Berkeley (\$4,000)
- 2019 **Sacheti Family Fellowship**, UC Berkeley (\$2,500)
- Sloan Sports Analytics Conference: Best Poster Winner**, MIT (\$500)
- 2016 – 2018 **National Science Foundation Data Science Fellowship**, UC Berkeley (\$52,000)
- 2015 **Honorable Mention, Quality of Communication Award (for "An Overview of California's Agricultural Adaptation to Climate Change")**, Agricultural and Applied Economics Association
- Earlier **Sponsored Program for Undergraduate Research (SPUR) Grant**, UC Berkeley (\$500)
- Leadership Scholarship**, UC Berkeley (\$2000)
- Horace Albright Memorial Scholarship**, UC Berkeley (\$2000)

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## Professional and University service

**Referee**, Journal of Policy Analysis and Management, Economic Inquiry, American Journal of Agricultural Economics, Agricultural Economics, Applied Economic Perspectives and Policy, International Journal of Sport Finance

**United States Naval Academy**, Economics Department Research Seminar Co-Chair (2022-23), Economics Department Awards Committee (2022)

**UC Berkeley**, Rausser College of Natural Resources Alumni Board Member (2017-22); Undergraduate Research Apprenticeship Program (URAP) Mentor (2017-20); Graduate Admissions Committee, Department of Agricultural and Resource Economics (2019); Giannini Foundation Agricultural and Resource Economics Student Conference Co-Organizer (2018)

**Miscellaneous**, Big Brothers and Sisters of America (BBSA) Big Brother (2020-21)

Updated February 25, 2023

