



Salvador Espinosa P.
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Summary of Qualifications	Scholar and consultant specializing in fiscal decentralization, public financial management and infrastructure finance. Extensive experience working with state and municipal governments in Mexico and the United States. Highly trained in quantitative and qualitative analytical methods with a solid background in economic theory. Proficient in applied statistics and research design methods. Bilingual
Areas of specialization	Public finances: fiscal federalism and decentralization; multi-level finances; local government financial administration (tax policy; budgeting and debt management); infrastructure finance Institutional development: Trans-border financial institutions and development; institutional analysis
Education	PhD in Public Affairs, 2008 Indiana University, Bloomington, USA Concentration: Public Finance, Public Policy Analysis and Political Science Dissertation: "On Revenues Sharing and Budgetary Behavior: Assessing the Determinants of Subnational Financial Behavior and their Impact on the Creation of a Decentralized Tax System in Mexico" Chair: Dr. John L. Mikesell MA in Public Affairs, 2000 Indiana University, Bloomington, USA Concentration: Public Financial Administration BA in Economics, 1995 Universidad Panamericana, Mexico
Professional Experience	San Diego State University School of Public Affairs Assistant Professor Teaching graduate level courses on public financial management, budget policy and administration, as well as undergraduate level course on fiscal and budget policy; and introduction to research techniques (undergraduate level) Independent Consultant (2005-present) Working with state and local governments on topics such as revenue forecasting, financial administration and institutional design. School of Public and Environmental Affairs, Indiana University, USA (2002-present) Assistant Instructor Courses taught: statistical techniques with applications to public policy; government budgets and finance; case studies in public policy City of Bloomington, IN (October 2001-July 2002) Budget Intern, Office of the City Controller <ul style="list-style-type: none">• Participated in the preparation of the FY2001 Comprehensive Annual Financial Report and Capital Improvement Plan, as well as the FY2003 Budget.• Conducted analysis of revenue for the City's Tax Increment Finance Districts (TIFs) and prepared a tax revenue tracking report

Indiana Fiscal Policy Institute, Indianapolis, IN (September 2000-April 2001)

Research Associate

- Lead researcher in a project aimed at assessing the impact of Medicaid on the finances of the state of Indiana

Center for the Study of Institutions, Population and Environmental Change
Indiana University (August 1998-May 2000)

Graduate Research Assistant

- Conducted research for the International Forestry Resources Institute (IFRI) project in municipalities located in rural areas of Mexico.
- Participated in the project “Human Dimensions of Global Change,” a study on land tenure in Guatemala.
- Assisted associate researchers and the Co-Director in the preparation of presentations and methodological designs to conduct research in Mexico

Government of the State of Guanajuato, Mexico (January 1996-July 1998)

Coordinator for Business and Economic Promotion

- Designed and implemented strategies to attract investments to the state. Worked in coordination with the State Ministry of Economic Development and the Guanajuato Trade Offices located in Chicago, Dallas and New York, targeting both small businesses and large corporations in the United States, Canada, and Europe
- Promoted trade and investment opportunities with representatives of foreign states and countries (for example, The Office of Trade and Investment of California, The Office of Investment of Valencia (Spain) and Cataluña (Spain), as well as various embassies)
- Coordinated and made presentations to potential investors about the characteristics of the industrial parks, labor force, and regulations, in order to stress the comparative advantages of the state.
- Established initial contact with potential investors, identified the basic requirements for their projects and prepared profiles for the Governor and Government Offices that could be involved in the negotiations.
- Participated in the design and implementation of the project “Development of the Automotive Sector in Guanajuato” (DESAG)

Ludwig Von Mises Institute, Mexico City (January 1995-December 1995)

Research assistant

- Participated in the preparation of the projects “Flat Tax: its Possible Implementation in Mexico”; “Economic Growth and Free Market in East Asian Countries” and “Entrepreneurial Alliance for North America”. Performed interviews and data analysis

Publications Espinosa, S. (*forthcoming*, 2011); “Money Sticks Where it Hits...But Every Time?” *Journal of Latin American Policy*.

Espinosa, S. (*forthcoming*, 2011); “Financing Border Environmental Infrastructure: Where are we? Where to go from here? SCERP Monograph Series

Espinosa, S. (2010); “Decentralization, Budgets and the Challenge of Intergovernmental Coordination: Lessons from Mexico” in Menifield, Charles, ed., *Comparative Budgeting: An Examination of Public Budgeting Around the Globe*, Johns and Bartlett Publishers

Work in Progress Espinosa, S. “Regulatory Harmonization and Border Infrastructure Development: A Research Agenda”

Espinosa, S. (with Joel Mojica); “ Sub-national Bond Market Development and the Challenge of Regulatory Harmonization: A Review of key U.S. and Mexican Securities Regulations”

Conference papers	<p>Espinosa, Salvador (2009), "Security, Competitiveness and Sustainable Development in the U.S.-Mexico Border: An Inventory of Government Institutions", Working paper presented at the Conference <i>The U.S.-Mexico Border: A Discussion of Subnational Policies</i>, Tempe, AZ. June 17-18, 2009.</p> <p>Espinosa, Salvador (2008); "Mexican flypaper: Money Sticks Where it Hits...but all the time? ". Paper presented at the Association for Budgeting and Financial Management Conference (Washington, DC; October 2007)</p> <p>Espinosa, Salvador (2007); "Can Fiscal Response Models be Applied Across the Board?" Paper presented at the Association for Budgeting and Financial Management Conference (Washington, DC; October 2007)</p> <p>Espinosa, Salvador (2006); "Modeling Subnational Budgetary Behavior in Decentralizing Transition Economies: Will the States be able to Respond? Paper presented at the 2006 Association for Budget and Financial Management Conference (ABFM), Atlanta, GA. October</p> <p>Espinosa, S. and Kayalar, D. (2006); "Towards Convergence of Development Interests and Regional Norms: Insights from Turkey-EU and Mexico-U.S. Relations" Paper presented at the 2006 International Studies Association (ISA) Conference. San Diego, CA</p>
Memberships	Affiliated Faculty. Workshop in Political Theory and Policy Analysis. Indiana University (www.iub.edu/~workshop).
Languages	Spanish (native speaker) and English (fluent)
Others	Enjoy participating in oratory events and outdoor activities; very interested in international affairs; avid reader of books on diplomacy, US-Mexican relationships and Mexican foreign policy
References	Furnished upon request