

FRANCISCO J PALLARES

EDUCATION

DOCTORATE- New Mexico State University Doctor of Economic Development	August 2012 –December 2015
MASTERS- University of Texas at El Paso Master of Science in Economics	June 2010 – May 2012
BACHELOR OF ARTS- University of Texas at El Paso Double Major: Economics & Philosophy	August 2006 – May 2010

PROFESSIONAL EXPERIENCE

City of Las Cruces Economic Development Department Las Cruces, NM	<u>Deputy Director</u> April 2020- Current
	<ul style="list-style-type: none">-Created workforce development programs for job seekers in the City of Las Cruces aimed to support vulnerable and displaced workers.-Oversight of Business Development initiatives and Economic Research in the City of Las Cruces-Coordinated efforts for the creation of a Business Retention and Expansion program in Las Cruces.-Established processes for the deployment of funds towards businesses affected due to the economic downturn of the pandemic.-Created partnerships with entities to establish programs for businesses to receive technical assistance and microloans.-Analyzed development proposals with economic/fiscal impact studies and real estate analysis of Tax Increment Districts, Metropolitan Redevelopment Areas, and Qualified Opportunity Zones.-Analyzed and presented primary survey data from businesses in the City of Las Cruces and the economic effects of COVID-19.-Estimated the City of Las Cruces gross receipts tax revenue forecasts associated to the pandemic of COVID-19.
	<u>Interim Deputy Director</u> March 2019- April 2020
	<ul style="list-style-type: none">- Assisted in the creation of strategies, research, and implementation efforts to do strategic industry analysis and an update of the Las Cruces Innovation and Industrial Park and in other areas of the City of Las Cruces.- Coordinated efforts and information with various City departments to improve operations, decrease turnaround times, streamline work processes, and work cooperatively and jointly to provide quality customer service for the businesses in Las Cruces.
	<u>City Economist</u> January 2018- April 2020
	<ul style="list-style-type: none">-Forecasting tax revenues, economic impact analysis, City economic analysis, cost-benefit analysis, presented at policy review committees, as well as City council presentations.

- Coordinated and participated in research, analysis, and interpretation of economic data used in developing statistical models, economic development strategies, and analyzing the quarterly economic performance of the City of Las Cruces.
- Developed, recommended, and implemented programs, processes, and procedures for the research, collection, tracking, and analysis of gross receipts tax revenue, property taxes, lease rates, and other sources of revenue for the City of Las Cruces.
- Researched companies and industries and responded to inquiries and requests from economic development stakeholders with regards to community, economic, statistical, financial, demographic, and other industry information for dissemination to potential clients.

New Mexico State University
Las Cruces, NM

College Professor August 2018- Current
- (Part-time) Responsible for teaching Principles of Macroeconomics, Principles of Microeconomics, and Money and Banking.

Visiting Assistant Professor January 2016- August 2017
- Responsible for teaching Principles of Macroeconomics, Money and Banking, and International Economics.

Instructor August 2012- December 2016
- Responsible for teaching Principles of Macroeconomics and Principles of Microeconomics.

Research Assistant August 2012- December 2015

- Lead author in investigation regarding economic development: U.S. state's industry volatility and diversification and their relationship with job creation.
- Co-author in investigation regarding economic development: retail trade as a possible vehicle of economic development for rural New Mexico.
- Co-author in the elaboration of an economic impact study for the construction of the Burrell College of Osteopathic Medicine.
- Assistant in the analysis, elaboration, and implementation of surveys aimed at describing immigration in New Mexico.

University of Texas Permian-Basin
Odessa, TX

Lecturer January 2018- August 2019
-Responsible for teaching Managerial Economics (online).
-Responsible for teaching Principles of Macroeconomics (online).

Austin Community College
Austin, TX

Associate Professor August 2017- January 2018
-Responsible for teaching Principles of Macroeconomics and Microeconomics.

Rio Grande Council of Governments
El Paso, TX

Economic Developer-Intern April 2014- September 2014

-Internship program to elaborate a strategic economic development plan for the City of Anthony, NM.

University of Texas at El Paso
El Paso, TX

Research Assistant August 2010- May 2012

-Monthly statistical analysis of prices (of multiple products) in the U.S.-Mexico border used to measure the Peso-to-Dollar parity.

-Collection, organization, updates of data related to the U.S.-Mexico border.

PEER REVIEWED PUBLICATIONS

-Richard V. Adkisson & Francisco J. Pallares. 2018. "Presidential Voting in the 2016 US Presidential Election: Impacts of the US–Mexico Border and Border Integration". *Journal of Borderlands Studies*

-Francisco J. Pallares & Richard V. Adkisson. 2017. "The Impact of Industrial Diversification on Employment Growth in the 50 US States: 2000-2013". *Economic Development Quarterly*, vol. 31(4), pages 275-284, September 2017

-Richard V. Adkisson & Francisco J. Pallares. 2016. "Retail Employment in Rural America: the Case of New Mexico". *Regional Science Policy and Practice*, vol. 8, numbers 1-2, pages 75-92. March-June 2016.

-Francisco J. Pallares & Adam G. Walke & Thomas M., 2014. "Are Online Pharmacy Prices Really Lower in Mexico?," *Asian Economic and Financial Review*, Asian Economic and Social Society, vol. 4(4), pages 416-431, April 2014.

-*Working Paper*- Thomas M. Fullerton & Francisco J. Pallares. "Exchange Rate Sell-Buy Spreads in a Northern Mexico Metropolitan Economy"- *Status: Submitted pending review on International Trade Journal*

-*Working Paper*- Carlos G. Silva & Francisco J. Pallares. "The Impact of the COVID-19 Pandemic on the Restaurant Industry in Arkansas"- *Status: working draft*

NON-PEER REVIEWED PUBLICATIONS/TECHNICAL REPORTS

-Cost-Benefit Analysis of the Construction of a 50-Meter Community Pool in Las Cruces, September 2018, Economic Development Department, City of Las Cruces.

-Economic Impact Study of the National Monument Designation of the Organ Mountains Desert Peaks, May 2018, Economic Development Department, City of Las Cruces.

-Quarterly Economic Outlook, City of Las Cruces, Q1 2018 through Q4 2019. City of Las Cruces Economic Development Department.

-Economic Impact Study for the Burrell College of Osteopathic Medicine, May 2014, Arrowhead Center/ New Mexico State University, with Dr. Kevin Boberg, Dr. Jim Peach, and Kristin Morehead.

-Improved Short-Term Outlook, Mexico Consensus Economic Forecast, 2nd Quarter 2011, University of Texas at El Paso, with Carlos Morales and Dr. Thomas Fullerton.

CONFERENCES

ASSA 2017 Annual Meeting

Attendee-Chicago, Illinois

January 2017

- Attendee of article presentations and professional networking.

Western Social Science Association

Presenter-San Francisco, California

April 2017

- Presentation of the working paper: "The Effects of Regional Exchange Rates and Retail Employment in the Paso del Norte Region".

Presenter-Reno, Nevada

April 2016

- Presentation of the working paper: "The Impact of Industrial Diversification on Employment Growth in the 50 U.S. States, 2000-2013".

Presenter-Portland, Oregon

April 2015

- Presentation of the published paper on "Rurality and Retail Trade in New Mexico".

HONORS

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- Co-recipient economics student of the year 2012 at the University of Texas at El Paso
 - Cum Laude Honors for the Bachelor of Arts.

ORGANIZATIONS

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- Member of the Western Social Science Association (WSSA) since 2015.
 - Member of the Rio Grande Economics Association (RGEA) from August 2010 to May 2012.

SKILLS

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- Computer skills: Eviews, STATA, R, Jobs EQ, Reference USA, REMI PI, IMPLAN, Arc GIS, Canvas, Blackboard, Peoplesoft, Banner, MS Word, Excel, Power-Point, and Access.
 - Languages: fully bilingual in Spanish and English; working knowledge in Italian.
 - Work eligibility: eligible to work in the U.S. with no restrictions.
 - Personal skills: proficient public speaker.
 - Professional skills: statistical analysis, public policy drafting, forecasting, econometric analysis, and linear regression.

PROFESSIONAL REFERENCES

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- Dr. Richard Adkisson
Professor of Economics
New Mexico State University
(575) 646-4988 radkisso@nmsu.edu
 - Dr. Victor Owusu-Nantwi
Assistant Teaching Professor of Economics and Finance
Pennsylvania State University, Hazleton
(570) 450-3152 vze3@psu.edu
 - Dr. Carlos Silva
Economist
University of Arkansas at Little Rock
(501) 907-5874 cgsilva@ualr.edu