

# DANIEL EHRLICH

deehrich@uchicago.edu – daniellehrlich.github.io – (617) 401-6575

<b>Placement Directors:</b>	Manasi Deshpande	mdeshpande@uchicago.edu	(773) 702-8260
	Evan Rose	ekrose@uchicago.edu	(773) 834-3116
<b>Graduate Administrator:</b>	Kathryn Falzareno	kfalzareno@uchicago.edu	(773) 702-3026

## Office Contact Information

---

University of Chicago, Kenneth C. Griffin Department of Economics  
Saieh Hall for Economics  
5757 S University Ave  
Chicago, IL 60637

## Education

---

<b>University of Chicago</b> , Ph.D. Economics	<i>2019–present</i>
<b>University of Chicago</b> , B.A. Economics (with Honors)	<i>2015–2018</i>

## References

---

Professor Erik Hurst (Chair) University of Chicago Booth School of Business erik.hurst@chicagobooth.edu (773) 834-4073	Professor Esteban Rossi-Hansberg University of Chicago Kenneth C. Griffin Department of Economics earossih@uchicago.edu (773) 702-8490
Professor Chang-Tai Hsieh University of Chicago Booth School of Business chsieh@chicagobooth.edu (773) 834-0590	Professor David Lagakos Boston University Department of Economics lagakos@bu.edu (617) 353-8903

## Research and Teaching Fields

---

Macroeconomics, Development, International Trade, Finance

## Job Market Paper

---

### Food Loss in Agricultural Value Chains

*Abstract: Food loss is endemic to agricultural supply chains in developing countries and poor storage technologies are often viewed as a limiting factor in reducing crop loss among farmers. Yet a lack of a theoretical framework hinders a robust understanding of the role of storage in preventing food loss. The goals of this paper are threefold. First, using a novel survey of farmers and traders in Ghana, I document patterns between crop marketing and storage practices and farmer food loss. Second, I develop a general equilibrium model of agricultural trade with storage and frictional output markets and explore properties of equilibrium. Third, I estimate the model and explore the counterfactual welfare effects of introducing agricultural policy at scale. I show that output market frictions limit the effectiveness of storage subsidies. Decreasing entry costs for traders yields larger reductions in food loss than subsidizing storage.*

### **Scaling Up Financial Interventions in Space**

(with Robert Townsend)

*Abstract: What are the effects of scaling up financial interventions in space? We investigate this question in the context of Thailand's 'Million Baht Village Fund' program, using quasi-natural variation in credit per household at the village level and an extensive administrative village census. We find significant village-level impacts of credit and credit spillovers to neighboring villages. Credit spillovers dominate the direct effects, where heterogeneity in credit spillovers is a function of the local spatial configuration of villages. We find that migration between villages rather than trade or capital flows is the primary source of spillovers. We develop a dynamic spatial model with migration to interpret and explain the spatial and general equilibrium effects we find in the data. Model predictions align with the empirical results and suggest uneven welfare gains by wealth and agent type. Spatial spillovers generate welfare trade-offs between occupations, raising wages to benefit workers and at a cost to entrepreneurs. Counterfactual distribution of credit minimizes entrepreneur-worker trade-offs and yields welfare gains over the actual intervention.*

### **Regional Risk-Sharing and Trade-Financial Linkages**

(with Masao Fukui and Robert Townsend)

*Abstract: Regional markets are linked through both trade in goods and financial flows. Yet research estimating the effect of shocks on local markets primarily focuses on within-market outcomes and does not account for trade-financial linkages. We bridge this gap by constructing and relating the regional current account and trade balance for states in the United States and estimate their co-movement in response to shocks. We find that in response to negative shocks, states hit hardest decrease the trade balance and current account while receiving greater financial transfers from other states. Private transfers account for a majority of the financial transfers from other states, reducing the effect of negative shock by approximately a fourth. Public transfers, on the other hand, are small and often insignificant.*

## Work in Progress

---

### **A Bank on Every Corner: Relationship Contracting and Firm Dynamics**

(with Vishan Nigam)

*Abstract: Retail firms in India are one of the largest sources of short-term consumer loans. What is the impact of bundling financial and real products on firm dynamics? By combining an experiment with a novel transaction level dataset of micro, small and medium sized enterprises, we document that 1) firms learn customer creditworthiness over time, 2) private information about creditworthiness generates monopolistic power, and 3) small firms have a comparative advantage in gathering private information. We develop a dynamic model of firm-customer lending and derive conditions under which it is efficient for firms to remain small. We then study how a counterfactual de-bundling of financial and real products through the introduction of credit cards affects the size and number of retail firms.*

### **Scope vs Scale: The Dynamics of Misallocation**

(with Chang-Tai Hsieh and Esteban Rossi-Hansberg)

*Abstract: Between 1980 and 2010, relative to the average firm, the top firms in the United States decreased their scope, the number of products per firm, but increased their scale, the productivity per product line. We attribute these secular patterns to changes in static misallocation. Static wedges to labor and capital shift dynamic incentives to innovate, redirecting innovation from creating new products to improving existing ones, thus lowering the amount of creative destruction. We extend the model to consider differences in firm organization between the United States, Korea, and Mexico, and show that a large percent of the differences can be explained via differences in static wedges.*

## Awards, Scholarships, and Grants

---

CV Starr Dissertation Fellowship	<i>2024-2025</i>
International Growth Centre SPF Fund (\$25,000)	<i>2024</i>
STEG Research Fund (\$20,000)	<i>2024</i>
Visiting Scholar, Columbia University Business School	<i>2023-2024</i>
Visiting Scholar, Massachusetts Institute of Technology	<i>2023</i>
Weiss Fund for Research in Development Economics (\$15,000)	<i>2023</i>
MIT Shultz Fund (\$8,000)	<i>2023</i>
University of Chicago Southern Asian Studies Grant (\$1,500)	<i>2023</i>
STEG Research Fund (\$20,000)	<i>2023</i>
Becker Friedman Institute Development Initiative Fund (\$15,000)	<i>2023</i>
International Growth Centre Grant (\$6,000)	<i>2023</i>
University of Chicago Department of Economics Lee Prize	<i>2020</i>
Neubauer Foundation Distinguished Doctoral Fellowship	<i>2019-2024</i>
University of Chicago Social Sciences Division Fellowship	<i>2019-2024</i>
National Science Foundation Graduate Research Fellowship	<i>2019-2024</i>
University of Chicago David H. Su Award for Honors Thesis	<i>2018</i>
University of Chicago Dean's Fund for Honors Thesis	<i>2017</i>

## Teaching Experience

---

Dynamic Modeling (undergraduate)	TA for Prof. Stokey	<i>Fall 2020</i>
Theory of Income II (graduate)	TA for Prof. Golosov	<i>Winter 2021</i>
Theory of Income III (graduate)	TA for Prof. Alvarez	<i>Spring 2021</i>
International Trade (undergraduate)	TA for Prof. Tintelnot	<i>Winter 2022</i>
Development Economics (undergraduate)	TA for Prof. Vasudevan	<i>Summer 2022</i>

## Research Experience and Other Employment

---

Research Assistant for Prof. Hurst, University of Chicago	<i>2020-2021</i>
Pre-Doctoral Fellow, Massachusetts Institute of Technology	<i>2018-2019</i>

## Professional Experience

---

Member of Dean's Council, University of Chicago	<i>2021-2023</i>
Mentor, Oeconomica	<i>2019-2022</i>
Organizer, Graduate Macro Seminar	<i>2020-2021</i>

## Additional Information

---

<b>Citizenship</b>	United States of America
<b>Programming Skills</b>	Python, R, Matlab, Stata, Julia, SQL, Git, UNIX, Bash, Slurm
<b>Languages</b>	English (Native), Russian (Fluent)