

FERDINANDO (“NANDO”) GUERRA

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CAREER SUMMARY

Roughly 20 years of work experience focusing on lecturing/teaching, economic development, promoting exports and foreign direct investment attraction, managing clients and projects, conducting economic research & analysis, industry analysis along with producing analyses/reports/studies with a focus on international trade and in financial services; consulting private companies, public agencies, foreign government organizations and consulates.

- Excellent project management, analytical, written, and oral presentation skills. Experience includes: working on Capitol Hill, Wall Street, with the largest county economic development agency in the U.S., the largest port complex in the U.S. and with one of the largest public universities in the U.S and the largest in California.
- Unique perspective and understanding of the intersection between economic development, international trade, international business, and international relations.
- Special abilities in lecturing/teaching, export promotion/foreign direct investment attraction outreach and advocacy, project/personnel management, industry/company knowledge, international relations, global macroeconomics, public speaking, developing and implementing problem solving strategies, communicating the results through clear, concise reports, white papers, and oral presentations.

EDUCATION

Johns Hopkins University, School of Advanced International Studies (SAIS)

Bologna, Italy & Washington, DC

Master of Arts, International Economics and International Relations

May 2000

- Concentration in European Studies.
- Included a specialized globalization joint course with the University of Bologna (oldest university in the Western world) in both English and Italian.
- Attended a SAIS-sponsored trip in 1999 to the British Parliament in London and NATO headquarters in Brussels, meeting with U.S. diplomatic and European governmental officials to discuss economic, political, and international relations of the region.

University of Southern California (USC)

Los Angeles, CA

Bachelor of Arts, Economics and International Relations (*Double Major*)

May 1996

GPA: 3.5 in both Majors.

Honors: Deans List Scholar, Golden Key Honor Society, and International Economics Honor Society.

Study Abroad: Syracuse University – Florence, Italy (Spring Semester 1995).

WORK EXPERIENCE

California State University, Fullerton (CSUF)

Fullerton, CA

Economics Lecturer – Mihaylo School of Business and Economics

July 2016-Present

- Part-time lecturer within the Economics Department.
- Courses: International Economics (with a heavy focus on International Trade), Microeconomics and American Economic History.

Santa Ana College (SAC)

Santa Ana, CA

Associate Faculty

June 2020-Present

- Part-time instructor within the Economics Department.
- Courses: Microeconomics and Macroeconomics (with a special focus on International Trade).

Irvine Valley College (IVC)

Irvine, CA

Associate Faculty

January 2017-Present

- Part-time instructor within the Economics Department.
- Courses: Microeconomics, Macroeconomics (with a special focus on International Trade) and Global Economics.

Saddleback College

Associate Faculty

Mission Viejo, CA
January 2009-Present

- Part-time instructor within the Economics and Political Science Departments.
- Courses: Macroeconomics (with a special focus on International Trade), Microeconomics and International Political Economy.
- Guest lecturer on China at the *UCLA Anderson School of Management (MBA Program)*.
- Guest lecturer on Intersectoral Leadership at the *USC Price School of Public Policy (Master's Program)*.

California State University, Fullerton (CSUF)

International Business Program Part-time Faculty Coordinator – Mihaylo School of Business and Economics

Fullerton, CA
March 2018-September 2020

- Ensure that students are connected to the appropriate resources including advising, study abroad and career services.
- Consult students on overall degree requirements with a focus on the regional/functional specialization options as well as the concentrations.
- Provide advice on career options and recommend specific courses that align with those career interests.

Port of Long Beach

Senior Economist

Long Beach, CA
August 2015-July 2016

- Researched, analyzed and interpreted the U.S. and international economic environments to provide economic and business outlooks for imports and exports.
- Assisted in the production of short- and long-term cargo forecasts.
- Provided economic research and analytical support for the Master Planning Division.
- Conducted economic impact analysis of the port's operations on the local, state and national economies.
- Supported the long-term strategic planning team by focusing on the global macro and geo-political outlooks.
- Conducted international trade and logistics research.

Los Angeles County Economic Development Corporation (LAEDC)

Economist/International Economist/Consultant

Los Angeles, CA
April 2009-August 2015

- Acted as the lead economist/analyst and media point-person on all matters related to the international economy, international trade, export promotion and foreign direct investment.
- Served as a liaison between the LAEDC/World Trade Center-Los Angeles (WTC-LA), the Los Angeles Consular Corp (nearly 100 consulates including the European consulates) and the U.S. Commercial Service.
- Supported the WTC-LA efforts on all issues related to understanding the international economy, international trade promotion and foreign direct investment attraction, including acting as the country presenter at WTC-LA meetings.
- Regularly delivered presentations focusing on export promotion with the U.S. Commercial Service and foreign direct investment attraction to foreign consulates, foreign delegations, private companies, public agencies, academic institutions and business associations/groups and a frequent panel participant.
- Provided briefings/testimony to the Governor's Office of Business and Economic Development (GO-BIZ), California State Senate, California State Assembly, Mayor of Los Angeles, the L.A. County Supervisors, and other local officials.
- Acted as the primary author of the annual international trade outlook report and regular event speaker/panelist.
- Assisted in the preparation of U.S., California, and Southern California economic outlooks as well as industry reports (including entertainment, manufacturing, cleantech, aerospace, apparel, and the creative industries).
- Provided print, radio, and TV interviews to national, state, and local media outlets including the *Wall Street Journal*, the *Financial Times*, the *Los Angeles Times*, *NBC*, *ABC*, *Voice of America*, and international media outlets.
- Prepared sections (including international outlook, gross product comparisons, foreign exchange, Orange County/Inland Empire, trade, and other industries) of the annual economic forecast and mid-year update.
- Authored in-depth country reports including China (2 editions), Japan, South Korea, Canada, and Taiwan.

David Taussig & Associates (currently DTA)

Economic Consultant/Associate

Newport Beach, CA
April 2006-October 2008

- Supervised analysts and managed projects/deliverables. Met with clients, summarized data, presented impacts, and recommended alternatives.
- Prepared fiscal, economic and urban decay impact analyses for private sector and public agencies.
- Developed models and methodology for all analyses.

American Stock Exchange (currently NYSE American)

Analyst

New York, NY
June 2004-June 2005

- Served as the principal liaison between the Exchange and over 130 listed companies on all financial, regulatory, and disclosure-related matters.
- Researched and analyzed all company quarterly financial statements, annual reports, proxies, and press releases.
- Presented listing requirements and alternatives to chief executives (primarily Chief Financial Officers and Chief Executive Officers).

Morgan Stanley (MSCI) (currently MSCI)

Equity Research/Index Associate

Princeton, NJ
September 2002-June 2004

- Researched and analyzed various industries, companies, and financial statements.
- Member of a six-person team that created, implemented, and maintained a new set of U.S. Equity Indices (including methodology).
- Managed global quarterly index rebalancing announcements for Geneva (headquarters), London, Hong Kong, and Singapore offices.

Standard & Poor's (S&P DRI) (currently Global Insight/IHS Markit)

Associate Economist

Washington, DC
September 2000-May 2001

- Produced monthly and quarterly client projects such as *Chrysler*, *Volvo*, *Detroit Edison*, and the *Canadian Department of National Defense*.
- Modeled and forecasted 10- and 25-year energy & chemical prices.
- Prepared international economic forecast summary covering inflationary outlook for North America, Europe, and Asia.
- Provided research and analysis on Emerging Markets.
- Contributed to producing quarterly client publications (*Supply Manager and Cost Planner*) and web writing.

OTHER

Languages: Fluent Italian and Intermediate Spanish.

Computer Skills: Proficient in Excel, Word, PowerPoint, EVIEWS, SPSS, Bloomberg, Edgar, PIERS, Moodle, Blackboard and Canvas.

Certifications: Online Educator Certificate (OEC), Remote Instruction Certificate (RIC) and AVID Higher Education Practicum.

Publications: Authored or co-authored over 60 reports/studies/articles including articles in the *World Trade Magazine*, Standard & Poor's quarterly *Supply Manager and Cost Planner*, weekly web articles at S&P and at the LAEDC as well as economic forecasts, international trade outlook reports, multiple industry reports, regional reports and country reports titled "*Growing Together: China/Japan/Korea/Canada/Taiwan and Los Angeles County*".

Presentations: Have given over 125 presentations including to the Mayor's Office of Los Angeles (both Villaraigosa and Garcetti), California State Senate, U.S. Congressional Offices, U.S. Department of Commerce (Commercial Service) *Discover Global Markets* (Europe and the Pacific Rim), GetGlobal Conference and for the Raghuram Rajan and Ben Rhodes events with the OC World Affairs Council and the OC World Trade Week.

Professional Memberships: Southern California District Export Council "By Appointment of the U.S. Secretary of Commerce", Southern California District Export Council Leadership Task Force, International Economic Development Council (IEDC), GetGlobal Advisory Board, Pacific Council on International Policy, OC World Affairs Council, Asia Society, National Association for Business Economics.