

# Tito Yepes

## AREAS OF EXPERTISE

*Urban and regional economics*

*Competitiveness*

*Infrastructure economics and finance*

*Entrepreneur*

## PROFESSIONAL

*English and Spanish speaker*

*Good knowledge of Portuguese*

*Knowledge of French*

## PERSONAL SKILLS

*Planning strategically*

*Strong customer focus and ability to connect with policymakers, practitioners, and researchers*

*Tactful & articulate*

*Able to identify critical issues and solutions*

## CONTACT DETAILS

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## PERSONAL SUMMARY

Strong technical and research background in infrastructure economics and finance, urban and regional development, and competitiveness. Significant experience on international development and cross sector exposure. Good exposure in business development both as entrepreneur and financial advisor. Good management exposure and strategic vision, able to build and implement project and research plans with a proven track record and within budget. Self-driven and self-reliant, good interpersonal skills to lead, engage, and motivate others. Highly focused with a consistent track record of project delivery and resource mobilization.

## WORK EXPERIENCE

### 2009-present, International Consultant and Associated Researcher of Fedesarrollo

Highlights of recent work include:

#### 2018

- General Policy Framework for Territorial Development – PGOT- German GIZ and National Planning Department.
- The market of author rights in Colombia, Directv and Fedesarrollo.
- Assessing the impact of royalties from Mining and Hydrocarbons on subnational governments in Colombia, Fedesarrollo and National Planning Department.
- Infrastructure and economic growth in Morocco and Tunisia, The World Bank
- Territorial Approach to Development in the Democratic Republic of Congo, The World Bank
- The Transport Infrastructure programa of Colombia, Interamerican Development Bank.

#### 2017

- Contingent liabilities of the roads portfolio of Colombia, Chamber of Infrastructure
- Low income housing programs in Colombia, Fedesarrollo and Ministry of Housing
- Investment in infrastructure in Colombia, The World Bank
- Future trends in the housing market of Colombia, Association of Banks of Colombia and Fedesarrollo.
- “INFRASTRUCTURE IN AFRICA: Lessons for future development” Contributed 7 chapters. Policy Press, University of Bristol

#### 2016

- Institutional strengthening of cadaster in Cartagena, Findeter.
- Investment requirement for electricity generation in Latin America, The World Bank
- Urbanization review for Mozambique. The World Bank
- Urbanization review for Democratic Republic of Congo. The World Bank

#### 2015

- Financing the Transport Infrastructure Plan of Colombia, Infrastructure Bank of Colombia. FDN.
- An agenda for the Ministry of Housing, Cities and Territory of Colombia.
- Assessment of employment in road modernization for Kazakhstan. The World Bank

- Infrastructure for development in Africa, African Development Bank.
- Urbanization review for Burundi. The World Bank.
- Urbanization review for Perú. The World Bank

## 2014

- Planning and financing the infrastructure agenda of Colombia, Colombian Chamber of Infrastructure.
- Comparison of employment impact assessments for the Middle East and North Africa region, International Labor Office
- Impact evaluation of housing policies in Colombia. National Planning Ministry of Colombia.
- Research and analysis on competitiveness and location of economic activities in Antioquia. Consultancy for Steer Davis Gleave and the Government of Antioquia, Colombia.
- Research paper on investment needs and financing of urban infrastructure in Colombia. Cement Company Argos and the National Planning Agency of Colombia.
- Strategy document for innovation and competitiveness in Bogotá. Los Andes University and Bogotá's Secretariat for Economic Development.
- Research and contribution to the book "One hundred years of housing policies in Colombia" ([link](#)). Housing Ministry of Colombia.
- Research paper on demand for social protection services in the Dominican Republic. The World Bank.
- Research pieces and stakeholder engagement for the Urbanization and Development Study of the World Bank in Burundi. The World Bank.

## 2013

- Review and strategy document for the revision of infrastructure indicators in Colombia. Transport Ministry of Colombia.
- Analysis of financial and operational sustainability of massive transport systems of Colombia. Findeter and the Transport Ministry.
- Analysis of demand for infrastructure and financing in cities of Colombia. National Planning Ministry of Colombia and UN-Habitat.
- Analysis of land use regulations and financing instruments in Colombia. National Planning Ministry of Colombia.
- Research study on water and sanitation for the next fifty years in Africa. African Development Bank.
- Analytical review of Urbanization in Brazil. The World Bank.
- Analysis of labor-intensive infrastructure provision in Morocco. International Labour Office.

## 2012

- Analysis and contribution to the book "Infrastructure in Colombia: current state and future developments" ([link](#)). Developed with Fedesarrollo for the Colombian Chamber of Infrastructure.
- Evaluation of the telecommunications regulatory framework in Colombia. Consultancy for the National Communications Regulatory Commission of Colombia.
- Review and strategy document on Bogotá's current urban development and financing. Paper developed for Bogotá's Land Valuation Association.
- Research on job creation through infrastructure investment in the MENA region. Consultancy for the World Bank.
- Note on the state of infrastructure in East Africa. Consultancy for the African Development Bank.
- Technical input to the Energy reform project of the World Bank in Panama.
- Technical input, stakeholder engagement, and support to the Energy reform project of the World Bank in Sao Tome and Principe.
- Evaluation of the social protection portfolio of the Dominican Republic. Consultancy for the World Bank.
- Advisor for business development and projects finance in biofuels in Colombia, private investment fund.

## 2011

- Review and background paper on regional integration, competitiveness and connectivity in Africa. Consultancy for the African Development Bank.
- Review of current situation of infrastructure provision in Latin America and the Caribbean. Consultancy for Castalia Advisors.
- Enhancing integration through infrastructure in the Americas, Position paper for the VI Summit of the Americas in Cartagena.
- Urbanization knowledge platform for Latin America. Developed with Fedesarrollo for the World Bank.
- Analysis and note on Infrastructure and rural productivity in Africa. Developed for the African Development Bank.
- Analysis and note on Rapid urbanization and Infrastructure. Developed for the African Development Bank.

- Member of the Infrastructure Action Plan of The World Bank.
- Research paper on evaluation of investment needs for infrastructure in the Middle East and North Africa. Consultancy for the World Bank.
- Paper on the incidence of subsidies in Panama. Consultancy for the World Bank.
- Portfolio of programs to fight extreme poverty in the Dominican Republic. Developed for the World Bank.
- Evaluation of business models for energy access for the poor. Consultancy for Castalia Advisors.

#### 2010

- Contribution to the World Bank's Colombia Urbanization Review: Amplifying the Gains from the Urban Transition. Chapter on amplifying the gains from urbanization ([link](#)).
- Advisor on urban economics and financing for Bogota's Planning Secretariat.
- Technical support to the World Bank project on prioritization of the Public-Private Partnerships agenda of Kuwait. Consultancy for the World Bank.
- Analysis of the impact of backbone services on export competitiveness. Consultancy for the World Bank.
- National report on reshaping economic geography in Colombia. Consultancy for the World Bank.
- Evaluation of infrastructure investments in Madagascar and Mozambique. Consultancy for the International Finance Corporation.
- Evaluation of the program to bridge supply gaps in social sectors in the Dominican Republic. Consultancy for the World Bank.

#### 2009

- Assessing municipal services and finance in Bolivia. Consultancy for the World Bank.
- Helping the poor afford clean energy in Colombia: impact evaluation study and research paper developed for the International Finance Corporation.
- Revenue enhancing strategies for water and sanitation utilities. Consultancy for the World Bank.
- Analysis and note on the project finance structure for a project bidding in water sector in Mexico. Consultancy for Aguas de Bogotá, the local water utility.
- Design of an employment guarantee program for Pakistan. Consultancy for the International Labour Office.

#### 2002 – 2008, Economist

#### The World Bank

- Provided technical assistance and led stakeholder and policymaker engagement in client countries with emphasis on competitiveness, regulatory and policy reform, financing for infrastructure sectors, public-private partnerships, and impact evaluation.
- Contributed to infrastructure development and finance studies for Colombia, Mexico, Costa Rica, Bolivia, Brazil and El Salvador.
- Supported lending operations of the World Bank in Latin America and the Caribbean.
- Thematic focus on infrastructure included research on energy, water and sanitation, urban waste management, and transport, with strong reliance on spatial analyses, covering both urban and rural areas. Country studies in this area include Mexico, El Salvador, Honduras, Costa Rica, Colombia, Bolivia, Chile, Brazil and Uruguay.
- Other research areas included private sector development, logistics, firm behavior, and local economic development.

#### 2000-2002, Research Leader

#### International Data Corporation

- Led the development of research studies on sector structure, regulations, and forecasting of the wireless and fixed telephony markets in Colombia; telecommunications in Latin America; and valuation of telecommunications companies; and
- Provided technical advice on business models for telecommunications companies.

#### 1998-2001, Consultant

- Evaluation of "Familias en Accion", Safety Net Program of the Plan Colombia. Consultancy for the Office of the President of Colombia.
- Analytical note on design of a new water utility for Peri-urban Bogota. Consultancy for the Water and Sewer Company of Bogota.
- Forecasting of Bogota's Electricity Market. Developed for CODENSA S.A., the city's distribution company.
- Analysis of the impact of Bogota's Development Plan on Real Estate Prices. Consultancy for the Real Estate Association of Bogota.
- Study on the Construction Industry and Macroeconomics in Antioquia. Consultancy for the Chamber of Commerce of Medellin.
- Estimation of Smuggling in Colombia. Consultancy for the Tax and Customs Agency of Colombia.
- Strategy against Smuggling in Colombia. Developed for the Tax and Customs Agency of Colombia.

- Demand for Power in Colombia. Consultancy for the Ministry of Mines and Energy.

**1997-2001, Associated professor and researcher**

**Javeriana University**

- Research focus was on poverty, macroeconomics, and finance.
- Courses taught: Poverty and Income Distribution; Macroeconomics; Finance; General Equilibrium modeling.

**1997-1998, Economist**

**National Association of Financial Institutions**

- Research focused on Housing Development and Construction Sector in Colombia; Furniture Sector in Colombia; Industrial Sector of Non Metallic Minerals; Perspectives and Evolution of the Transport Sector; and Perspectives and Evolution of Commerce Sector.

**1996, Consultant**

- Analyses of demand for electricity, developed for the Ministry of Mining and Energy.
- Analyses of financial sustainability and cost-based tariffs for the telecommunications sector. Consultancy for the National Telecommunication Agency of Colombia.
- Study on the Natural Rate of Unemployment in Colombia, for the Ministry of Labour and Social Security.

**1993-1995, Research Assistant and Junior Professor**

**Los Andes University**

- Research studies included (i) Applied General Equilibrium Models, developed at the University of Maryland; (ii) Model of Sugar-Cane and Banana Markets for Colombia, developed for the Harvard Institute; (iii) Modeling Demand for Telecommunication Services, for the National Telecommunication Agency, Colombia; (iv) Analysis of wages, employment and productivity in the Metallurgical Sector, for the Association of Metallurgic Industries; (v) Evaluation of the Medellin River Decontamination Program, developed for the Inter-American Development Bank; (vi) Perspectives of Andean Integration, developed for Stanford University and Latin American Institute of Social Research
- Course taught: Microeconomics

**EDUCATION**

- 2002 – 2009, Universidad Nacional de Colombia, Ph. D. in Economics.
- 1994 – 1995, Universidad de Los Andes, M.A. in Development Economics
- 1995 – 1996, Universidad de Los Andes, M.A. in Economics of Natural Resources and Environment, unfinished thesis
- 1990 – 1994, Universidad de Los Andes, B.A. in Economics

**OTHER SKILLS**

Highly skilled econometrician with the ability to migrate across programming languages. He has developed financials models for risk analysis and business development. He also works with Geographic Information Systems and spatial econometrics. He is advanced user of Web 2.0 applications including on-demand CRM, wikis, and content management systems, in addition to standard social networking and blogging.

As entrepreneur he has invested in different ventures in commerce, manufacturing and agriculture.

**AWARDS**

- 1995-1996, Latin-American Program of Natural Resources and Project Evaluation  
Universidad de Los Andes – Inter American Development Bank – Corporación Andina de Fomento  
M.A. Fellowship.
- 1996, Joint Research Program, University of Maryland/Los Andes University  
University of Maryland Research Grant

**PUBLICATIONS**

- with Leonardo Villar and Juan Mauricio Ramírez, 2013 Book “Transport infrastructure in Colombia”

- with Elena Ianchovichina, Antonio Estache, Renaud Foucart, and Grégoire Garsous, 2013 “Job Creation through Infrastructure Investment in the Middle East and North Africa” World Development Journal.
- with Somik Lall and Nancy Lozano “Amplifying the gains from Urbanization” 2012 Chapter in Colombia Urbanization Review, Directions in Development, The World Bank
- with Justin Pierce and Vivien Foster, 2009 “Making sense of Africa's infrastructure endowment : a benchmarking approach” Policy Research working paper WPS 4912, World Bank
- with Somik Lall 2009 “Finding the right balance of urban institutions, infrastructure and targeted interventions: Evidence from Bogotá” World Bank Impact Evaluation Series
- with Vivien Foster. 2005 “Is cost recovery a feasible objective for water and electricity? The Latin American experience”. Policy Research working paper WPS 3943, World Bank
- with Danny Leipziger, Marianne Fay, and Quentin Wodon. 2005 “Achieving child-health-related Millennium Development Goals: The role of infrastructure”. In World Development Volume 33, Issue 8, August 2005, Pages 1267-1284.
- with Somik Lall, Richard Funderburg 2004 “Location, Concentration and Performance of Economic Activity in Brazil”. World Bank Policy Research Working Paper No 3268.
- with Marianne Fay . 2003 “Investing in Infrastructure: What is Needed from 2000 to 2010?” World Bank Policy Research Working Paper No 3101.
- with Marianne Fay, Vivien Foster. 2002 “Asset Inequality in Latin America” World Bank Research Papers.

## CONFERENCES

- “Perspectivas del sector de la construcción” Asociación Nacional de Instituciones Financieras, Cúcuta, 1998
- "Impacto de la infraestructura sobre los precios de la propiedad raíz" Lonja de Propiedad Raíz de Bogotá; Lonja de Propiedad Raíz de Medellín, 1999
- "Perspectivas del Internet " 2000, Cámara Colombiana de Informática y Telecomunicaciones
- "Agenda de Infraestructura para Colombia", Congreso de Infraestructura in Cartagena, Cámara Colombiana de la Infraestructura; 2006
- "Regulación del Transporte de Carga por Carretera" Congreso Nacional de Transporte, Asociación Nacional de Transportadores, 2006
- "Neighborhood improvement in informal settlements", Meetings of the Regional Science Association International; Meetings of the Latin American Economic Association; World Bank Sustainable Development Week, Interamerican Development Bank, Infrastructure Impact Evaluation Seminar, 2007
- "Competitiveness of Latin American Cities" World Conference of City Development in Porto Alegre 2008;
- " Workshop: Competitividad de las ciudades de Colombia", Road trip to five cities in Colombia Manizales, Popayan, Barranquilla, Bucaramanga, Bogota, Ministry of Commerce and World Bank. 2008
- "Brazil toward a more inclusive and effective participatory budgeting" World Conference of City Development in Porto Alegre, 2008
- “Employment guarantee schemes and local economic development” Strategies for local employment recovery, skills development and social protection in Asia. International Labor Organization, Malang, Indonesia, 2009
- “Reshaping Colombian Economic Geography” Departamento Nacional de Planeación, World Bank, 2010
- “Workshop: Evaluación de Impacto de las intervenciones en Infraestructura Urbana” Secretaria Distrital de Planeación, 2010
- “Política Territorial para los Sectores Productivos de Bogotá” Secretaria Distrital de Planeación, 2010
- “Instrumentos de regulación de los precios del suelo para Bogotá” Secretaria Distrital de Planeación, 2010
- “Workshop: Incidencia del gasto en cierre de brechas de oferta en salud y educación” Ministerio de Economía de la Republica Dominicana, World Bank, 2010.
- “Workshop: Subsidios a los servicios de infraestructura en Panamá” Ministerio de Economía y Finanzas, Secretaría de Energía, World Bank. 2011
- “Workshop: Insumos para el fortalecimiento de la regulación de agua y saneamiento en Costa Rica” Empresa de Acueductos y Alcantarillados de Costa Rica, San José, 2011.

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REFERENCES - Available on request.