

Mengjia (Maggie) Hu

CONTACT INFORMATION

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RESEARCH FIELDS

Empirical Industrial Organization
Environmental and Energy Economics

EDUCATION

University of Maryland, College Park, 2021–Present
Ph.D. Candidate in Agricultural and Resource Economics
Expected May 2027

University of Chicago, 2020
M.A. in Public Policy; Certificate in Research Methods

Jilin University, 2019
B.A. in Economics

REFERENCES

Joshua Linn (co-advisor)
Professor
University of Maryland
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Louis Preonas
Associate Professor
University of Maryland
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Chenyu Yang (co-advisor)
Assistant Professor
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Maureen L. Cropper
Distinguished University Professor
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WORKING PAPERS

“Foreign Entry, Local Sourcing, and Domestic Welfare: Evidence from Tesla’s Manufacturing in China” (*Job Market Paper*)

Abstract: A leading foreign manufacturer producing and sourcing locally can hurt domestic rivals through competition and help them through spillovers that lower their production and new-product introduction costs. I estimate a model of demand, pricing, and product introduction to study these forces in China’s electric vehicle (EV) market after Tesla began producing cars in Shanghai in 2019. Rival EVs sharing Tesla’s core-part suppliers saw larger marginal-cost declines than other rival EVs. Launch costs for battery-electric vehicles (BEVs) similar in size to Tesla’s locally produced models also fell relative to those for smaller BEVs. Counterfactual analysis shows that competition from Tesla’s Shanghai-built models discourages rivals from launching new products, while cost spillovers encourage them; on net, rivals’ new product offerings rise by 32 percent relative to a market without Tesla’s local manufacturing. With both competition and cost spillovers present, consumers receive most of the domestic welfare gain; endogenizing rival offerings increases their gain by about 27 percent. Domestic producer gains accrue mainly to EV start-ups, whose models share more suppliers with Tesla and are closer to its models in size, while established Chinese automakers lose.

“Geographic Resolution in Environmental Policy: EPA’s Shift from Regions to Counties Under the Clean Air Act,” with Maureen Cropper, Nicholas Muller, and Yongjoon Park. *NBER Working Paper* 33412.

“Unintended Consequences of Phytosanitary Regulation: Smuggling and Exotic Pest Risk,” with Rebecca Epanchin-Niell.

WORKS IN PROGRESS	“GenAI and the Geography of Skill-Biased Deployment in the Energy Transition,” with Victoria Wenxin Xie and Wu Zhu. “Housing Structure, Network Externalities, and Optimal Subsidy Dynamics,” with Joshua Linn, Lunyu Xie, and Tianhua Zou.
PRESENTATIONS	2027: ASSA, AEA (scheduled, January). 2026: Southern Economic Association Annual Meeting (scheduled, November). 2025: AAEA; AERE@WEAI; UMD AREC 7th Annual Cornerstone Event. 2024: UMD AREC Research Workshop; UMD Annual AREC Poster Presentations.
TEACHING	Teaching Assistant, University of Maryland, College Park Introduction to Economics and the Environment (undergraduate), 2024 Applied Econometrics II (Ph.D. level), 2023 World Hunger, Population, and Food Supplies (undergraduate), 2021, 2022
FELLOWSHIPS AND AWARDS	2026–2027: Ann G. Wylie Dissertation Fellowship, University of Maryland 2025: Bruce and Mary Ann Gardner Dissertation Award, University of Maryland 2025: Goldhaber Travel Grant, Graduate School, University of Maryland 2021–2026: Graduate Assistantship, University of Maryland 2021: Graduate Student Fellowship, University of Maryland 2019: Outstanding Undergraduate Thesis (top 5%), Jilin University 2017–2018: College Excellent Student, Jilin University 2017–2018: Second Class Scholarship, Jilin University
PROFESSIONAL EXPERIENCE	Research Consultant, Resources for the Future, 2024 <i>Retrospective Analysis of Environmental Regulation</i> Research Assistant, University of Maryland, College Park Joshua Linn and Louis Preonas, 2026 Rebecca Epanchin-Niell, Aug. 2024–Present Louis Preonas, Sep. 2023–Jan. 2024 Anna Alberini, Feb.–Jul. 2022
CODING SKILLS	Python, Stata, R, MATLAB, LaTeX
LANGUAGES	Mandarin Chinese (native); English (full professional proficiency)