

## **Stephen Graham**

Senior Manager  
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### **Professional Summary**

Mr. Graham works in the areas of applied economics, and econometrics. The majority of his economic experience is in the fields of labor discrimination, litigation, and performance reporting in the telecommunications industry. He has also worked as a business consultant for clients in the financial services, transportation, and retail sales industries. He has worked on the design, implementation, and maintenance of computer and network systems.

Examples of projects overseen by Mr. Graham include the following:

- Mr. Graham led a team of financial analysts to assist the Federal Deposit Insurance Corporation in the resolution of insolvent banks and financial institutions. He assisted the FDIC in its estimation of the uninsured deposits of the institution and prepared additional analysis for the potential marketing of those institutions close to failure. Mr. Graham also gathered detailed information about the deposit operations of the banks, including any information related to complex deposit products. He was responsible for the deposit team at many large bank closures. He has also taught courses about the process of assessing the financial viability of banks and the production of information required to sell a bank under FDIC guidance to new practitioners.
- Mr. Graham managed a regulatory reporting project for a major telecommunications client for three years. The project required the development of statistical analyses and associated programs to establish the quality of service for hundreds of telecommunications performance metrics across dozens of geographies. The hundreds of reports were provided to Federal Communications Commission on a monthly basis.
- Mr. Graham also designed and built software for a major transportation client to determine the impact of price changes on ridership on hundreds of individual origin-destination pairs of locations. The analysis was used to improve revenues and profitability. It resulted in a 15% increase in profits on the routes identified for price changes. Mr. Graham imbedded the statistical analyses used to measure the sensitivity of ridership to price changes in software that the client could access on an ongoing basis through graphical user interfaces.
- Mr. Graham developed and executed models of lost earnings due to alleged violations of the Fair Labor Standards Act for a restaurant chain. This involved working closely with counsel to define the proper group of individuals and time periods to be used in the analysis.
- Mr. Graham has extensive experience in the labor discrimination litigation field. He has worked on cases involving, discrimination in layoffs, salary, hiring, and promotion. He

has also done work on Fair Labor Standards Act cases involving damage calculations to lost overtime and bonuses.

- Mr. Graham has 14 years experience programming in various statistical programming packages, primarily SAS and STATA and MS SQL. He has written computer maintenance, billing and administrative programs in Perl, Visual Basic, Bash Shell, SED, and AWK. He has also worked with clients to pull personnel information from legacy mainframe systems.

## **Professional Experience**

- Senior Manager, Advanced Analytical Consulting Group, Inc. 2010 — Present
- Manager, Deloitte Financial Advisory Services, LLP, 2002—2010
- Manager, Arthur Andersen, 2001—2002
- Economist, Welch Consulting, 1997—2001

## **Education**

- Texas A&M University, ABD, Economics
- Central State University, B.A., Economics, History Minor

## **Presentations, Papers, and Publications**

- Stephen Graham and Donchul Cho, “The Other Side of Conditional Convergence”, *Economics Letters*, 1996.