

Yilu 'Bill' Dong

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Citizenship:

P.R. China (U.S. Green Card in process, expecting Dec. 2019)

Education:

Ph.D. Candidate in Economics, University of South Florida, 2015 to present

Dissertation Title: "Effects of the 340B Drug Pricing Program on Florida Hospital Prescribing Behavior, Patient Mix and Quality of Care"

Expected Completion Date: May 2020

M.S. Applied Economics, University of North Dakota, Summa Cum Laude, 2007

B.S. Business Administration, University of Shanghai for Science and Technology, 2005

References:

Professor Padmaja Ayyagari
USF, Economics Department CMC 208C
padmajaa@usf.edu Phone: 813-974-6520

Professor Gabriel Picone
USF, Economics Department CMC 207C
gpicone@usf.edu Phone: 813-974-6537

Professor Haiyan Liu
USF, Economics Department CMC 207F
hliu4@usf.edu Phone: 813-974-6521

Professor Bradley Kamp
USF, Economics Department CMC 207H
bkamp@usf.edu Phone: 813-974-6549

Research Fields:

Primary fields: Health Economics

Secondary fields: Industrial Organization

Job Market Paper:

"Effects of the 340B Drug Pricing Program on Florida Hospital Prescribing Behavior, Patient Mix and Quality of Care"

In 1992, Congress created the 340B Drug Pricing Program that requires drug manufacturers to provide outpatient drugs to participating hospitals with steep discounts. Although the intent is to allow covered entities to increase access to care for more vulnerable patients, hospitals are not required by law to pass on the discounts. Therefore, a concern is that hospitals might over-prescribe.

Working with 15 million ambulatory visits to Florida hospitals from 2005 to 2015, I use a series of difference-in-difference and the synthetic control methods based on the 2010 ACA that expanded the 340B hospital eligibility. I find an average increase of \$111.35 in medication cost per visit. Quantile regressions reveal that hospitals with the highest proportion of charity care and uninsured patients keep medication cost low and on the most expensive visits, they significantly reduce medication cost for patients. The remaining newly eligible hospitals raise medication cost after the expansion, and such increase becomes significantly larger the more expensive the treatment is.

In addition, I find some indications that newly eligible hospitals have increased Medicaid patient mix and they are in the direction of improving quality of care, but the evidence is not strong enough to be conclusive.

Research Papers in Progress:

“The Effects of Competition on Hospital Prescription, Patient Mix and Quality of Care at 340B Hospitals”

This paper explores the impact of competition on hospitals’ prescribing behavior within the 340B program context. By using CMS nation-wide state aggregate data in a fixed effect model with market structure interaction with state 340B hospital shares, I find both children’s hospitals and critical access hospitals will increase hospital service spending with more market power. However, DSH hospitals do not have a significant tendency to increase spending per capita upon participation of the program. On the contrary, they even reduce their spending when located in more concentrated markets. I thus come up with the hypothesis that since DSH hospitals serve a much larger proportion of low-income patients, they are likely to use the drug discounts to increase the quality of care. Because intuitively, if a hospital increases spending per patient to exploit profit, gaining more market power will induce them to over-prescribe even more. However, if a hospital increases spending per capita towards increasing quality of care, then competition promotes them to spend more, while lack of competition will lead them to spend less. I am working with Florida hospital visit data to examine mentioned hypothesis.

“The Effects of Participation of the 340B Drug Pricing Program on State Aggregate Hospital Spending”

This paper uses state aggregate hospital service spending, retail prescription drug spending data from Centers for Medicare and Medicaid Services (CMS) and hospital 340B participation data from Health Resources and Services Administration (HRSA), to study the nation-wide impact of state 340B hospital participation ratio on state hospital service spending per capita as well as retail prescription drug spending per capita. By controlling state fixed effect, time fixed effect and even allowing for state unique time trends, I find strong evidence that on average, participation of the 340B Drug Pricing Program will lead hospitals to increase their service spending per capita nation-wide. Specifically, one percentage point increase in state 340B hospital share, on average, will lead to 12.8% increase in state hospital service spending per capita. Such finding raises the concern that since hospitals generally increase their spending upon participation of the 340B program, they are either on a track to increase quality of care, or they are just exploiting profits from this program. Extension with quality outcome data is needed to further identify which track they are on.

Conferences and Invited Presentations:

- 2018: Economics Department, University of South Florida, Tampa, FL
- 2018: Workshop in Applied and Theoretical Economics (WATE), University of Central Florida, Orlando, FL
- 2019: Economics Department, University of South Florida, Tampa, FL
- 2019: American Society of Health Economists (AshEcon) 8th Annual Conference, Washington, D.C.
- 2019: Workshop in Applied and Theoretical Economics, University of Florida, Gainesville, FL
- 2019: (Scheduled): Southern Economic Association (SEA), Fort Lauderdale, FL

Teaching Experience:

Sole Instructor	Principles of Macroeconomics 2019 Fall, 2019 Summer, 2019 Spring, and 2018 Fall, University of South Florida
Sole Instructor	Principles of Microeconomics 2018 Summer, 2018 Spring, and 2017 Fall, University of South Florida
Teaching Assistant	Econometrics, Game Theory, Intermediate Price Theory, Labor Economics, Economic Development, University of South Florida Fall, 2015 – Summer, 2017
Teaching Assistant	Statistics, Public Finance, University of North Dakota Fall, 2005 – Spring, 2007

Scholarships, Honors and Rewards:

2019: Vernon Grigg Scholarship for academic achievement

2016: Rod Hale Memorial Stipend

2015-2019: University of South Florida Graduate Scholarship and Tuition Waiver

2005-2007: University of North Dakota Graduate Scholarship and Tuition Waiver

Industrial Employment:

International Manager of Marketing & Sales, K & L Marketing Inc.

2012-2014

- Built and maintained loyal customer relationships to keep sustaining organic growth
- Developed new customers, negotiated contracts and ordered with US importers
- Led store retail merchandising and managed wholesale distribution during seasons in US
- Ran booths at fireworks conventions to promote company products and brand
- Sourced and managed China suppliers' portfolio to minimize the supply base risks
- Prepared documentations for CIQ, AFSL, CPSC, import/export clearance and international HASMAT transportation
- Engaged in K & L financial performance review and company strategic planning
- Managed K & L Marketing branch daily operations in China

Business Unit Coordinator / Account Manager, Jabil, Inc.

2007-2012

- Rotated through 12 functional departments in the first year for Jabil Emerging Leader on-the-job training.
- Ramped up a new \$8 million business account and eventually managed 5 customer accounts (total \$20 million annual revenue) simultaneously with profit & loss responsibility. My product lines were extremely high-mix-low-volume (HMLV), with over 500 PCBA models
- Led and coached 5 business unit teams consisted of cross-functional team members from planning, purchasing, engineering and production departments
- Developed pricing strategies and set quotations based on manufacturing process, labor, testing plan, tooling, freight and duties under different cost models
- Forecasted, analyzed financial performance variance and drove operation metrics for continuous improvements in quality, on time delivery, MPS alignment, liabilities and manufacturing cost reduction
- Participated in supply chain decision making, including but not limited to capacity adjustment, consignment program launching, safety stock and inventory level decisions
- Won "Best-In-Class" customer service award

Accounting Intern, Ernst & Young

2006 July-Aug

- Verified the accuracy of annual reports for Ernst & Young clients
- Investigated major competitors' marketing strategies

Personal Information:

Language: Mandarin (Native), English (Fluent), German (Intermediate), French (Basics)

Computer: STATA, SAS, Latex, MATLAB, R