

YOTO V. YOTOV

- Contact Information** School of Economics
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Philadelphia, PA 19104 Web Site: <http://yotoyotov.com>
- Academic Employment** Drexel University, School of Economics, LeBow College of Business,
Full Professor (with tenure), 2018–
Associate Professor (with tenure), 2013–
Assistant Professor, 2007–2013.
- Ifo Institute, Leibniz Institute for Economic Research, University of Munich,
Senior Researcher, 2018 –
Research Professor, 2017 –
Research Fellow, 2015–
- Princeton University, Woodrow Wilson School of Public & Int'l Affairs,
Visiting Associate Professor, Fall AY2014/2015, Fall AY2015/2016.
- Boston College, Economics Department, Research Assistant, Teaching
Fellow, Graduate Statistical Assistant (ITS), 2005–2007.
- Affiliations** Midwest International Economics Group, USA,
Member, Steering Committee, 2016–
- American University in Bulgaria (AUBG), Blagoevgrad, Bulgaria,
Member, University Council, 2014–
- Economic Research Institute, Bulgarian Academy of Sciences, Bulgaria,
Associated Research Fellow, 2012–
- Drexel Center for Academic Excellence (DCAE), Drexel University,
Faculty Fellow, 2011-2016.
- Center for Teaching Excellence (CTE), LeBow College of Business,
Distinguished Fellow, 2012-2014.
- Non-academic Employment** World Trade Organization (WTO), Economic Research and Statistics Division,
Consultant, Summer 2015, Summer 2016, April-December 2017, Summer 2018.
- United Nations (UN), Economic and Social Commission for Asia and the Pacific
Consultant, March –September 2017.
- United States International Trade Commission (USITC),
Consultant, October 2015–September 2017.
- Inter-American Development Bank (IDB), Integration and Trade Sector,
Short-term Consultant, May 2017.

Ifo Institute – Leibniz Institute for Economic Research,
Consultant, November 2016–September 2017.

Global Affairs Canada, Government of Canada,
Consultant, September 2015–March 2016.

The World Bank, Development Research Group, Trade and Integration,
Short-term Consultant, November 2015.

Department of Foreign Affairs and International Trade, Government of Canada,
Consultant, 2014/2015, 2011/2012, 2010/2011.

Public Policy Forum (PPF), Canada,
Consultant, April 2013–September 2013.

The World Bank, Development Research Group, Trade and Integration,
Consultant, January 2012–July 2012.

Industry Canada, Government of Canada,
Consultant, August 2007–March 2008.

Visiting Positions

World Trade Organization, Economic Research and Statistics Division,
Short-term Visiting Faculty, (scheduled) July 2018.

Pompeu Fabra University, Barcelona, Spain
Visiting Faculty, June 27 - July 24, 2017.

“D.A. Tsenov” Academy of Economics, Svishtov, Bulgaria,
Short-term Visiting Scholar, October 2016.

World Trade Organization, Economic Research and Statistics Division,
Short-term Visiting Faculty, August 2016.

Kiel Institute for the World Economy, Germany,
Short-term Visiting Scholar, August 2016.

United States International Trade Commission (US ITC),
Short-term Visiting Faculty, June, August 2016.

National University of Singapore, Economics Department,
Visiting Associate Professor, Singapore, March 2016.

Center for Economic Studies (CES) and the Ifo Institute (CESifo Group),
Visiting Scholar, Munich, Germany, June 2015–July 2015.

University of Bayreuth, Chair VWL VI: Empirical Economics,
Visiting Scholar, Bayreuth, Germany, October 2014–November 2014.

Economic Research Institute (ERI), Bulgarian Academy of Sciences (BAS),
Visiting Research Fellow, Sofia, Bulgaria, August 2014.

Centre for Trade and Economic Integration (CTEI), The Graduate Institute,
Visiting Research Fellow, Geneva, Switzerland, July 2014.

World Trade Organization, Economic Research and Statistics Division,
Visiting Scholar, Geneva, Switzerland, July 2014.

- Education** Ph.D. Economics, Boston College, Boston, Massachusetts, May 2007.
Thesis: “Labor Market Imperfections, Political Pressure, and Trade Patterns”
Winner: Donald and Helene White Prize for Best Dissertation in the Social Sciences
Advisors: James E. Anderson (Chair), Hideo Konishi, Christopher Baum.
- M.A. Economics, Boston College, Boston, Massachusetts, December 2003.
- B.S./B.A. Economics, Truman State University, Kirksville, Missouri,
GPA: 4.00/4.00, Summa Cum Laude, August 2002.
- B.A. International Economics, Academy of Economics “D.A. Tsenov,”
GPA: 5.98/6.00, Svishtov, Bulgaria, September 2000.
- Research Interests** International Trade Policy, International Trade Costs, Political Economy of Trade Policy, Trade and Trade Policy Impact on Economic Outcomes.
- Refereed Articles** “Dark Costs, Missing Data: Shedding Some Light on Services Trade,” (2018), with James E. Anderson, Ingo Borchert, and Aaditya Mattoo, *European Economic Review* vol.105, pages 193-214.
- “*Estimating* General Equilibrium Trade Policy Effects: GE PPML,” with James E. Anderson and Mario Larch, *Accepted, World Economy*.
- “When and How Country Reputation Stimulates Export Volume” (2017), with Boryana V. Dimitrova, Daniel Korschun, *International Marketing Review*, vol. 34, Issue: 3, pages 377-402.
- “Distance, Globalization, and International Trade” (2017), with Ingo Borchert, *Economics Letters*, vol. 153, pages 32–38.
- “On the Impact of TTIP in Southeastern and Eastern Europe: A Quantitative Analysis” (2017), with Mario Larch, *Economic Thought*, Issue 3, pages 74-92. Reprinted in “Bulgarian-Macedonian Scientific and Innovation Cooperation” Editors R. Chobanova and L. Kocarev, Sofia-Skopje, 2017.
- “Gravity with Scale Effects” (2016), with James E. Anderson and Mykyta Vesselovsky, *Journal of International Economics*, vol. 100, pages 174–93.
- “Terms of Trade and Global Efficiency Effects of Free Trade Agreements, 1990-2002” (2016), with James E. Anderson, *Journal of International Economics*, vol. 99, pages 279–98.
- “Estimating Bulgaria’s Trade Borders with the EU: An Application of the Empirical Gravity Model of Trade” (2016), with Galin Stefanov and Dragomir Iliev. *Business Management*, Issue 3, pages 307-327.
- “Economic Integration Agreements, Border Effects, and Distance Elasticities in the Gravity Equation” (2015), with Jeffrey Bergstrand and Mario Larch, *European Economic Review*, vol. 78, pages 307-327.
- “Firm Heterogeneity and Trade-Induced Layoffs: An Empirical Investigation” (2015), with Pinar Uysal and Thomas Zylkin, *European Economic Review*,

vol. 75(C), pages 80-97.

“On the Trade-diversion Effects of Free Trade Agreements” (2014), with Mian Dai, and Tom Zylkin, *Economics Letters*, vol. 122(2), pages 321-325.

“How Much Does Geography Deflect Services Trade? Canadian Answers” (2014), with James E. Anderson and Catherine Milot, *International Economic Review*, vol. 55(3), pages 791-818.

“Trade Adjustment, Political Pressure, and Trade Protection Patterns” (2013), *Economic Inquiry*, vol. 51, pages 1867-85.

“A Simple Solution to the Distance Puzzle in International Trade” (2012), *Economics Letters*, vol. 117(3), pages 794-98.

“Dynamic Gravity: Endogenous Country Size and Asset Accumulation” (2012), with Maria Olivero, *Canadian Journal of Economics*, vol. 45(1), pages 64-92.

“Intraindustry Trade and the Skill Premium: Theory and Evidence ” (2011), with Elias Dinopoulos, Constantinos Syropoulos and Bin Xu, *Journal of International Economics*, vol. 84(1), pages 15-25.

“The Changing Incidence of Geography” (2010), with James E. Anderson, *American Economic Review*, vol. 100(5), pages 2157-86. (extended version: NBER Working Paper No. 14423.)

“Trade-Induced Unemployment: How Much Do We Care?” (2010), *Review of International Economics*, vol. 18(5), pages 972-989.

Book

“An Advanced Guide to Trade Policy Analysis: The Structural Gravity Model” (2016), with Mario Larch, José-Antonio Monteiro, and Roberta Piermartini. Co-published by United Nations Conference on Trade and Development and World Trade Organization.

Invited Writing

“On the Economic Impact of FDI and Trade Liberalization in the Asia-Pacific Region: A Structural Quantitative Analysis” (2017), with Mario Larch. Prepared to contribute to the *Asia-Pacific Trade and Investment Report (APTIR)* by the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP).

“Gravity, Distance, and International Trade” (2017), with Scott Baier and Amanda Kerr. Prepared to contribute to the *Handbook of International Trade and Transportation*, Editors: Wesley W. Wilson and Bruce Blonigen, Edward Elgar Publishing.

“America’s Worsening Global Reputation Could Put Billions in US Exports at Risk,” (2017), with B. Dimitrova and D. Korschun, *The Conversation, Salon, International Business Times*. Based on DUSoE Working Paper 2015-04 “When and How Country Reputation Stimulates Export Volume.”

“One Size Does Not Fit All: On the Heterogeneous Impact of Free Trade Agreements”, (2017), with Scott Baier and Thomas Zylkin. *VoxEU* column based on the CESifo WP 6174 “On the Widely Differing Effects of Free Trade Agreements: Lessons from Twenty Years of Trade Integration”.

“General Equilibrium Trade Policy Analysis with Structural Gravity” (2015), with Mario Larch. Prepared to contribute to the “*Advanced Practical Guide for Trade Policy Analysis*,” Co-published by UNCTAD-WTO.

“Trade Policy Analysis with Structural Gravity: Estimation and Partial Equilibrium Effects” (2015), with Roberta Piermartini. Prepared to contribute to the “*Advanced Practical Guide for Trade Policy Analysis*,” Co-published by UNCTAD-WTO.

“Shedding Some Light on Dark Matter: Trade Costs in Services” (2015), with James E. Anderson, Ingo Borchert, and Aaditya Mattoo. *VoxEU* column based on the NBER WP 21546 “Dark Costs, Missing Data: Shedding Some Light on Services Trade”.

“On the Effects of the Transatlantic Trade and Investment Partnership on Trade and Capital Accumulation,” (2015), with James E. Anderson and Mario Larch. Prepared to contribute to the CESifo Venice Summer Institute volume “*Regional Mega Deals: New Trends, New Models, New Insights*”.

“Agricultural Policy, Gravity and Welfare” (2011), with Paul E. Jensen. *Policy Brief, International Growth Centre, LSE and University of Oxford*.

“Good News on Free Trade Agreements” (2011), with James E. Anderson, *VoxEU* column based on the NBER working paper No. 17003 “Terms of Trade and Global Efficiency Effects of Free Trade Agreements, 1990-2002”.

Working Papers

“On the Widely Differing Effects of Free Trade Agreements: Lessons from Twenty Years of Trade Integration,” with Scott Baier and Thomas Zylkin. *Revise & Resubmit* at the *Journal of International Economics*. Featured at the CESifo Newsletter, Nov. 2016.

“Growth and Trade with Frictions: A Structural Estimation Framework,” with James E. Anderson and Mario Larch, NBER Working Paper No. 21377. *Revise & Resubmit* at the *Economic Journal*.

“Policy and Politics: Trade Adjustment Assistance in the Crossfire,” with Christopher Laincz and Xenia Matschke. CESifo Working Paper Series No. 5697. *Revise & Resubmit* at the *Canadian Journal of Economics*.

“Intra-national Trade Costs: Assaying Regional Frictions,” with Delina Agnosteva and James E. Anderson, NBER Working Paper No. 19872. *Revise & Resubmit* at the *European Economic Review*.

“Short Run Gravity,” with James E. Anderson, NBER Working Paper No. 23458.

“Trade Liberalization with Heterogeneous Workers: A Structural Approach,” with Scott Baier and Serge Shikher US ITC Working Paper No. 2017-03-A.

“Trade and Investment in the Global Economy,” with James E. Anderson and Mario Larch, NBER Working Paper No. 23757.

“PPML with High-Dimensional Fixed Effects: A Reassessment of the Currency Union Effect on Trade,” (2017), with M. Larch, J. Wanner, and T. Zylkin, CESifo Working Paper 6464.

“On the Bi- and Uni-lateral Trade Effects of EMU Membership,” with Mario Larch and Joschka Wanner, School of Economics WP Series 2018-4, Drexel University.

“Gender Inequality in the Aftermath of Negative Trade Shocks: Evidence from U.S.,” with Ishan Ghosh, Mario Larch, and Irina Murtazashvili. Mimeo. Drexel University.

“Multimarket Linkages, Cartel Discipline and Trade Costs,” with Delina Agnosteva and Costas Syropoulos. Manuscript, Drexel University.

“Specialization: Pro- and Anti-Globalizing, 1990-2002,” with James E. Anderson, NBER Working Paper No. 16301.

**Presenting
(past 5 yrs)**

2018: Leibniz University Hannover (scheduled, Hannover, DEU)

Paris Trade Seminar (scheduled, Paris, FRA)

Southern Economic Association (scheduled, DC, USA)

TRISTAN–University of Bayreuth (Bayreuth, DEU)

World Trade Organization (Geneva, CHE)

Vanderbilt University (Nashville, TN, USA)

Temple University (Philadelphia, PA, USA)

U.S. Department of Agriculture (Washington DC, USA)

2017: Midwest Meetings in International Trade (SMU, TX)

Texas Christian University (Department Seminar, Fort Worth, TX)

Summer School of Economics at BPIAS (Oryahovitsa, Bulgaria)

Expert Group Meeting, United Nations ESCAP (via Skype, Bangkok)

Developments in Economic Theory and Policy (Bilbao, Spain)

International Monetary Fund (Department Seminar, Washington DC)

2016: Midwest Meetings in International Trade (Purdue University, IN)

Clemson University (scheduled, Department Seminar, Clemson, SC)

Southern Economic Association, Presidential/IEFS (scheduled, Washington DC)

Erasmus University Rotterdam (Rotterdam, Netherlands)

“D.A. Tsenov” Academy of Economics (Svishtov, Bulgaria)

University of Kentucky (Department Seminar, Lexington, KY)

European Meeting of the Econometric Society (Geneva, Switzerland)

Economic Research and Statistics Division, WTO (Geneva, Switzerland)

Summer Meeting of the Econometric Society (Philadelphia, PA)

Global Affairs Canada: FDI in Canada (Ottawa, Canada)

34th Annual Monetary and Trade Conference (Philadelphia, PA)

Midwest Meetings in International Trade (Rochester, NY)

National University of Singapore (Department Seminar, Singapore)

2015: The World Bank (Workshop, DRG–Trade, Washington DC)

Panel Data Workshop on International Trade (Amsterdam, Netherlands)

University of Trier (Department Seminar, Trier, Germany)

Ifo Institute, (CESifo Group, Munich, Germany)

World Trade Organization (Research Seminar, Geneva)

Southern Methodist University (Department Seminar, Dallas, TX)

McMaster University (Department Seminar, Hamilton, Canada)

York University (Department Seminar, Toronto, Canada)
 American Economic Association (Boston, MA, organizer, discussant)

2014: University of Bayreuth (Department Seminar, Bayreuth, Germany)
 U.S. International Trade Commission (Washington DC)
 Ludwig Maximilian University (Department Seminar, Munich, Germany)
 Princeton University (Department Seminar, Princeton, NJ)
 European Economic Association (Toulouse, France)
 European Econometric Society (Toulouse, France)
 Economic Research Institute (Department Seminar, Sofia, Bulgaria)
 ERI/BAS-MASA Research Meeting, (Ohrid, Macedonia)
 CESifo Venice Summer Institute (Venice, Italy)
 13th Conference on Research on Economic Theory & Econometrics (Greece)
 World Trade Organization (Research Seminar, Geneva)
 Centre for Trade and Economic Integration at The Graduate Institute (Geneva)
 SIRE “Country Size and Border Effects” Workshop (Edinburgh, Scotland)
 Midwest Meetings in International Trade (Indiana-Purdue University, IN)
 American Economic Association (Philadelphia, PA)

**Funded
 Research**

“Building an International Trade and Production Database (ITPD)”
 with Ingo Borchert, Mario Larch, and Serge Shikher. Funded by the
 United States International Trade Commission, 2018.

“On the Impact of Trade and Investment in the Asia-pacific region”
 with Mario Larch. Funded by United Nations ESCAP, 2017.

“Trade Costs in the Global Economy: Measurement, Aggregation, and
 Decomposition,” with P. Egger, M. Larch, and S. Nigai. Funded by the
 World Trade Organization, 2017.

“Evaluation of the Implementation of the Free Trade Agreement between
 the EU and its Member States and the Republic of Korea.” Funded by the
 European Commission (through the Ifo Institute), 2016-2017.

“Trade Liberalization and Labor Market Outcomes: A General Equilibrium
 Gravity Approach,” with Scott Baier. Funded by USITC, 2015-2016.

“On the Effects of Trade and Investment Agreements on FDI,” with James
 E. Anderson and Mario Larch. Funded by DFAIT Canada, 2015-2016.

“Developing a Dynamic Gravity Model of Foreign Direct Investment,” with
 James E. Anderson and Mario Larch. Funded by DFAIT Canada, 2014-2015.

“Costs and Internal Barriers to Trade in Canada,” with Delina Agnosteva
 and James E. Anderson. Funded by the Public Policy Forum (PPF) Canada,
 April 2013-September 2013.

“Country Reputation and International Trade,” with Boryana Dimitrova
 and Daniel Korschun. Co-funded by the Centre for Corporate Reputation at
 Oxford University, and by the Center for Corporate Reputation Management at

Drexel University, 2012-2013.

“Accounting for Canadian Trade Performance: Real Exchange Rate Effects,” with James E. Anderson. Funded by DFAIT Canada, 2011-2012.

“Modeling Services Trade and Services Trade Costs,” with James E. Anderson. Funded by The World Bank, 2011-2012.

“Service Trade Costs in Canada,” with James E. Anderson. Funded by Foreign Affairs and International Trade Canada, 2010-2011.

“Sectoral and Enterprise Size Impacts of Post-9/11 Trading Environment on Canadian Exports to the United States,” by Mykyta Vesselovsky, DFAIT, 2011.

“Agricultural Policy, Gravity and Welfare,” with Paul Jensen. Funded by the International Growth Center, London School of Economics, 2010.

“Internal Trade Costs in Canada,” with James E. Anderson. Funded by Industry Canada, 2007-2008.

Selected Discussions

“Trade, Domestic Frictions, and Scale Effects,” by Natalia Ramondo, Andres Rodriguez-Clare, and Milagro Saborio-Rodriguez, American Economic Association, 2015.

“Do Falling Iceberg Costs Explain Recent U.S. Export Growth?” by George Alessandria and Horag Choi, Florida International University, International Trade Workshop, 2012.

“Occupational Tasks and Changes in the Wage Structure,” by Sergio Firpo, Nicole Fortin, and Thomas Lemieux, American Economic Association, 2012.

“Trade and Inequality: From Theory to Estimation,” by Elhanan Helpman, Oleg Itskhoki, Marc-Andreas Muendler, and Stephen Redding, Philly Fed Trade Workshop, 2011.

Refereeing

Quarterly Journal of Economics, Journal of International Economics, International Economic Review, Economic Journal, Journal of the European Economic Association, European Economic Review, Canadian Journal of Economics, Journal of Development Economics, Economics Letters, Review of International Economics, Science, Review of Development Economics, Review of International Organizations, Economics and Politics, Economic Inquiry, Economic Theory, The World Bank Economic Review, Journal of Money, Credit and Banking, Journal of Economic Behavior & Organization, American Journal of Agricultural Economics, The B.E. Journal of Economic Analysis & Policy, The B.E. Journal of Macroeconomics, The Review of World Economics, Economics Bulletin, Journal of the Association of Environmental and Resource Economists, CESifo Economic Studies, International Economic Journal, Journal of Applied Economics, International Review of Economics and Finance, Research in Transportation Economics, Empirical Economics, The World Economy, Statistics Canada Research Series, Economic Modelling,

Journal of Common Market Studies, Open Economies Review, Southern Economic Journal.

**Grant
Review**

*National Science Foundation
Research Grants Council of Hong Kong
Athens University of Economics and Business*

Teaching

Drexel University

- ECON 969: Topics in International Trade (Ph.D., multiple times)
- ECON 961: Empirical International Trade (Ph.D., multiple times)
- ECON 630: International Trade: Theory and Policy (MS, multiple times)
- INTB 334: International Trade (Undergraduate, multiple times)
- ECON 201: Principles of Microeconomics (Undergraduate, multiple times)
- University Teaching Seminar for Graduate TAs Any Field (multiple times)
- University Teaching Seminar for Graduate TAs in Business (multiple times)
- LeBow College of Business Seminar for Teaching Fellows (multiple times)
- Summer Economics Institute: Introduction to Economics (multiple times)

Princeton University

- WWS 543: International Trade Policy (MPA, Fall 2015, Fall 2016)

Mini Course/Module: “*Trade Policy Analysis with the Structural Gravity Model*”

- University of Leuven (scheduled, 2019)
- University of Munich (scheduled, 2019)
- Leibniz University Hannover (scheduled, 2018)
- US Department of Agriculture (scheduled, 2018)
- Joint Vienna Institute (September 2017)
- WTO (Course on Trade Policy Analysis, July 2015, August 2016)
- “D.A. Tsenov” Academy of Economics, Svishtov, Bulgaria (October 2016)
- Kiel Institute for the World Economy (Advanced Studies Program, August 2016)
- University of Ottawa / Global Affairs Canada (Ph.D. / Professionals, June 2016)
- US International Trade Commission (Professional Workshop, June 2016)
- Drexel University (Ph.D. level, April 2016)
- National University of Singapore (Ph.D. level, March 2016)
- Princeton University (Master of Public Affairs, Fall 2015)
- Drexel University (Master of Science in Economics, Fall 2015)
- World Bank (Development Research Group, November, 2015)
- World Trade Organization (Economic Research and Statistics Division, June 2015)
- Ifo Institute (Ifo Center for International Economics, June, 2015)

Mini Course/Module: “*Trade Costs: Measurement & Aggregation*”

- World Trade Organization (Economic Research and Statistics Division, August 2016)

Boston College

- ECON 200: Principles of Microeconomics (multiple times)

- TA for Principles of Microeconomics, Principles of Macroeconomics, International Economics, and Intermediate Microeconomics.

Doctoral Advising

Delina Agnosteva (Economics, 2017), “Essays on International Cartels and International Trade: Theory and Evidence,” Co-chair, Drexel University.

Thomas Zylkin (Economics, 2015), “Essays on International Trade and International Political Economy,” Co-chair, Drexel University.

John R. Vogel (Finance, 2014) “Essays on Empirical Asset Pricing,” External Committee Member, Drexel University.

Liming Huang (Economics, 2013), “A General Equilibrium Analysis of Free Trade Agreements,” Co-chair, Drexel University.

Boryana Dimitrova (Marketing, 2013), “The Impact of National Culture, Retail Sector Regulations, and Infrastructure on Retail Structure,” External Committee Member, Drexel University.

Emrah Arioglu (Finance, 2013), “Essays on Reverse Leveraged Buyouts,” External Committee Member, Drexel University.

Joshua Hall (Economics, 2010), “Essays on Education, Trade, and Endogenous Growth,” Committee Member, Drexel University.

Honors and Awards

Lecturer at the CES Lectures Programme, University of Munich, 2019.

Provost Award for Outstanding Mid-career Scholarly Achievement, Drexel University, 2017.

Dean’s Excellence in Service Award, LeBow College of Business, Drexel University, 2014.

Visiting Scholar Grant, Bavarian Graduate Program in Economics, Germany, October–November, 2014.

Outstanding Faculty Mentor Award, University-wide Award, Drexel University, 2013.

Allen Rothwarf Award for Teaching Excellence, University-wide Award, Drexel University, 2010.

Excellence in Research Award for Assistant Professor, LeBow College of Business, Drexel University, 2009.

Excellence in Teaching Award for Assistant Professor, LeBow College of Business, Drexel University, 2009.

Donald and Helene White Prize for Best Dissertation in the Social Sciences, Boston College, 2007.

Donald J. White Teaching Excellence Award for Teaching Fellow, Boston College, 2006.

Who's Who Among Students in American Universities and Colleges,
Truman State University, 2001.

University Soccer Team, Academy of Economics "D.A. Tsenov," Svishtov,
Bulgaria, 1996-2000.

Languages Bulgarian (native), English (fluent), Russian (reading).

Personal Citizenship: Bulgaria (U.S. Permanent Resident)
Date of Birth: 09/10/1977
Family: Married to Aneliya; Children: Valentin and Ivan

Updated July 25, 2018.