



## **Luisa Fernandez-Willey**

*Principal Economist*

Luisa Fernandez-Willey is the Principal Economist at Canadian National Railway (CN). She leads economic analyses and research on the North American transportation market and provides insights to support strategic decision-making for CN. Her railway experience encompasses the United States, Canada, and Mexico.

Prior to joining CN, Luisa was the Assistant Vice President in the Policy & Economics Department at the Association of American Railroads (AAR), where she contributed to shaping regulatory discourse and building strategic partnerships within the industry. Some of her accomplishments at AAR include leading successful negotiations with the Servicio de Administración Tributaria, the regulatory body for Mexican railroads. She also designed, developed, and implemented Orrin, a data platform that provides a centralized location for data visualizations and downloads.

Before the AAR, she provided financial management consulting to private-sector clients and conducted economic research for the Maryland state government. She also served as a university lecturer and published scholarly research in a peer-reviewed international academic journal.

Luisa holds an M.Sc. in Business and Economic Forecasting from Kingston University-London and an M.A. in Economics from the University of Missouri-Kansas City. She has also completed Michigan State University's Railway Management Certification Program.