

# Mechanism Design with Financially Constrained Agents and Costly Verification

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July 9, 2018

Introduction	Model	Optimal Mechanism	Extensions	Conclusion
Motivation				

- Governments distribute valuable resources to financially constrained agents.
  - ► Housing and development board (HDB) in Singapore
  - Medicaid in the U.S.
- One justification for this role is that competitive market fails to maximize social surplus.
  - Some high valuation agents will not obtain the resources while low valuations agents with access to cash will.
- Governments face a mechanism design problem.
  - Agents have private information about their preferences and financial constraints.



Previous work *focuses* on mechanisms with only monetary transfers and *ignores* the role of costly verification.

- Government relies on agents' report of their ability to pay and can verify this information.
  - eligibility conditions on age, family, income, etc.
- An agent who makes a false statement can be punished.
  - ▶ fine or imprisonment
- Verification is costly for the government.

This paper: What is the best way to allocate resources in the presence of costly verification?

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Preview of	<sup>f</sup> model			

I characterize the optimal mechanism when ...

- The principal has a limited supply of indivisible goods.
- There is a unit mass of continuum of agents.
- Each agent has two-dimensional private information:
  - ▶ value  $v \in [\underline{v}, \overline{v}]$ , and
  - budget  $b \in \{b_1, b_2\}$  with  $b_1 < b_2$
- Monetary transfer and costly verification of budget.
  - Principal can verify an agent's budget at a cost and impose an exogenous penalty.
- The principal is also subject to a budget balance constraint.



Characterization of the optimal (revelation) mechanism.

- Agents who report low budgets receive more cash and in-kind subsidies.
  - ► In-kind subsidies: provision of goods at discounted prices
- Only those who report low-budgets are randomly verified.
- Verification probability is increasing in reported value.

Comparative statics (via numerical experiments)

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### Implementation via a two-stage mechanism

1st • Agents *report* their budgets and *receive* 

- budget-dependent cash subsidies; and
- the opportunity to participate in a lottery at budget-dependent prices.
- Randomly assign the goods among all lottery participants.
- Randomly inspect low-budget agents.
- 2nd Resale market opens and agents can trade with each other.
  - Sellers face budget-dependent sales taxes.
  - Randomly inspect low-budget agents who keep their goods.





### Effects of verification

- w/o verification: equally subsidized, priced and taxed.
- w/: higher cash subsidies, lower prices and higher taxes for low-budget agents.

#### Intuition

- Higher cash subsidies and lower prices relax low-budget agents' budget constraints.
- Higher taxes discourage low-budget low-valuation agents from arbitrage.

#### This exhibits some of the features of HDB.

Types of flats	Minimum Occupation Periods		
	sell	sublet	
Resale flats w/ Grants	5-7 years	5-7 years	
Resale flats w/o Grants	0-5 years	3 years	

#### Feature

• More initial subsidies  $\rightarrow$  more restrictions on resale/sublease

### **Technical difficulties**

- One cannot anticipate a priori the set of binding incentive compatibility constraints.
- IC constraints between distant types can bind.

### Method

- Focus on a class of allocations rules (step functions) that
  - allow one to keep track of binding ICs; and
  - approximate a general allocation rule well.
- The optimal mechanism is obtained at the limit.

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Literature				

#### Mechanisms with financially constrained buyers

- Known budgets: Laffont and Robert (1996), Maskin (2000), Malakhov and Vohra (2008)
- *Private budgets:* Che and Gale (2000), Che, Gale and Kim (2013), Richter (2013), Pai and Vohra (2014)
- Difference: Costly verification

#### Costly verification

- *Single agent:* Townsend (1979), Gale and Hellwig (1985), Border and Sobel (1987), Mookherjee and Png (1989)
- *Multiple agents:* Ben-Porath, Dekel and Lipman (2014), Mylovanov and Zapechelnyuk (2015), Li (2016)
- Difference: Two-dimensional private information



- A unit mass of continuum of risk neutral agents
- A mass S < 1 of indivisible goods
- Each agent has
  - a private valuation of the good:  $v \in V \equiv [\underline{v}, \overline{v}]$ , and
  - a privately known budget:  $b \in B \equiv \{b_1, b_2\}$ .
- Agent's type: t = (v, b), and the type space:  $T = V \times B$
- v and b are independent.
  - $\mathbb{P}(b_1) = 1 \pi$  and  $\mathbb{P}(b_2) = \pi$ , and  $b_1 < b_2$ .
  - ▶ v is distributed with CDF F and density f.



- Principal can verify an agent's budget at cost k ≥ 0, and impose an exogenous non-monetary penalty c > 0.
- Verification perfectly reveals an agent's budget.
- The cost to an agent to have his report verified is zero.
- An agent is punished if and only if he is found to have lied.

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Mechanism				

- A direct mechanism (a, p, q) consists of  $\bullet$  Details
  - ▶ an allocation rule  $a: T \rightarrow [0, 1]$ ,
  - a payment rule  $p: T \to \mathbb{R}$ ,
  - a verification rule  $q: T \rightarrow [0, 1]$ .
- The utility of an agent who has type t = (v, b) and reports  $\hat{t} = (\hat{v}, \hat{b})$ :

$$u(\hat{t},t) = \begin{cases} a(\hat{t})v - p(\hat{t}) & \text{if } \hat{b} = b \text{ and } p(\hat{t}) \le b \\ a(\hat{t})v - p(\hat{t}) - q(\hat{t})c & \text{if } \hat{b} \ne b \text{ and } p(\hat{t}) \le b \\ -\infty & \text{if } p(\hat{t}) > b \end{cases}$$

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Principal's	problem			

$$\max_{a,p,q} \mathbb{E}_t \left[ a(t)v - p(t) \right], \qquad (\mathcal{P})$$

subject to

- $u(t,t) \ge 0,$   $\forall t \in T,$  (IR)
- $p(t) \le b$ ,  $\forall t \in T$ , (BC)
- $u(t,t) \ge u(\hat{t},t), \qquad \forall t, \hat{t} \in T, p(\hat{t}) \le b,$  (IC)
- $\mathbb{E}_t[p(t) kq(t)] \ge 0, \tag{BB}$
- $\mathbb{E}_t\left[a(t)\right] \le S. \tag{S}$

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(IC) constraints

- Ignore constraints corresponding to over-reporting budget.
- Two categories

$$\begin{split} & a(v,b)v - p(v,b) \ge a(\hat{v},b)v - p(\hat{v},b), & (\text{IC-v}) \\ & a(v,b_2)v - p(v,b_2) \ge a(\hat{v},b_1)v - p(\hat{v},b_1) - q(\hat{v},b_1)c. & (\text{IC-b}) \end{split}$$

- By the standard argument, (IC-v) holds if and only if
  - (monotonicity) a(v, b) is non-decreasing in v, and
  - (envelope cond)  $p(v,b) = a(v,b)v \int_{\underline{v}}^{v} a(v,b)dv u(\underline{v},b).$
- Difficulty arises from (IC-b).

(IC-b) constraint:  $(v, b_2)$  misreports as  $(\hat{v}, b_1)$ 

• (IC-b) Constraint:

$$q(\hat{v}, b_1)c \geq \underbrace{a(\hat{v}, b_1)v - p(\hat{v}, b_1)}_{\text{misreport as } (\hat{v}, b_1)} - \underbrace{[a(v, b_2)v - p(v, b_2)]}_{\text{report truthfully}}.$$

- RHS = Incentive for  $(v, b_2)$  to misreport as  $(\hat{v}, b_1)$
- Fix  $\hat{v}$ , RHS is concave in v and maximized at

$$v^{d}(\hat{v}) \equiv \inf \{ v | a(v, b_{2}) > a(\hat{v}, b_{1}) \}.$$

• If  $a(\cdot, b)$  is continuous, the  $a(v^d(\hat{v}), b_2) = a(v, b_1)$ .



Introduction

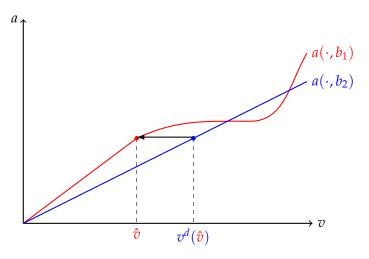
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# Binding (IC-b) constraints



• Binding (IC-b) constraints:  $a(v^d(\hat{v}), b_2) = a(\hat{v}, b_1)$ .



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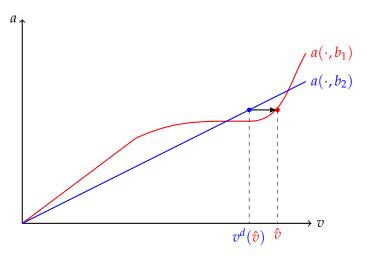
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# Binding (IC-b) constraints



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# Sketch of the problem-solving strategy

1. Consider the principal's problem  $(\mathcal{P}')$  with two modifications:

$$V(M,d) = \max_{a,p,q} \mathbb{E}_t[a(t)v - p(t)], \qquad (\mathcal{P}'(M,d))$$

subject to (IR), (IC-v), (IC-b), (BC), (S),

 $a ext{ is a } M' ext{-step allocation rule for some } M' \leq M,$  $\mathbb{E}[p(t) - q(t)k] \geq -d.$  (BB-d)

2. Take  $M \to \infty$  and  $d \to 0$ .

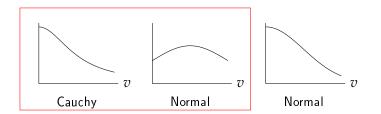




Assumption 1. 
$$\frac{1-r}{f}$$
 is non-increasing

Assumption 2. f is non-increasing.

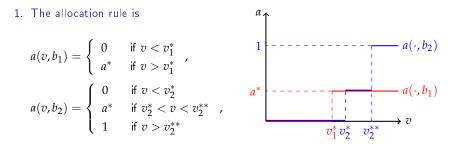
Examples (Banciu and Mirchandani, 2013) uniform, exponential and the left truncation of a normal distribution.





#### Theorem

Under the regularity conditions, there exists  $v_1^* \leq v_2^* \leq v_2^{**}$ ,  $u_1^* \geq u_2^*$  and  $0 \leq a^* \leq 1$  such that in the optimal mechanism of  $\mathcal{P}$ 



## Optimal mechanism

Theorem

Under the regularity conditions, there exists  $v_1^* \leq v_2^* \leq v_2^{**}$ ,  $u_1^* \geq u_2^*$  and  $0 \leq a^* \leq 1$  such that in the optimal mechanism of  $\mathcal{P}$ 

2. The payment rule is

$$p(v,b_1) = \begin{cases} -u_1^* & \text{if } v < v_1^* \\ -u_1^* + a^* v_1^* & \text{if } v > v_1^* \end{cases},$$

$$p(v,b_2) = \begin{cases} -u_2^* & \text{if } v < v_2^* \\ -u_2^* + a^* v_2^* & \text{if } v_2^* < v < v_2^{**} \\ -u_2^* + a^* v_2^* + (1 - a^*) v_2^{**} & \text{if } v > v_2^{**} \end{cases}$$

3. The verification rule is

$$\begin{split} q(v,b_1) &= \begin{cases} \begin{array}{ll} \frac{1}{c} \left( u_1^* - u_2^* \right) & \text{if } v < v_1^* \\ \frac{1}{c} \left[ \left( u_1^* - u_2^* \right) + a^* \left( v_2^* - v_1^* \right) \right] & \text{if } v > v_1^* \end{array}, \\ q(v,b_2) &= 0. \end{split}$$

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## Subsidies in cash and in kind

- Subsidies in cash:
  - High-budget:  $u_2^*$ .
  - Low-budget:  $u_1^*$ .
- Subsidies in kind: provision of goods at discounted prices.
- Use the additional payment made by a high-budget high-value agent as a measure of "price":  $p^{\text{market}} = a^* v_2^* + (1 a^*) v_2^{**}$ .
- The amount of in-kind subsidies:

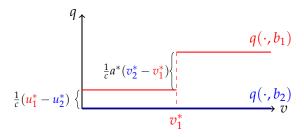
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# Subsidies in cash and in kind (cont'd)

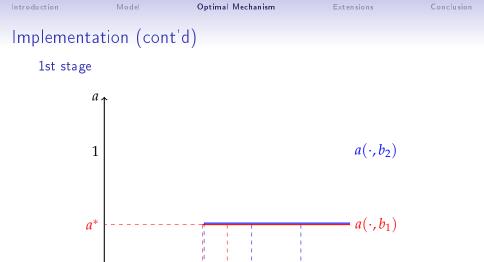
• Verification probability revisited



- Effects of verification cost
  - If k = 0, then high-budget agents receive no subsidies: u<sub>2</sub><sup>\*</sup> = 0 and p<sup>market</sup> = v<sub>2</sub><sup>\*</sup>.
  - If k = ∞, then high-budget agents receive the same subsidies as low-budget agents: u<sup>\*</sup><sub>2</sub> = u<sup>\*</sup><sub>1</sub> and v<sup>\*</sup><sub>2</sub> = v<sup>\*</sup><sub>1</sub>.

### Implementation via a two-stage mechanism

- 1st Agents *report* their budgets and *receive* 
  - budget-dependent cash subsidies; and
  - the opportunity to participate in a lottery at budget-dependent prices.
  - Randomly assign the goods among all lottery participants.
  - Randomly inspect low-budget agents.
- 2nd Resale market opens and agents can trade with each other.
  - Sellers face budget-dependent sales taxes.
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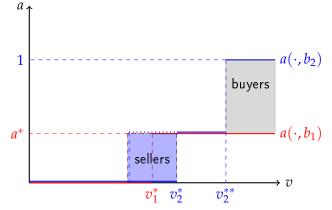


 $v_1^* v_2^*$ 

*→ v* 

 $v_2^{**}$ 

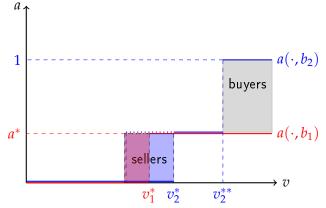




• price 
$$= v_2^{**}$$
,

• high-budget tax =  $a^*(v_2^{**} - v_2^*)$ , low-budget tax =  $a^*(v_2^{**} - v_1^*)$ 





• price 
$$= v_2^{**}$$
,

• high-budget tax =  $a^*(v_2^{**} - v_2^*)$ , low-budget tax =  $a^*(v_2^{**} - v_1^*)$ 

### Effects of verification

- w/o verification: equally subsidized, priced and taxed.
- w/: higher subsidies, lower price and higher sales taxes for low-budget agents.

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## Properties of optimal mechanism

- 1. Who benefits if the supply of goods increases?
- 2. How does verification cost affect the optimal mechanism's reliance on cash and in-kind subsidies?



An increase in S improves the total welfare; but its impact on each budget type is not monotonic.

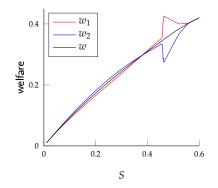


Figure: In this example,  $v \sim U[0,1]$ , ho = 0.08,  $b_1 = 0.2$  and  $\pi = 0.5$ .



Low-budget low-valuation agents can get worse off as the amount of cash subsidies to low-budget agents begins to decline for sufficiently large *S*.

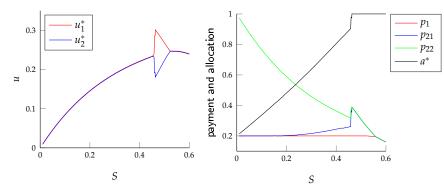


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High-budget high-valuation agents can get worse off as their payments increase because disproportionately more goods are allocated to low-budget agents.

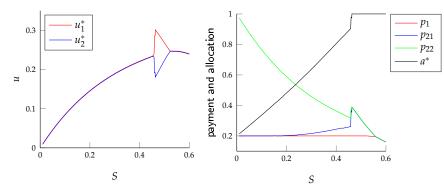


Figure: In this example,  $v \sim U[0,1]$ , ho = 0.08,  $b_1 = 0.2$  and  $\pi = 0.5$ .





Verification cost ( $\rho = k/c$ )

If verification becomes more costly, then agents are inspected less frequently in the optimal mechanism.

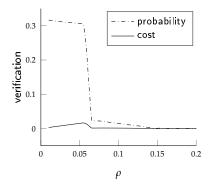


Figure: In this example,  $v \sim U[0,1]$ ,  $b_1 = 0.2$ , S = 0.4 and  $\pi = 0.5$ .

## Effective verification cost ( $\rho = k/c$ )

If verification becomes more costly, then the opt. mechanism relies more on in-kind than cash subsidies to help low-budget agents.

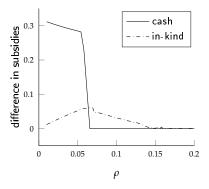


Figure: In this example,  $v \sim U[0,1]$ ,  $b_1 = 0.2$ , S = 0.4 and  $\pi = 0.5$ .

# Effective verification cost ( $\rho = k/c$ )

If verification becomes more costly, then the opt. mechanism relies more on in-kind than cash subsidies to help low-budget agents.

- Cash subsidy is more efficient because it introduces less distortion into allocation.
- Cash subsidy is more costly because it is attractive to agents with all valuations while in-kind subsidy is attractive to only have-valuation agents.

Introduction	Model	Optimal Mechanism	Extensions	Conclusion
Extensions				

- Ex-post individual rationality
- Costly disclosure

# Ex-post individual rationality

- Optimal mechanism may not be ex-post individually rational.
  - Lotteries with positive payments.
- Budget constraint vs. per unit price constraint

$$p(t) \le b$$
,  $\forall t = (v, b)$ , (BC)

$$p(t) \le a(t)b,$$
  $\forall t = (v, b).$  (PC)

- Why study (BC)?
  - Optimal mechanisms in these two settings share qualitatively similar features.
  - For some parameter values, there is no rationing  $(a^* = 1)$ .
  - Rationing is realistic if  $b_1$  is close to zero.

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# Ex-post individual rationality (cont'd)

$k = \infty$	All results extend.		
$\kappa = \infty$	The latter extends Che, Gale and Kim (2013).		
	Multiple levels of in-kind subsidies.		
$k<\infty$	Incremental change in diff. in		
	in-kind subsidies is increasing.		
$k < \infty$ , $f$ is regular	?		



- Agents also bear a cost of being verified.
- An agent incurs cost  $c^T$  from being verified if he reported his budget truthfully and  $c^F \ge c^T$  if he lied.
- The utility of an agent who has type t=(v,b) and reports  $\hat{t}$  is

$$u(\hat{t},t) = \begin{cases} a(\hat{t})v - p(\hat{t}) - q(\hat{t})c^T & \text{if } \hat{b} = b \text{ and } p(\hat{t}) \le b, \\ a(\hat{t})v - p(\hat{t}) - q(\hat{t}) \left(c^F + c\right) & \text{if } \hat{b} \ne b \text{ and } p(\hat{t}) \le b, \\ -\infty & \text{if } p(\hat{t}) > b. \end{cases}$$

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Effects of costly disclosure

• Relax an agent's budget constraint:

$$u(v,b) = a(v,b)v - \underbrace{\left[p(v,b) + q(v,b)c^{T}\right]}_{\text{effective payment, } p^{e}(v,b)}$$

• Increase punishment:

$$a(v,b_2)v - p^e(v,b_2) \ge a(\hat{v},b_1)v - q(\hat{v},b_1)(c + c^F - c^T) - p^e(\hat{v},b_1).$$

• Verification is more costly:

$$\mathbb{E}_t\left[p^e(t)-(\mathbf{k}+\mathbf{c}^T)q(t)\right]\geq 0.$$

In troduction	Model	Optimal Mechanism	Extensions	Conclusion
Welfare				

## Proposition

If  $\frac{k}{c} \geq \frac{c^T}{c^F - c^T}$ , then the presence of disclosure costs improves welfare.



#### Recap

- Solved a multidimensional mechanism design problem motivated by transfer programs.
- Mechanisms with transfers and costly verification of budget.
- Characterized the surplus-maximizing/optimal mechanism.

### Future work

- Interactions between transfers and costly verification.
- Repeated interactions between the principal and agents.

# Revelation principle

A general direct mechanism  $(a, p, q, \theta)$  consists of

- an allocation rule  $a: T \rightarrow [0, 1]$ ,
- a payment rule  $p:T 
  ightarrow \mathbb{R}$ ,
- an inspection rule  $q:T \rightarrow [0,1]$ ,
- a punishment rule  $\theta: T \times \{b_1, b_2, n\} \rightarrow [0, 1].$ 
  - $\theta(\hat{t}, n)$ : prob. for an agent who reports  $\hat{t}$  and is not inspected.
  - θ(t̂, b): prob. for an agent who reports t̂ and whose budget is revealed to be b.



# Optimal punishment rule

#### Lemma

In an optimal mechanism, heta((v,b),b)=0 and  $heta((v,\hat{b}),b)=1$ .

### Punishment without verification

• Relax an agent's budget constraint:

$$u(t) = a(t)v - \underbrace{[p(t) + (1 - q(t))\theta(t, n)c]}_{\text{effective payment, } p^e(t)}.$$

• But this is costly:

$$\mathbb{E}_t\left[p^e(t)-kq(t)-(1-q(t))\theta(t,n)c\right]\geq 0.$$



# Benchmark: no verification $(k = \infty)$

### • Two categories

$$a(v,b)v - p(v,b) \ge a(\hat{v},b)v - p(\hat{v},b), \tag{IC-v}$$

$$a(v, b_2)v - p(v, b_2) \ge a(\hat{v}, b_1)v - p(\hat{v}, b_1) - q(\hat{v}, b_1)c.$$
 (IC-b)



# Benchmark: no verification $(k = \infty)$

• Two categories

$$a(v,b)v - p(v,b) \ge a(\hat{v},b)v - p(\hat{v},b), \qquad (\mathsf{IC-v})$$

$$a(v,b_2)v - p(v,b_2) \ge a(\hat{v},b_1)v - p(\hat{v},b_1). \tag{IC-b}$$

• It is sufficient to consider two one-dimensional deviations:

$$a(v,b)v - p(v,b) \ge a(\hat{v},b)v - p(\hat{v},b),$$
  
 $a(v,b_2)v - p(v,b_2) \ge a(v,b_1)v - p(v,b_1).$ 

• To see this, note that

$$a(v, b_2)v - p(v, b_2) \ge a(v, b_1)v - p(v, b_1)$$
  
 $\ge a(\hat{v}, b_1)v - p(\hat{v}, b_1).$ 



• (IC-b) Constraint:

$$q(\hat{v}, b_1)c \geq \underbrace{a(\hat{v}, b_1)v - p(\hat{v}, b_1)}_{\text{misreport as } (\hat{v}, b_1)} - \underbrace{[a(v, b_2)v - p(v, b_2)]}_{\text{report truthfully}}.$$

• Fix  $\hat{v}$ ,  $\partial RHS/\partial v = a(\hat{v}, b_1) - a(v, b_2)$ , which is non-increasing in v.

• Hence, RHS is concave in v and maximized at

 $v^d(\hat{v}) \equiv \inf \left\{ v | a(v, b_2) > a(\hat{v}, b_1) \right\}.$ 



• Using the envelope condition, (IC-b) becomes:

$$q(\hat{v}, b_1)c \ge u(\underline{v}, b_1) + a(\hat{v}, b_1)(v - \hat{v}) + \int_{\underline{v}}^{\hat{v}} a(v, b_1)dv$$
  
misreport as  $(\hat{v}, b_1)$   
 $-\underbrace{\left[u(\underline{v}, b_2) + \int_{\underline{v}}^{v} a(v, b_2)dv\right]}_{\text{report truthfully}}$ 

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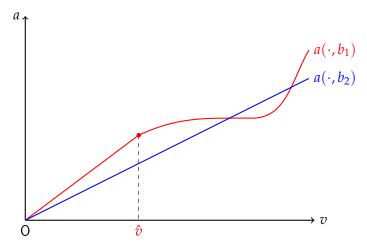
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misreport as  $(\hat{v}, b_1)$   
$$- \underbrace{\left[u(\underline{v}, b_2) + \int_{\underline{v}}^{v} a(v, b_2) dv\right]}_{\text{report truthfully}}$$

• Fix  $\hat{v}$ ,  $\partial RHS / \partial v = a(\hat{v}, b_1) - a(v, b_2)$ , which is non-increasing in v.

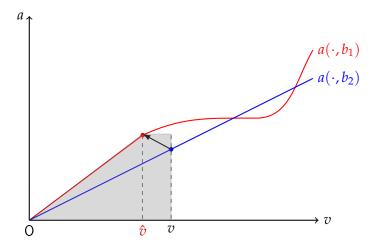
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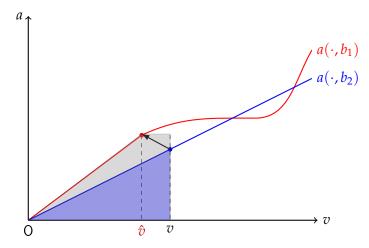






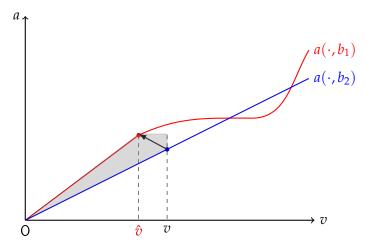
• gain = gray area, loss = blue area



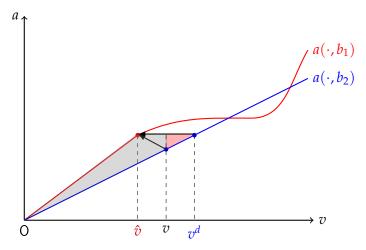


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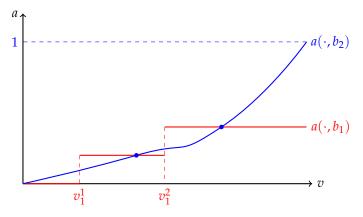






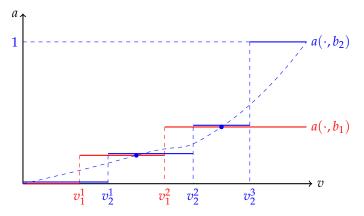


# Approximate allocation rules using step functions



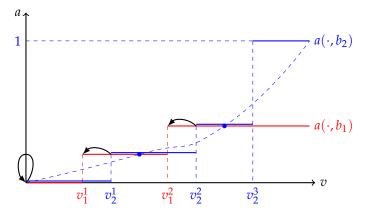
- Assume that a(·, b<sub>1</sub>) takes M distinct values. → a(·, b<sub>2</sub>) takes at most M + 2 distinct values.
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Sketch of the problem-solving strategy

1. Consider the principal's problem  $(\mathcal{P}')$  with two modifications:

$$V(M,d) = \max_{a,p,q} \mathbb{E}_t[a(t)v - p(t)], \qquad (\mathcal{P}'(M,d))$$

subject to (IR), (IC-v), (IC-b), (BC), (S),

 $a ext{ is a } M' ext{-step allocation rule for some } M' \leq M,$  $\mathbb{E}[p(t) - q(t)k] \geq -d.$  (BB-d)

2. Take  $M \to \infty$  and  $d \to 0$ .

Sketch of the problem-solving strategy (cont'd)

Under the regularity conditions,

1. Consider the principal's modified problem  $\mathcal{P}'(M,d)$ 

2. Take  $M \to \infty$  and  $d \to 0$ .

Sketch of the problem-solving strategy (cont'd)

Under the regularity conditions,

- 1. Consider the principal's modified problem  $\mathcal{P}'(M,d)$ Lemma 1: V(M,d) = V(2,d) for all  $M \ge 2$  and  $d \ge 0$ .
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Lemma 2: V = V(2,0), where V is the value of  $\mathcal{P}$ .



# Optimal mechanism of $\mathcal{P}'(M,d)$

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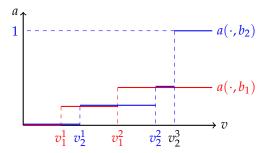
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#### Lemma 1

Let V(M,d) denote the value of  $\mathcal{P}'(M,d)$ . Then V(M,d) = V(2,d) for all  $M \ge 2$  and  $d \ge 0$ .

Proof Sketch.

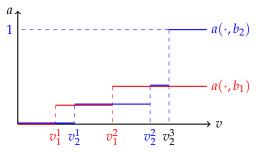


• For each m = 1, ..., M - 1,  $v_1^m$  and  $v_2^m$  satisfy a set of FOCs.

• If f is "regular", then this set of FOCs has a unique solution.

# Intuition of Lemma 1

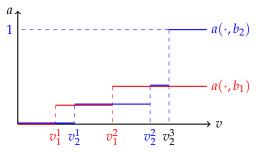
- Every linear program has an extreme point that is an optimal soln.
- $v_2^m v_1^m$  is non-negative and increasing.
  - Incremental change in diff. in in-kind subsidies is increasing.
  - The number of active constraints is finite.



• If f is "regular", V(M,d) = V(5,d) for all  $M \ge 5$  and  $d \ge 0$ .

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• If f is "regular", V(M, d) = V(2, d) for all  $M \ge 2$  and  $d \ge 0$ .



Lemma 2

Let V denote the value of  $\mathcal{P}$ . Then V = V(2, 0).

Proof sketch.

•  $\forall d > 0, \ \exists \ \overline{M}(d) > 0$  such that  $\forall M > \overline{M}(d)$ 

$$V - V(M, d) \leq (1 - \pi) \frac{\mathbb{E}[v]}{M}.$$

- Fix d > 0 and let  $M \to \infty$ :  $V(2,0) \le V \le V(2,d) \ \forall d > 0$ .
- V = V(2,0) by the continuity of V(2,d).



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Supply (S)

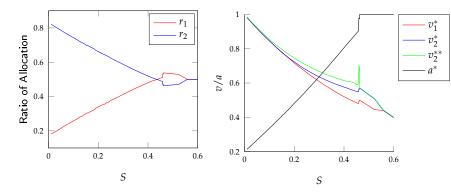


Figure: In this example,  $v \sim U[0,1]$ , ho = 0.08,  $b_1 = 0.2$  and  $\pi = 0.5$ .

