

Curriculum Vitae

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Education

S.B., Economics, MIT, 1977
Honors: Top Debater at MIT, 1976
Ph.D., Economics, University of Pennsylvania, 1984
Honors: University Fellowship, 1977, 1978, Spring 1980
Prelim Fields: Public Finance/Public Economics
Monetary Theory
Dissertation: Two Essays on the Nonprofit Sector, 1983
Robert Inman, Supervisor

Professional Experience

ACADEMIC APPOINTMENTS:

I.U.P.U.I.: Professor, Economics, June 1995 - (assoc., 9/91-6/95)
Philanthropic Studies, Fall 1991 -
Adjunct, School of Public and Environmental Affairs, Fall 1993 - .
Queensland University of Technology (Brisbane, AU), Centre of Philanthropy and
Nonprofit Studies, Myer Foundation Principal Research Fellow, Summer 2003.
Northwestern U.: Visiting Scholar, Ctr. Urb. Affrs. & Policy Rsch., Fall 1991, and
summer 1994
V.P.I. & S.U.: Assistant Professor, Economics, 1982-1988.
Associate Professor (tenured), 1988-1991.
Drexel University: Visiting Lecturer, 1982.

OTHER APPOINTMENTS AND PROFESSIONAL CONSULTANCIES:

Editorial Appointments:

Editorial Advisory Board, The Nonprofit Review (Japan), 2001 -
Advisory Committee, Encyclopedia of Philanthropy
Editorial Bd., Int'l Journal of Nonprofit and Voluntary Sector Marketing, 1998 -
Associate Editor, Nonprofit Management and Leadership, 1995 - 2000, Advisory
Board, 2000 -
Management Board, Annals of Public and Cooperative Economics, 1994 - 1997;
Editorial Board, 1998 -
Chief Consulting Editor, Research in Progress 1994.
Deputy Editor, Nonprofit and Voluntary Sector Quarterly, 1992-1997; consulting
ed., 1986-92; Member Editorial Board, 2005 -
Associate Editor, Evaluation Review, 1985-1988.
Editorial Board, Abstracts of Working Papers in Economics, 1986-1987.

Expert Witnessing:

3 cases on economic damages (settled).
11 cases on state regulation of fundraising (settled).
1 case on revocation of tax-exempt status (US Tax Court).

1 case on interpretation of "nonprofit" status.

Research Consultancies:

Member, Technical Advisory Council, *Nonprofit Almanac*, 2006
 Member, Advisory Council on Methodology, *Giving USA* (annual), 2001 -.
 Member, Technical Advisory Panel, Charitable Choice Project, 2000 -3.
 Associate Director, IU Center on Philanthropy Panel Study, 2000-.
 Member, Academic Council, National Center on Nonprofit Enterprise, 1999 -.
 Member, Governing Council, Aspen Institute Nonprofit Sector Research Fund, 1997-2003. Public Policy Committee, 2001-.
 Member, Advisory Committee for the Institute for the Study of Government and the Nonprofit Sector, Indiana University, 1997-
 Research Consultant, Project on the Growing Commercialism of Nonprofit Organizations (at Northwestern U.), 1994-7.
 Member, Research Committee, Independent Sector, 1993-6.
 Member, Cross-Sector Advisory Group, Going to Scale Project, Rockefeller Foundation (and others), 1994
 Advisory Committee, Project on Innovative Methods of Nonprofit Compensation, 1994-1995.
 Advisor, various I.U. Center on Philanthropy research projects (including Philanthropic Giving Index, Strengthening Nonprofit Management Project, Fundraising and Administrative Cost Study, Discretionary Giving Project) 1992-
 Research Consultant, Program on Non-Profit Organizations, Yale University, 1981-1990.
 Affiliate, Center for Volunteer Development, VPI & SU, 1985.
 Research Fellow, Metropolitan Philanthropy Project, University of Pennsylvania, 1980-1982.

PROFESSIONAL ORGANIZATIONS:

ARNOVA (Assn. for Research on Nonprofit Organizations and Voluntary Action) 1985 -
 Chair, Search Committee, Executive Director, 2000
 Chair, Prize Committee for Outstanding article published in the *Nonprofit and Voluntary Sector Quarterly*, 1996-1997
 Co-President, 1992-94
 Board Member, 1987-1991
 Chair, Meetings Committee, 1991-2
 Chair, Nominating Committee, 1991.
 Membership Committee, 2006-7.
 ISTR (International Society for Third-Sector Research), 1993 -
 American Economic Association, 1978 -
 International Institute for Public Finance, 1989 - 1993.

HONORS AND AWARDS:

Nonprofit Times Power and Influence Top 50, 1998.
 Honorable Mention, Staley-Robeson-Ryan-St.Lawrence Prize for Research on Fund Raising and Philanthropy, 1996.
 Distinguished Faculty Award for Excellence in Teaching, Research, and Service, School of Liberal Arts, IUPUI, 1993-94.
 College of Business Teaching Award, VPI & SU, Spring 1987.

Books and Monographs

- (1) *Economics for Nonprofit Managers*. With Dennis R. Young. New York: Foundation Center Press, 1995.
- (2) *Should Nonprofit Organizations Pay Sales and Property Taxes*. With Marc Bilodeau. Washington, DC: National Council of Nonprofit Associations (commissioned monograph, 52 pages).
- (3) *The Economics of Nonprofit Enterprises*. Editor. 28 reprinted articles plus one essay written by me.. Edward Elgar Publishing, Ltd. A volume in the series The International Library of Critical Writings in Economics. 2004 (588 pages).
- (4) *The Nonprofit Sector: A Research Handbook, Second Edition*. Coeditor (with Walter W. Powell). 27 Commissioned chapters. Yale University Press. 2006 (685 pages)..

Publications in Refereed Journals

- (1) "Strategic Behavior and Learning in Repeated Voluntary-Contribution Experiments," Forthcoming, *Journal of Economic Behavior and Organization*. (with Laurent Muller, Martin Sefton, and Lise Vesterlund (34 pages).
- (2) "Nonprofits with Distributional Objectives: Price Discrimination and Corner Solutions," *Journal of Public Economics*, **89**, December 2005. pp. 2205-2230. (with Burton A. Weisbrod).
- (3) "The Philanthropic Giving Index: A New Indicator of the Climate for Raising Funds," *Nonprofit and Voluntary Sector Quarterly*, **28#4**, December 1999, pp. 491-499. (with Robert T. Grimm Jr. and Kathryn Keirouz).
- (4) "A Comment on Salamon and Anheier's "Social Origins of Civil Society," *Voluntas*, **9#2**, September 1998, pp. 249-260 (with Dennis R. Young).
- (5) "Collective Goods as a Window on Nonprofit Economics," *Third Sector Review*, **4#2**, 1998, pp. 27-48.
- (6) "Further Evidence on the Dynamic Impact of Taxes on Charitable Giving," *National Tax Journal*, **L # 2**, June 1997, pp. 321-334. (with Kevin Barrett and Anya McGuirk).
- (7) "Overall Evaluation of Economic Theories," *Voluntas*, **8/2**, June 1997, pp. 179-204 (invited for symposium issue of refereed journal, not anonymously refereed).
- (8) "Reassessing the Tax-Favored Status of the Charitable Deduction for Gifts of Appreciated Assets," *National Tax Journal*, **XLIX#2**, June 1996, pp. 215-234 (with Cherie J. O'Neil and G. Rodney Thompson).
- (9) "Reward Structures in Public Good Experiments," *Journal of Public Economics*, **61**, 1996, pp. 263-287 (with Martin Sefton).
- (10) "Research Reports: Governmental Policies and the Nonprofit Sector," *Nonprofit Management and Leadership*, **5#1**, Fall 1994, pp. 99-108 (invited note in refereed journal, not anonymously refereed).

- (11) "'The Role of Nonprofit Enterprise' in 1992: Hansmann Revisited," (with Bradford H. Gray), *Nonprofit and Voluntary Sector Quarterly*, **22#4**, Winter 1993, pp. 297-316.
- (12) "Public Policy and the Performance of Nonprofit Organizations: A General Framework," *Nonprofit and Voluntary Sector Quarterly*, **22 #1**, Spring 1993, pp. 13-32.
- (13) "On the Financial Structure of the U.S. Nonprofit Sector," *Voluntas*, **4 (2)**, 1993, pp. 199-204 (invited for symposium issue of refereed journal; not anonymously refereed).
- (14) "Does Government Spending Crowd Out Donations? Interpreting the Evidence," *Annals of Public and Cooperative Economics*, **62#4**, 1991, pp. 591-617.
- (15) "'Unfair' Competition by Nonprofits and Tax Policy," *National Tax Journal*, **44#3**, September 1991, pp. 351-364 (invited, not anonymously refereed).
- (16) "Profits and Incentive Compensation in Nonprofit Firms," *Nonprofit Management and Leadership*, **1(2)**, 1990, pp. 137-152.
- (17) "Taxes and Giving: New Findings," *Voluntas*, **1(2)**, 1990, pp. 1-16.
- (18) "Labor Economics and the Nonprofit Sector: A Literature Review," *Nonprofit and Voluntary Sector Quarterly*, **19(2)**, Summer 1990, pp. 151-170.
- (19) "Economic Perspectives on Regulation of Charitable Solicitation," *Case Western Reserve Law Review*, **39(3)**, 1989, pp. 775-797 (invited, then student refereed).
- (20) "Voluntary Donations and Public Expenditures in a Federalist System," *American Economic Review*, **77(1)**, March 1987, pp.24-36.
- (21) "The Revealed Objective Functions of Nonprofit Firms," *The Rand Journal of Economics*, **17(4)**, Winter 1986, pp.508-526.
- (22) "Charitable Giving as a Mixed Public/Private Good: Implications for Tax Policy," *Public Finance Quarterly*, **14(4)**, October 1986, pp. 415-431.
- (23) "Empirical Relations between Government Spending and Charitable Donations," *Journal of Voluntary Action Research*, **14(2,3)**, Spring/Summer 1985, pp. 54-64.
- (24) "A Comment on Motives Underlying Individual Contributions to Charity," *Atlantic Economic Journal*, **XII(2)**, July 1984, pp. 61-64.

Chapters in Books

- (1) "Nonprofit Organizations." Forthcoming in *The New Palgrave, Second Edition*. Norton. (with Burton A. Weisbrod). Typescript 8 pages.
- (2) "Membership Income." In Dennis R. Young, ed., *Financing Nonprofits: Putting Theory Into Practice*. Altamira Press and the National Center for Nonprofit Enterprise, 2006, 121-56
- (3) "Introduction." In Walter W. Powell and Richard Steinberg, eds., *The Nonprofit Sector: A Research Handbook, Second Edition*. Yale University Press, 2006, pp. 1-12. (with

Walter W. Powell).

- (4) "Economic Theories of Nonprofit Organizations." In Walter W. Powell and Richard Steinberg, eds., *The Nonprofit Sector: A Research Handbook, Second Edition*. Yale University Press., 2006, pp. 117-139.
- (5) "Donative Nonprofit Organizations," *Handbook on the Economics of Giving, Reciprocity, and Altruism, Vol. 2*, a volume in the *Handbooks in Economics* series edited by S.-C. Kolm, and J. Mercier-Ythier. Elsevier/North-Holland, 2006 , pp. 1271-1333 (with Marc Bilodeau).
- (6) "Chapter 7: The Economics of Philanthropy: Do We Give Until it Hurts, or Does it Hurt Until We Give?" in Joseph Stoltman and Laurel Singleton, eds., *Civic Ideals and the Giving Society*. Council of Michigan Foundations, 2005. (with Robert Harris).
- (7) "Religious and Secular Giving, by Race and Ethnicity." *Exploring Black Philanthropy: New Directions for Philanthropic Fundraising* (Vol. 48:57-66 in *New Directions for Philanthropic Fundraising, a Quarterly Sourcebook*, edited by Patrick Rooney and Lois Sherman). 2005. Wiley Periodicals. (with Mark Wilhelm).
- (8) "Tracking Giving Across Generations." In Dwight Burlingame, ed., *Philanthropy Across the Generations*, vol. 42 in *New Directions for Philanthropic Fundraising, a Quarterly Sourcebook*, 2004. Jossey-Bass, Inc. pp. 71-82. (with Mark Wilhelm).
- (9) "Economic Theories of Nonprofits," In Dwight Burlingame, ed., *Philanthropy in the U.S.: An Encyclopedia*. ABC-CLIO, 2004. Vol. 1, pp. 128-132.
- (10) "Introduction," in Richard Steinberg, ed., *The Economics of Nonprofit Enterprises*, Edward Elgar, 2004, xiii-xxx.
- (11) "Economic Theories of Nonprofit Organizations: An Evaluation," in Helmut Anheier and Avner Ben-Ner, eds., *The Study of the Nonprofit Enterprise: Theories and Approaches*. New York: Kluwer/Plenum, 2003, pp. 277-310. (Expanded and updated version of "Overall Evaluation of Economic Theories," published in *Voluntas*, 8/2)
- (12) "Pricing and Rationing by Nonprofit Organizations with Distributional Objectives," (with Burton A. Weisbrod), in Burton A. Weisbrod, ed., *To Profit or Not to Profit: The Commercial Transformation of the Nonprofit Sector*. New York: Cambridge University Press, 1998, pp. 65-82.
- (13) "The Theory of the Nonprofit Sector in Housing," in C.T. Koebel, ed., *Shelter and Society: Theory, Research, and Policy for Nonprofit Housing*. Albany: SUNY Press, 1998, pp. 21-38.
- (14) "Public-Private Partnerships for Affordable Housing: Definitions and Applications in an International Perspective in C.T. Koebel, ed., *Shelter and Society: Theory, Research, and Policy for Nonprofit Housing*. Albany: SUNY Press, 1998, pp. 39-70 (with C. Theodore Koebel and Robert Dyck).
- (15) "Competition in Contracted Markets", in Perri 6 and Jeremy Kendall, eds., *The Contract Culture in Public Services*. Hampshire (England): Ashgate, 1997, pp. 161-180.

- (16) "On the Regulation of Fundraising," in Dwight Burlingame, ed., *Critical Issues in Fundraising*. New York: John Wiley and Sons, 1997, pp. 234-246.
- (17) "Can Individual Donations Replace Cutbacks in Federal Social-Welfare Spending?" in Dwight Burlingame, William Diaz, Warren Ilchman, and Associates, *Capacity for Change? The Nonprofit World in the Age of Devolution*, Indiana University Center on Philanthropy, 1996, pp. 57-80
- (18) "Philanthropy and Economic Development," in Richard F. America, ed., *Philanthropy and Economic Development*. Greenwood Publishing Group, Inc., 1995.
- (19) "Profits and Incentive Compensation in Nonprofit Firms" (reprint of article appearing in *Nonprofit Management and Leadership*), in Sharon Oster, ed., *Nonprofit Management, a volume in The International Library of Management*. Dartmouth Publishing Company, 1994, pp. 329-344.
- (20) "Does Government Spending Crowd Out Donations? Interpreting the Evidence" (reprint of article appearing in *Annals of Public and Cooperative Economics*), in Avner Ben-Ner and Benedetto Gui, eds., *The Nonprofit Sector in the Mixed Economy*. University of Michigan Press, 1993, pp. 199-226.
- (21) "Economics and Philanthropy: A Marriage of Necessity for Nonprofit Organizations," in *Fund Raising Economics*, a quarterly sourcebook in the series on Philanthropic Fund Raising, Jim Greenfield and Robert Fogel, eds. Jossey-Bass, Inc., 1994, pp. 7-26.
- (22) "How Should Antitrust Laws Apply to Nonprofit Organizations?," in Dennis R. Young, Robert M. Hollister, Virginia A. Hodgkinson, and Associates, eds., *Governing, Leading, and Managing Nonprofit Organizations*, Jossey-Bass, Inc., 1993, pp. 279-305. Earlier version published as "Antitrust Policy: Are Nonprofits Different?" in *Leadership and Management* (conference volume, Independent Sector), 1991, pp. 645-658.
- (23) "Competition, Performance, and Public Policy Towards Nonprofits," (with Catherine Eckel), in David Hammack and Dennis Young, eds., *Nonprofit Organizations in the Marketplace*, Jossey-Bass, Inc., 1993, pp. 57-81.
- (24) "The Market for Drug Treatment," in Dean R. Gerstein and Henrick J. Harwood, eds., *Treating Drug Problems. Vol. 2: Commissioned Papers on Historical, Institutional, and Economic Contexts of Drug Treatment*. Washington D.C.: National Academy Press, 1992, pp. 245-288.
- (25) "Nonprofit Organizations,"; "Social Welfare Functions"; and "Environmental Economics", all in Frank N. Magill, ed., *Magill's Survey of Social Science: Economics*, 1991, pp. 1617-1623; 2122-2128; and 700-706, respectively.
- (26) "The Economics of Fundraising," in Dwight Burlingame and Monty Hulse, eds., *Taking Fund Raising Seriously*, Jossey-Bass, Inc., 1991, pp. 239-256.
- (27) "Donations, Local Government Spending, and the 'New Federalism'," in Richard Magat, ed., *Philanthropic Giving*, Oxford University Press, 1989, pp. 143-156.
- (28) "Nonprofit Organizations and the Market," in Walter Powell, ed., *The Nonprofit Sector: A Research Handbook*, Yale University Press, 1987, pp.118-138.

- (29) "Should Donors Care about Fundraising?" in Susan Rose-Ackerman, ed., *The Economics of Nonprofit Institutions: Studies in Structure and Policy*, Oxford University Press, 1986, pp. 347-366.

Other Publications

- (1) "Caveat Donator," Editorial, *International Journal of Nonprofit and Voluntary Sector Marketing*, 9#2, pp. 101-104. May 2004.
- (2) "Tax Credit Only Benefits Poverty Relief," *The Register*, April 1998.
- (3) "Quantifying Activity: Board planning by the Numbers" (review of Handy's 'Reputation as Collateral: An Economic Analysis of the Role of Trustees of Nonprofits,') *The Nonprofit Times*, March 1997, pp. 50-51.
- (4) "Comment on William Bogart's "Accountability and Nonprofit Organizations: An Economic Perspective," *Nonprofit Management and Leadership*, 7#2, Winter 1996, pp. 225-228. (Commissioned commentary, appearing in a refereed journal but not refereed).
- (5) "Would a Flat Tax Flatten Donations," *Indiana Donors Alliance Review*, 2#1, Spring 1996.
- (6) "What the Numbers Say [about the impact of government tax and spending changes on donations]," *Advancing Philanthropy*, 3#2, Summer 1995, pp. 26-31.
- (7) "United Cancer Council v. Commissioner of the IRS", in *Philanthropy Matters*, Summer 1993, pp. 13-15.
- (8) "Morality and Diversity - A Comment on Lipman ('The Morality of Philanthropy')," *Society*, September/October 1990, pp. 12-14.
- (9) "Regulating the Competition between the Nonprofit and For-Profit Sectors," *Hearings on Nonprofit Competition*, Small Business Committee, U.S. House of Representatives, June 1988. Testimony, pp. 31-34. Prepared Statement, pp. 165-178.
- (10) "Optimal Contracts Need not be Contingent: The Case of Nonprofit Firms," in Drew Hyman and Kurt Parkum, eds., *Models of Health and Human Services in the Nonprofit Sector*, (conference volume, Association of Voluntary Action Scholars), Oct.1986, pp. 87-102.
- (11) "Health Care Revisited," (letter to editor in response to Herzlinger and Krasker's "Who Profits from Nonprofits," printed with rebuttal from authors), *Harvard Business Review*, 65(5), September/October 1987, pp. 159-164.
- (12) "Optimal Fundraising by Nonprofit Firms," *Giving and Volunteering: New Frontiers of Knowledge*, (conference volume, Independent Sector and United Way of America), 1985, pp. 411-446.
- (13) "Tax Reform and Charitable Donations - Problems and Opportunities," VPI W.P. #E85-03-02, March 1985 (placed on *Tax Notes* on-line and microfiche database and on Lexis on-line database), 29 pages.
- (14) "Philanthropy in a Regional Context - Results of the Metropolitan Philadelphia Philanthropy Study," *National Society of Fund-Raising Executives Journal*, Fall 1981, pp.18-20 (with

Thomas Reiner and Julian Wolpert).

Invited Book Reviews

- (1) *Who Benefits from the Nonprofit Sector*, Charles Clotfelter, ed., in *Journal of Economic Literature*, June 1993, pp. 915-917.
- (2) *The Nonprofit Sector in International Perspective*, Estelle James, ed., in *Journal of Economic Literature*, March 1991, pp. 120-121.
- (3) *Sources of Charity Finance*, Norman Lee, ed., in *Voluntas*, **1(2)**, 1990.
- (4) *The Nonprofit Economy* by Burton Weisbrod, *Educating Managers of Nonprofit Organizations* by Michael O'Neill and Dennis Young, and *Strategic Planning for Public and Nonprofit Organizations* by John Bryson, appearing in *Journal of Policy Analysis and Management*, **8(4)**, 1989.
- (5) *Dimensions of the Independent Sector: A Statistical Profile, 2nd ed.*, by Virginia Hodgkinson and Murray Weitzman, appearing in *Journal of Voluntary Action Research*, **16(3)**, 1987.
- (6) *The Economics of Nuclear Energy* by L.G.Brooks and H. Motamen, appearing in *Government and Policy (Environment and Planning C)*, **4(1)**, 1986.

Unpublished Papers

- (1) "Inheritance and Charitable Donations" (with Eleanor Brown, and Patrick Rooney). Latest draft Nov. 2007.
- (2) "Persuasion in Fundraising Letters: An Interdisciplinary Study" Draft, August 2007. typescript, 31 pages (with Ulla Connor, Ed Nagelhout, and Elizabeth Goering).
- (3) "Principal Agent Theory and Nonprofit Accountability" Draft, July 2007. Typescript, 59 pages.
- (4) "Does Disaster-Related Giving Come at the Expense of Giving to Other Causes?" First draft Nov. 2006. typescript, 17 pages.
- (5) "The Many Fields of Philanthropic Studies," Draft, October 2004. Typescript 8 pages.
- (6) "The Intergenerational Transmission of Generosity" (with Mark Wilhelm, Eleanor Brown, and Patrick Rooney). Latest draft Dec. 2007.
- (7) "Patterns of Giving in COPPS 2001" (with Mark Wilhelm). Draft, Nov. 2003. Typescript 38 pages.
- (8) "Giving: The Next Generation – Parental Effects on Donations" (with Mark Wilhelm). Draft, June 2003. Circulating as Working Paper No. CPNS21. Brisbane, AU: Centre of Philanthropy and Nonprofit Studies, Queensland University of Technology, Aug. 2003. Typescript 33 pages.
- (9) "Ransom of the Opera," November 1997 (with Marc Bilodeau).

- (10) "The Clash of Values in the Civil Society," Aug. 1995. Revision invited by Voluntas.
- (11) "Soliciting the Warm Glow: An Economic Model of Fundraising," (with Al Slivinski), Oct. 1996.
- (12) "A Deeper Look at the Tax Preferences Given Nonprofit Organizations," (with Catherine Eckel), March 1995.
- (13) "Nonprofit Sources of Earned Income," November 1994 (revised 1996 for publication as an Aspen Institute Nonprofit Research Fund Working Paper).
- (14) "Tax Policy and the Objectives of Nonprofit Organizations in a Mixed-Sector Duopoly," (with Catherine Eckel), (revised March 1994).
- (15) "United Cancer Council v. Commissioner of the IRS and the Indirect Regulation of Fundraising," April 1993.
- (16) "How Could Econometric Analysis Inform Regulatory Policy Given Better Data," April 1992.
- (17) "Cooperation Meets Collusion: Antitrust and the Nonprofit Sector," (with Catherine Eckel), October 1991.
- (18) "Regulation of Charity Fundraising: Unintended Consequences," revised, November 1991, 26 pages. Earlier draft titled "Economic Aspects of Regulating Charitable Solicitation."
- (19) "The Minimum Wage and Volunteering," (with William T. Smith II), September 1989 (revised February 1990), 26 pages.
- (20) "The Effect of Federal Government Expenditure Cutbacks on Service Provision by States and Nonprofit Organizations," (with Jerald Schiff), November 1988, 30 pages.
- (21) "Fairness and Efficiency in the Competition Between For-Profit and Nonprofit Firms," Program on Nonprofit Organizations, Yale University (PONPO) Working Paper no. 132, June 1988, 20 pages.
- (22) "Tax Credits for Charitable Giving," February 1988, 12 pages.
- (23) "Joint Crowdout: An Empirical Study of the Effects of Federal Grants on State Government Expenditures and Charitable Donations," (with Lawrence Lindsey), National Bureau of Economic Research Working Paper No. 3226, January 1990, 34 pages. Earlier version available as Duke Center for the Study of Philanthropy and Voluntarism Working Paper, January 1988.
- (24) "On the Uniqueness of Equilibrium in Models of Voluntary Provision of Public Goods," (revised and retitled, Jan 1988), 12 pages.
- (25) "Economic and Empiric Analysis of Fundraising Behavior by Nonprofit Firms," PONPO W.P. #76, Sept. 1983, 39 pages.
- (26) "A Study of Foundation Behavior and a Proposal for Regulatory Reform," (with Scott Perlman), Metropolitan Philanthropy Project W.P. # 12, July 1982, 35 pages.

- (27) "Effects of Air Pollution on Overall Mortality Rates," S.B. dissertation in Economics, MIT, 1977.

Other Work in Progress

- (1) Preparation of an expanded second edition of *Economics for Nonprofit Managers* (with Dennis R. Young).
- (2) "Matching Charity and Corporate Perks: The Theory of Corporate Matching of Employee Gifts"
- (3) "Predicting Success in Nonprofit or Philanthropic Studies Graduate Programs"

Service

Service to the professional discipline

- (1) Referee, American Economic Review, Quarterly Journal of Economics, Journal of Political Economy, American Journal of Sociology, Rand Journal of Economics, Journal of Public Economics, National Tax Journal, Public Choice, Public Finance Quarterly, Public Finance Review, Journal of Policy Analysis and Management, International Economic Review, Journal of Economic Behavior and Organization, Annals of Public and Cooperative Economics, Economic Inquiry, Nonprofit and Voluntary Sector Quarterly, Nonprofit Management and Leadership, Voluntas, International Review of Economics and Finance, Journal of Health Politics, Policy, and Law, Journal of Cultural Economics, Journal of Comparative Economics, Contemporary Economic Issues, Southern Economic Journal, Contemporary Economic Policy, International Journal of Nonprofit and Voluntary Sector Marketing, Journal of Economic Education, Public Management Review, Administration and Society, Journal of Business Research, American Review of Public Administration, Oxford Economic Papers, Journal of Law, Economics, and Organization.
- (2) Reviewed grant proposals to the National Science Foundation, Virginia Water Resources Research Center, I.U. Center on Philanthropy Research Funds, and the Aspen Institute Nonprofit Sector Research Fund. Reviewed manuscript proposals submitted to Jossey-Bass Inc., Routledge, Edward Elgar Co., and Johns Hopkins University Press. Reviewed curriculum development and research grant proposals submitted to IU Center on Philanthropy.
- (3) Faculty advisor, I.U. Doctoral Fellows Program in Philanthropy, 1991-1993 and successor program organized by the Aspen Institute's Nonprofit Research Fund, 1994 - 2005. (Worked with approximately 72 doctoral candidates in various disciplines from various Universities to refine their dissertations and become socialized and expert in the broader interdisciplinary research community on philanthropy and nonprofit organizations. Faculty Advisor, Social Science Research Council Program on Philanthropy and the Nonprofit Sector, 2001, 2003.
- (4) ARNOVA Co-President: The chief accomplishments during our co-Presidency (for which I can claim varying degrees of personal credit) include the growth in the organization (from about 230 to over 430 dues-paying members; in the two years since the end of our office the number of members grew to exceed 700 and is now about 1200), establishment of

four annual awards for the profession (for best manuscript, dissertation, article in NVSO, and life-time contribution to the field), growth in the annual research conference (from around 50 papers and 90 attendees to over 200 papers and 300 attendees, now over 600 attendees), development and implementation of a strategic five-year plan, relocation of the executive office to the Indiana University Center on Philanthropy for the next five years (with a substantial cash and in-kind investment by the Center), affiliation of our refereed journal, Nonprofit and Voluntary Sector Quarterly with the Program on Nonprofit Organizations at Yale University for the next three years (with a substantial cash and in-kind investment by Yale), co-sponsorship and editorial role in the annual publication Research in Progress, and the establishment of a strategic development fund. As President, I served ex-officio on all committees (membership development and services, resource development, publications, meetings, awards, and nominations), conducted board and executive committee meetings, wrote various columns for the newsletter, selected committee members, and had primary responsibility for the annual conferences and publications (my co-President had primary responsibility for the awards, strategic plan, and attempts to secure outside funding, although we collaborated on all these efforts). Three grants written by us (with assistance from many others) during our reign were funded shortly after our term ended: \$206,000 over 3 years by the W.T.Kellogg Foundation, \$100,000 over 3 years by an anonymous donor, and \$50,000 over 3 years by the Ford Foundation. These allowed ARNOVA to hire a full-time executive director and office manager and a half-time managing editor, as well as largely endowing funds for annual awards and travel assistance for emerging scholars.

- (5) Assisted in collaboration between IU and the University of Ljubljana, Slovenia, for the development of a masters degree program in nonprofit management for the emerging societies in Central and Eastern Europe. Assisted in collaboration between IU School of Social Work, IU Center on Philanthropy, and various Polish Universities to develop MSW in nonprofit management degree programs.
- (6) Program Committee member, 1995 Independent Sector Spring Research Forum on Public Policy Issues.
- (7) Faculty, Executive Leadership Institute of the National Society of Fund Raising Executives, 1994-.
- (8) Co-founder and organizer, Workshop in Nonprofit Economics (periodic meeting), 1994-.

University committee service at departmental level:

Economics department, IUPUI:

- (1) Coordinator for E201 (Principles of Microeconomics), Fall 1994-Summer 1995.
- (2) Primary Committee, 1992- .
- (3) Search and Screen Committee, 1992- (Chair, AY 95-96 and 97-98 searches).
- (4) Master's Thesis Committees:

Chun Zi Zhang, "How Does Government Funding Affect Private Donations to Research Universities?" (M.A., Economics, 2000). (Chair).

Timothy Brooks, “Does the Charitable Property Tax Exemption Pay for Itself? A Cost-Benefit Analysis of the Indiana Property Tax Exemption for Nonprofits.” (M.A., Economics, 2004). (Chair).

Philanthropic Studies department, IUPUI:

- (1) Chair of the Faculty in Philanthropic Studies, 1997-99.
- (2) Voting member, ex officio, Center on Philanthropy Board of Governors, 1997-99.
- (3) Member, Executive Committee of the Faculty, 1994-2001.
- (4) Director of Graduate Studies and Chair, Faculty Advisory Committee, M.A. degree in Philanthropic Studies, 1992-2000 (Participated in a retreat for faculty teaching core courses in this new program. Reviewed applications for admission and aid. Planned and participated in orientation program. Wrote advisor's and thesis handbooks).
- (5) Member, Ph.D. Committee (Review policies, standards, admissions).
- (5) Founding Chair, Committee on Faculty Incentives in Cross-Disciplinary Programs, 2003 – 2006.
- (6) Chair, Faculty Development Committee, 2003 – 2006.
- (7) Founding chair, Seminar Series on Nonprofit Organizations, 1992-1994. Workshop In Multidisciplinary Philanthropic Studies, 2006 –
- (8) Member: Research Committee, 1997-2001.
Strategic Planning Committee, 1997-2000.
Academic Advisory Committee (inter-campus), 1992-1993. Reconstituted as the Executive Committee of the Philanthropic Studies Faculty Association, 1994- .
(Reviewed curriculum development grant proposals, assessed cross-listing of courses with philanthropic studies, discussed new degree, minor, and certificate programs, attended faculty retreats, developed new core curriculum).
- (9) Search Committees: Advisory Committee for Director, IU Center on Philanthropy, 1992-93.
Associate Director, The Fundraising School, 1993-94.
Director of Development and Communication, 1998.
- (10) Advisory role for development of executive education format degree programs in Philanthropic Studies and in Nonprofit Management. Advisor and/or participant, research and conference initiatives of the IU Center on Philanthropy (Strengthening the Nonprofit Sector Project; Discretionary Income/Giving Potential Project; Joint research with American Association of Fund Raising Counsel; Program Committee for 1995 Taking Fund Raising Seriously Conference; Participant, Next Steps conference).
- (11) Thesis Committees:

Varden E. Hadfield, “Performance-Based Compensation in Nonprofit Organizations: Major Donor Attitudes.” (M.A., Philanthropic Studies, 1999) (Chair)

Al Lyons, “Determining Benchmarks for Evaluating Hospital Fund Development

Programs.” (M.A., Philanthropic Studies, 2003).

Al Lyons, “The Philanthropic Behavior of Nonprofit Organizations: An Analysis of Indiana Hospitals. (Ph.D., Philanthropic Studies, in progress) (Chair)

SPEA, IUPUI:

(1) Faculty Advisory Committee, MPA with Concentration in Nonprofit Management, 1992- (assessed implementation, evaluation, and marketing issues; conducted third-year program review and recommended curricular reforms).

(2) Thesis Committees:

Jamie Levy, “A Framework for Studying the Dynamics of Individual Acculturation in Nonprofit Mergers.” (M.P.A. with Concentration in Nonprofit Management, 2000) (Chair)

(3) Search and Screen Committee. For an economist at the Asst. or Assoc. Prof. level, 2003.

Department of Economics, VPI&SU:

(1) Director of Undergraduate Studies in Economics, 1987-1991 (Reviewed course offerings, requirements, policies, and listings; chief advisor (coordinated and trained other advisors); peer-reviewed and advised all graduate students in their teaching activities; designed and conducted exit interviews for graduating seniors; developed and implemented an annual forum where economics alumni spoke to prospective majors; faculty rep., Economics Club; marketed courses and recruited majors; coordinated honors program; co-op coordinator; nominated students for awards; coordinated departmental graduation ceremony).

(2) Working Paper Coordinator, 1983-1986.

(3) Served on the following Dissertation Committees:

Jerome Savitsky (Ph.D., Economics, VPI&SU) (Chair), "A Theoretical Analysis of the Labor Market Wage and Employment Effects of Title VII of the Civil Rights Act of 1964."

Richard Milam (Ph.D, Economics, VPI&SU), "The Effects of Trade Barriers in an Imperfectly Competitive Market."

Bipasa Datta (Ph.D., Economics, VPI&SU), "Essays on Credit Rationing and Borrowing Constraints."

Kevin Barrett (Ph.D., Accounting, VPI&SU) (Co-chair), "Charitable Giving and Federal Income Tax Policy: Additional Evidence Based on Panel-Data Elasticity Estimates." (Winner of American Tax Association and ARNOVA Awards for Best Dissertation).

Edward Zajicek (Ph.D., Economics, VPI&SU), "Valuation of Quality Determinants in Consumer Demand for Automobiles: A Hedonic Price Approach."

Patricia Smith (Ph.D., Economics, VPI&SU), "Interstate Variations in AFDC Benefits: A Game Theoretic Approach."

Randy Beach (Ph.D., Economics, VPI&SU), "Net Social Security Taxes and Life-Cycle Decisions."

Partha Sengupta (Ph.D., Economics, VPI&SU), "Essays on the Theory of Tax Evasion."

Jeong Kim (Ph.D., Economics, VPI&SU), "A Public Durable Good/Bad Theory in an

- Overlapping Generations Economy."
 Cheng-Chen Yang (Ph.D., Economics, VPI&SU), "Essays on Optimal Taxation and Pricing."
 Gail Heyne-Hafer (Ph.D., Economics, VPI&SU), "Customer-Class Pricing and Stock Price for Regulated Utilities."
 Kent Poff (Ph.D., Accounting, VPI&SU), "An Analysis of Uniform Capitalization of Inventory Costs."
 Manolis Tsiritakis (Ph.D., Economics, VPI&SU), "The Cost of Interprovincial Restrictions on Sales of Beer in Canada."

University committee service at school level:

School of Liberal Arts, IUPUI:

- (1) Member, Sabbatical Review Committee, 2002, 2003.
- (2) Member, Search Committee, Dean of SLA, 1997-8.
- (3) Member, Priorities Planning Committee, 1997-8.
- (4) Member, Nominations Committee, 1997-8.
- (5) Resources and Planning Committee, 1995-1997.
- (6) Committee on Sensitivity towards Minorities, 1994.

College of Arts and Sciences, VPI&SU:

- (1) Planning Committee, 1989-1991 (designed and implemented survey of departmental advising policies and structures).

College of Business, VPI&SU:

- (1) Undergraduate Curriculum Committee, 1983; 1988.
- (2) Continuing Education Committee, 1986.

University committee service at university level:

VPI&SU:

- (1) Commission on Undergraduate Studies, 1988.
- (2) Faculty Counselor, Honor Court, 1987-1991.
- (3) Faculty Representative, Honor Court, 1984-1986.

Professional Activities

- (1) Keynote speaker, Second Annual Conference, Australia/New Zealand Society for Third-Sector Research, Brisbane, Australia (talk entitled "The Clash of Values in Civil

Society"), 1994.

- (2) Plenary speaker:
 Australian Nonprofits Research Conference, Melbourne, Australia (talk entitled "Collective Goods as a Window on Nonprofit Economics), 1998.
 ARNOVA Annual Conference, Arlington, VA, 1999 (panelist, with Mary Frances Berry and Francis Fukuyama, entitled "Social, Political and Economic Forces Facing the Nonprofit Sector on the Eve of the New Millennium").
 Conference on Nonprofit Governance, NYC Federal Reserve Bank, 2004 (talk entitled "Are the Incentives Right?")
 ARNOVA Annual Conference, Washington DC, 2005. Chair, Plenary on The Nonprofit Sector: A Research Handbook, Second Edition.
- (3) Invited speaker at international research conference: "Comparative Corporate Governance for Nonprofit Organizations – An international and interdisciplinary VolkswagenStiftung conference" July 2006 in Heidelberg, Germany. "The Economics of Giving, Reciprocity, and Altruism," organized by the Institut d'Economie Publique, Marseille, France, 2002. "Contracting - Selling or Shrinking," organized by the National Council for Voluntary Organisation and U. of South Bank, London, England, 1993. "Non Profit Maximizing Firms and the Cooperative Sector," organized by the Center for International Economics and Finance, Center for Operations Research and Econometrics, and Polytechnic University of Aix, Aix-en-Provence, France, 1991.
- (4) Invited research seminars presented at:
 SUNY at Albany (1981)
 U. of Wyoming (1981)
 Yale U. (1981)
 United Way Research Institute (1985)
 Universidad do Porto (Portugal) (1986)
 SUNY at Stony Brook (1987)
 Northwestern U. (1991, 1992, 1993, 2002)
 U. of Chicago (1991)
 Oberlin (1991)
 Case Western Reserve U. (1991)
 National Center for Voluntary Organisation (London) (1993)
 University of Technology, Sydney (Australia) (1994, 2003)
 Queensland University of Technology (Australia) (2003)
 University of Queensland (Australia) (2003)
 University of Western Ontario (1995)
 Vanderbilt University (1996)
 Indiana University (Bloomington) (1996, 2002, 2006)
 University of Memphis (2006)
 CERGE-EI (Czech Republic) (2006).
- (5) Competitively-selected research presentations at international research conferences:
 Annual Regional Science Association Conference, Montreal, Canada, 1981
 National Council for Research and Development Conference on Voluntarism, Non-governmental Organizations and Public Policy, Jerusalem, Israel, 1989
 Annual AVAS (now ARNOVA) conference, London, England, 1991
 Annual ARNOVA conference, Toronto, Canada, 1993
 Annual ARNOVA conference, Montreal, Canada, 2002

Inaugural conference of the International Society for Third-Sector Research (ISTR), Pecs, Hungary, 1994
 Biennial conference of ISTR, Mexico City, 1996.
 Biennial Conference of ISTR, Geneva, 1998.
 Biennial Conference of ISTR, Cape Town, 2002.
 Biennial Conference of ISTR, Bangkok, 2006.

(6) Competitively-selected or invited research presentations at domestic professional-society conferences include:

American Economics Association, 1982, 1985, 1987, 1990, 2003
 ARNOVA/AVAS, 1984, 1986, 1988-1993, 1995-2007
 Independent Sector Spring Research Forum, 1985, 1986, 1991, 1995
 National Society of Fund Raising Executives Annual Conference, 1995
 Association of Fundraising Professionals, Chicago Chapter, 2003
 Regional Science Association, 1987
 Eastern Economics Association, 1988
 Southern Economics Association, 1988
 National Tax Association, 1991
 American Bar Association, Section on Antitrust, 1991

(7) Invited speaker, commissioned paper, or panelist at small, selective, special-topic conferences at:

Columbia U., Center for Law and Economic Studies (Economics of Nonprofit Institutions), 1984
 Brookings Institution (Effects of Tax Reform on Individual Charitable Giving), 1985
 Economics of Chesapeake Bay Management Annual Conferences, Annapolis Md., 1987 and 1989
 Case Western Reserve U., Mandel Center for Nonprofit Organizations (Legal Issues in Philanthropy), 1988; (Nonprofits in a Market Economy), 1991
 Research Conference on the Commercial Activities of Nonprofits, New York City, 1988
 Duke U., Center for the Study of Philanthropy and Voluntarism (Annual Economic Research Fora), 1988 and 1989
 New York University, Program on Philanthropy and the Law (Charitable Solicitation: Is there a Problem?), 1990; (The Rationale for Exempting Nonprofit Organizations from Taxes other than Income Taxes), 1993; (The Antitrust Case against MIT for Collusion in Granting of Financial Aid), 1994; (Taxing Charitable Investments), 2000; (Managing Charitable Assets: Theory, Laws, Accounting Rules, and Practice), 2003.
 Indiana U., Center on Philanthropy (Taking Fundraising Seriously), 1990, 1996, 2003; (Giving and Volunteering Conference), 2000; (Planning Seminar on Philanthropic Studies and Liberal Education), 2000
 Indiana U., Institute for the Study of Government and the Nonprofit Sector (Contracting, Outcome Measurement, and Evaluation Techniques), 1999.
 Northwestern U., Center for Urban Affairs and Policy Research (Nonprofits under Attack), 1991
 Nonprofit Almanac Symposium, Washington DC, 1992
 Conference on Charitable Statistics, Washington DC, 1992
 American Association of Fundraising Counsel (Refining Estimates of National Charitable Activity), 1993
 Central Regional Tax Institute on Exempt Organizations, Indianapolis, 1993
 New School for Social Research (The New York City Philanthropy Study), 1993
 University of Ljubljana (Slovenia) (A Comparative Approach to a Civil Society), 1994

Philanthropy Monthly Annual Policy Conference, 1994
 Aspen Institute, Nonprofit Sector Research Fund (Financing the Nonprofit Sector: New Directions and Challenges for the 21st Century), 1994
 The Free Speech Coalition, Inc., Annual Leadership Conference, 1994
 National Society of Fund Raising Executives, Think Tank on Fund Raising Research, 1995
 Seminar on Emerging Issues in Philanthropy, Urban Institute and Hauser Center (Harvard), 1999.
 Urban Institute (Property Tax Exemption for Charities: The War Within the States), 2000

- (8) Testified before the U.S. Congress on competition between nonprofits and for-profits. Consulted by the Industry Commission (Australia) on their major study on the role and regulation of nonprofits in Australia. Technical advisor, ACFRFR (American Charities for Reasonable Fundraising Regulation), which coordinated the writing of three Amicus Curiae Briefs submitted to the Supreme Court of the United States in the case of *Madigan v. Telemarketing Associates*

Grants

- (1) Grant entitled "Empiric Analysis of the Relations between Government Spending and Charitable Donations," funded by Program on Nonprofit Organizations, Yale University, August 1984-1990, \$7250.
- (2) Grant entitled "Public-Private Partnerships for Affordable Housing in International Perspective" (with C. Theodore Koebel and Robert Dyck) funded by FANNIE MAE, November 1991 - June 1992, \$23,475.
- (3) Grant entitled "Research on the Regulation of Nonprofit Organizations" funded by the IU Center on Philanthropy, 1992, \$5,000.
- (4) Grant entitled "Nonprofit/For-Profit Competition Revisited: Do differential Subsidies Help or Hurt Society" (with Catherine Eckel) funded by the Initiative on Nonprofit Entrepreneurship at NYU, 1992-3, \$8650.
- (5) Grants entitled "Public Policy towards Nonprofit Organizations" (\$5,000), and "Reward Structures in Public-Good Experiments" (with Martin Sefton) (\$1200) funded by the IU Center on Philanthropy, 1993. Grant in support of first annual Workshop in Nonprofit Economics funded by the Center, 1994.
- (6) Grants to support ARNOVA totalling \$356,000 over 3 years funded by the W.K. Kellogg Foundation, the Ford Foundation, and by an anonymous donor. Grant totalling \$1500 to support ARNOVA pledged by the Aspen Institute Fund for Nonprofit Research, 1994. I played a major, but by no means exclusive role in these efforts.
- (7) Grant entitled "Corporate Matching Gift Programs and their Effect on Donations to Nonprofit Organizations," (with Rika Beckley and Tony Lentych) (\$2000) funded by the research council of the National Society of Fund Raising Executives, 1997.
- (8) Strategic Directions Charter grant, entitled "Strengthening Nonprofit Economics and Public Policy at IUPUI," (with Gerard Wedig). \$200,000 over 2 years (AY 98 and 99).
- (9) Grant in support of preparation of a volume of commissioned papers entitled The Nonprofit

Sector: A Research Handbook (Walter W. Powell and myself as editors), the R.J. McCormick Tribune Foundation. \$110,000, 2000. Additional grants from Stanford Business School, \$20,000, the Aspen Institute Nonprofit Sector Research Fund, \$15,000 and IU Center on Philanthropy Research Fund, \$20,000.

- (10) Grant entitled “Four Experiments on the Voluntary Provision of Collective Goods” (with Lise Vesterlund and Martin Sefton) funded by the IU Center on Philanthropy’s IU Research Fund. Initial grant of \$15,510 with supplement of \$5,000, 2000-1.
- (11) Grant to support research using the Center on Philanthropy Panel Study (with Mark Wilhelm) funded by the IU Center on Philanthropy Research Fund. \$13,500, January 1-Dec. 31, 2003. Additional supplement of \$3500 Jan-May 2004.
- (12) Grant entitled “Persuasion in Fund Raising Letters: An Interdisciplinary Study” (with Ulla Connor, Ed Nagelhout, and Elizabeth Goerring) funded by the IU Center on Philanthropy’s IU Research Fund. \$45,009.
- (13) Grant entitled “Taxes and Giving Using COPPS Data” (with Mark Wilhelm) funded by IU Center on Philanthropy. \$15,000, Summer 2005.
- (14) Grant entitled “Inheritance and Charitable Donations” funded by the IU Center on Philanthropy’s IU Research Fund \$22,273, Summer 2007-2009.