

## Dr. Danielle L. Vance-McMullen

---

CONTACT INFORMATION	Dept. of Public and Nonprofit Admin. University of Memphis 130 McCord Hall Memphis, TN 38152	Cell: (515) 290-8884 dvnmcml@memphis.edu <a href="https://daniellevancemcmullen.com">https://daniellevancemcmullen.com</a>
EDUCATION	<b>Duke University</b> Ph.D. in Public Policy (Economics Concentration), 2017 <ul style="list-style-type: none"><li>• Dissertation: “Nonprofit Market Structure and Its Consequences”</li></ul> Master of Arts in Economics, 2014  <b>Indiana University Purdue University, Indianapolis</b> Master of Public Affairs in Nonprofit Management, 2010 Master of Arts in Philanthropic Studies, 2010 <ul style="list-style-type: none"><li>• Thesis: “Government Funding and Failure in Nonprofit Organizations”</li></ul> <b>Iowa State University</b> Bachelor of Science in Marketing, 2005	
SUBMITTED MANUSCRIPTS	“Understanding Donor-advised Funds: How Grants Flow During Recessions” (with H. Daniel Heist), Revise and Resubmit “Using Contract Consolidation to Improve Performance: Effects of Service Delivery Scale on Nonprofit Provider Efficiency in the Combined Federal Campaign” “The Effect of Simultaneous Solicitations on Charitable Giving: Experimental Evidence on Donor Decision Making”	
WORKING PAPERS	“Will Proliferation Destroy the Nonprofit Sector? Evidence on the Effects of Competition from the Combined Federal Campaign” “The Structure of Nonprofit Competition and Its Relationship to Overhead” “Does Giving Tuesday Lift or Shift Year-end Charitable Giving?”	
PUBLICATIONS	“Giving by Bequest.” <i>Giving USA</i> . Center on Philanthropy, 2012. “Giving to Human Services.” <i>Giving USA</i> . Center on Philanthropy, 2011.	
FELLOWSHIPS/ AWARDS	Faculty Research Grant, University of Memphis, 2018 Horowitz Foundation Award, Horowitz Foundation for Social Policy, 2016 Dissertation Support Fellowship, Center for the Study of Philanthropy and Voluntarism at Duke University, 2014-15 and 2016-2017 Kenan Institute for Ethics Graduate Fellowship, Duke University, 2015-16 Aleane Webb Dissertation Research Award, Duke University, 2015-16 Graduate School Summer Research Fellowship, Duke University, 2014 and 2015 Annual Conference Doctoral Fellowship Award, Association of Researchers on Non-profit Organizations and Voluntary Associations (ARNOVA), 2014 Research Support Grant, Center for the Study of Philanthropy and Voluntarism at Duke University, 2014 and 2016 James B. Duke Fellowship, Duke University, 2011 (4-year award)	

CONFERENCE PRESENTATIONS	<p>“Does Giving Tuesday Lift or Shift Year-end Giving?: Evidence from a Survey Experiment” Science of Philanthropy Initiative (SPI) Fall Conference 2018 and Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA) Fall Conference 2018</p> <p>“Better Together? Experimental Evidence Regarding the Impact of Simultaneous Solicitations on Charitable Giving,” SPI Fall Conference 2017 and ARNOVA Fall Conference 2017</p> <p>“The Structure of Nonprofit Competition and Its Relationship to Overhead,” Association for Public Policy Analysis &amp; Management (APPAM) Fall Conference 2016 and ARNOVA Fall Conference 2016</p> <p>“Is Bigger Better? Examining the Costs and Benefits of Consolidation Using the Combined Federal Campaign,” APPAM Fall Conference 2015 and ARNOVA Fall Conference 2015</p> <p>“Is the Nonprofit Organization Boom Splintering or Growing Individual Giving? Evidence from the Combined Federal Campaign,” APPAM Fall Conference 2014 (Poster) and ARNOVA Fall Conference 2014</p> <p>“Does Government Fiscal Relief During Recessions Improve Nonprofit Outcomes? Evidence from the American Recovery and Reinvestment Act,” APPAM Fall Conference 2013 and ARNOVA Fall Conference 2013</p> <p>“‘Healthy Competition’ and ‘Wasteful Duplication’: Drawing from For-Profit Economic Theory to Examine Rivalry in the Nonprofit Sector,” ARNOVA Fall Conference, 2012</p>
TEACHING EXPERIENCE	<p>Nonprofit Financial Management and Leadership (Graduate, online), Spring 2018 and 2019, University of Memphis</p> <p>Fund Development for Nonprofits (Graduate, online), Fall 2017 and 2018, University of Memphis</p> <p>Introduction to Nonprofit Organizations (Undergraduate, in-person), Fall 2017 and 2018, University of Memphis</p> <p>MPP Math Refresher Instructor (Graduate, in-person), Fall 2016, 2016, Duke</p> <p>Adv. Statistics and Econometrics for Public Policy TA (Graduate, in-person), Fall 2015, Matt Harding, Duke</p> <p>Microeconomics for Public Policy TA (Graduate, in-person), Fall 2012, Charles Clotfelter, Duke</p> <p>Corporate Social Responsibility TA (Graduate, online), Summer 2007, Charles Dhanaraj, IUPUI</p>
OTHER PROFESSIONAL ACTIVITIES	<p>Preparing Future Faculty Program, Duke University, 2016</p> <p>Summer School on Socioeconomic Inequality, The Human Capital and Economic Opportunity Global Working Group, The University of Chicago, 2013</p>
SERVICE ACTIVITIES	<p>Engaged Scholarship Faculty Committee, 2018-present</p> <p>School of Urban Affairs and Public Policy (SUAPP) Award Committee, 2018-present</p> <p>Assoc. of Fundraising Professionals Student Chapter Exploratory Group, 2018-present</p> <p>Pi Alpha Alpha Faculty Advisor, 2017-present</p> <p>MPA Student Association Faculty Advisor, 2017-present</p> <p>Nonprofit Panel Dataset Methodology Working Group, 2015-2016</p> <p>Ph.D. Student Representative, Sanford School of Public Policy, 2013-2015</p>

REVIEWER  
SERVICE      Journal of Public Economics, Nonprofit Management and Leadership, Nonprofit and Voluntary Sector Quarterly, and PLOS One

PROFESSIONAL  
EXPERIENCE      **The Alford Group**, Chicago, Illinois  
Senior Client Service Associate, April 2010-August 2011  
Client Service Associate, September 2007-April 2010

- Provided strategic counsel to over two dozen nonprofit clients, working with teams of Alford Group consultants, clients' staff, and leadership volunteers
- Prepared written reports and presentations, including strategic plans, development audits, campaign plans, benchmarking reports, and feasibility studies
- Managed, summarized, and analyzed interview findings, survey results, and information provided by nonprofit partners, to generate findings and recommendations