

H. Daniel Heist

PhD Candidate / Research Fellow

University of Pennsylvania, School of Social Policy and Practice

3815 Walnut St., Room 105, Philadelphia, PA 19104

Email: heist@sp2.upenn.edu Phone: 801-414-3018

EDUCATION

Ph.D. Social Welfare, School of Social Policy and Practice, University of Pennsylvania.
(expected graduation May 2019)

Dissertation: Understanding donor-advised funds: Analyses of the behavioral economic, macro-economic, and public policy factors explaining the growth of an emerging trend in philanthropy.

Master of Arts, Philanthropic Studies, Lilly Family School of Philanthropy, Indiana University Purdue University Indianapolis. (2010)

Bachelor of Arts, Speech Communication, College of the Liberal Arts, Pennsylvania State University. (2003)

EMPLOYMENT

Research Fellow, School of Social Policy and Practice, University of Pennsylvania.
(August 2015 – present)

Major Gifts Officer, Associate Director of Development, LDS Philanthropies, The Church of Jesus Christ of Latter-day Saints. (June 2010 – August 2015)

Research Assistant, Development Assistant, The Lilly Family School of Philanthropy, Indiana University Purdue University. (August 2008 – May 2010)

Assistant Director of Annual Giving, Brigham Young University LDS Philanthropies, The Church of Jesus Christ of Latter-day Saints. (February 2006 – August 2008)

RESEARCH INTERESTS

Philanthropy

Charitable giving

Fundraising

Nonprofit leadership

Religious and International Volunteerism

PUBLICATIONS

Peer-Reviewed Journal Articles

- Heist, H. D., & Cnaan, R. A. (2016). Faith-based international development work: A review. *Religions* 7(3), 1-17.
- Cnaan, R. A., Heist, H. D. & Storti, M. H. (2017). Episodic volunteering at a religious megaevent: Pope Francis' visit to Philadelphia. *Nonprofit Management and Leadership* 28(1), 85-104.
- Scott, M. L., Cnaan, R. A., & Heist, H. D. (2018). The clergy as a director of a local voluntary association, *Society and Welfare*. (Hebrew: *Hevra VeRevacha*), 38(1), 97-118.
- Heist, H. D., Cnaan, R. A. (2018). Price and agency effects on charitable giving behavior. *Journal of Behavioral and Experimental Economics*.
doi.org/10.1016/j.socec.2018.09.007

Articles Under Review

- Heist, H. D., Vance-McMullen, D. (under review) Understanding donor-advised funds: How grants flow during recessions. Submitted to: *Nonprofit and Voluntary Sector Quarterly*
- Heist, H. D., Cnaan, R. A., & Lough, B. J. (under review) Determinants of serving a mission: Senior volunteering among latter-day saints. Submitted to: *Psychology of Religion and Spirituality*.

Book Chapters

- Cnaan, R. A. & Heist, H. D. (2018). Religious congregations as community hubs and sources of social bonding. In R. A. Cnaan and C. Milofsky (Eds.). *Handbook of community and movements and local organizations* (Volume 2). New York: Springer.

Articles in Preparation

- Heist, H. D. Regulating donor-advised funds: A behavioral economics framework for policy evaluation.
- Heist, H. D., Cnaan, R. A. Nature and nurture in religious volunteerism: A cross-cultural comparison of volunteer behavior among Latter-day Saints.
- Heist, H. D., Handy, F. Donor responses to the use of rebates and lotteries in charitable giving experiments.

Heist, H. D., Cummings, B., Farwell, M. How donors use donor-advised funds:
Qualitative evidence of charitable behavior.

Heist, H. D., Cnaan, R. A., Scott, M. L. The effects of cashless transactions on voluntary
behavior and religious giving in rural India.

Technical Reports

Cnaan, R. A., Heist, H. D., Scott, M. Chun, H. L., Sarro, E. (2017) *Study of educational
administration among top universities in America*. A report requested by the
Kyung Hee University, Seoul, Korea

Reviewed Articles for:

Nonprofit and Voluntary Sector Quarterly
Nonprofit Management and Leadership
Public Personnel Management

GRANTS

2018 India Research and Engagement Fund. Social impact of mobile banking
applications and cashless transactions in rural villages in India. (Co-PI) \$60,380

2018 Southern Baptist Convention, Study for the economic impact of SBC
congregations. \$5,000

2017 Kyung Hee University. Study of educational administration among top universities
in America. (Co-PI) \$7,500

2017 University of Pennsylvania, School of Social Policy and Practice, Competitive
Summer Research Fellowship. \$6,100

2016 Private support given from three sources for the study of Latter-day Saint senior
missionary service. \$21,000.

INVITED TALKS

The dynamics of donor-advised funds. The Kenneth C. Griffin Department of
Economics, University of Chicago. (November, 2017)

Report on donor-advised fund analysis. National Philanthropic Trust. (January, 2018)

Trends and regulations of donor-advised fund. Deseret Trust Company. (May, 2018)

Understanding donor-advised funds. Romney Institute for Public Administration,
Brigham Young University. (May, 2018)

PAPERS PRESENTED AT RESEARCH CONFERENCES

- Heist, H. D. Vance-McMullen, D. Understanding the flow of money through donor-advised funds. Paper presented at the Annual Research Conference of the Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA). Austin, TX. November 15-16, 2018
- Heist, H. D. Evaluating donor-advised fund regulations. Paper presented at the Annual Research Conference of the Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA). Austin, TX. November 15-16, 2018
- Delaney, B., Heist, H. D. Finding the mustard seeds. Presentation at the Planned Giving Council of the Greater Philadelphia Area. Philadelphia, PA. October 25, 2018.
- Heist, H. D., & Cnaan, R.A. Determinants of commitment: Senior volunteering among Latter-day Saints. Paper presented at the Annual Research Conference of the Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA). Grand Rapids, Michigan. November 16-18, 2017
- Delaney, B., Heist, H. D. Going to the chapel: Linking pews and planned giving. Paper presented at the Annual Research Conference of the Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA). Grand Rapids, Michigan. November 16-18, 2017.
- Heist, H. D. Cnaan, R. A., Mission possible: Senior volunteering among Latter-day Saints. Paper presented at the Annual Research Conference of the Society for the Scientific Study of Religion (SSSR). Washington, D.C. October 12-14, 2017.
- Heist, H. D. Agency and price effects of charitable giving: Evidence from M Turk experiments. Paper presented at the Science of Philanthropy Initiative 4th Annual Conference. Chicago. September 6-7, 2017
- Cnaan, R. A., Heist, H. D., & Lough, B. Mission possible: Senior volunteering among Latter-day Saints. Tenth Annual Conference ANSER/ARES 2017: of the Humanities and Social Sciences, Toronto, Ontario Canada. May 31 – June 2, 2017.
- Cnaan, R. A., Heist, H. D. & Storti, M. H. Papal Volunteers: A Study of Those Who Helped with Pope Francis' Visit to Philadelphia. Annual meeting of the Society for the Scientific Study of Religion. Atlanta, GA: October 28-30, 2016.
- Cnaan, R. A., Heist, H. D. & Storti, M. H. Managing religious episodic volunteering: Pope Francis visit to Philadelphia. ISTR 12th International Conference: The Third Sector in Transition: Accountability, Transparency, and Social Inclusion. Stockholm, Sweden. June 28-July 1, 2016.

Cnaan, R. A., Heist, H. D. & Storti, M. H. Episodic volunteering in a religious megaevent. Ninth Annual Conference ANSER/ARES 2016: of the Humanities and Social Sciences, Calgary, Alberta Canada. June 1-2, 2016.

Cnaan, R. A., Heist, H. D. & Storti, M. H. Papal Volunteers: A Study of Those Who Helped with Pope Francis' Visit to Philadelphia. Annual meeting of the Society for the Scientific Study of Religion. Atlanta, GA: October 28-30, 2016.

TEACHING EXPERIENCE

University of Pennsylvania, School of Social Policy and Practice, Master's degree in Nonprofit Leadership (NPL) program:

Instructor, with Dr. Ram Cnaan "The Nonprofit Sector: Concepts and Theories" (planned for Spring 2018)

Teaching Assistant, with Eileen Heisman "Philanthropy and Fundraising: Tools for Managers of Nonprofit Organizations" (Fall 2018)

Teaching Assistant, with Dr. Matthew Bennett "Data Analysis for Social Impact" (Summer, 2017)

Teaching Assistant, with Don Kramer, Esq. "Nonprofit Law" (Spring, 2018)

Teaching Assistant, with Dr. Chao Guo "The Nonprofit Sector: Concepts and Theories" (Fall, 2017)

ACADEMIC SERVICE

Chair, Doctoral Student Steering Committee, School of Social Policy and Practice, University of Pennsylvania and Indiana University (2016 – 2018)

Research Assistant, National Study of Congregations Economic Practices, Lilly Family School of Philanthropy at Indiana University (2018)

President of Philanthropic Studies Student Association, Lilly Family School of Philanthropy at Indiana University (2009 – 2010)

SERVICE IN THE COMMUNITY

Founding Board Member. Children's Synergistic Learning Collaborative, Salt Lake City, UT (2014 – 2015)

Board of Directors, Executive Committee. Now I Can Foundation, Provo, UT. (2011 – 2014)

Board of Directors. Alliance House, Salt Lake City, UT. (2010 – 2011)

Geneva Switzerland Mission, The Church of Jesus Christ of Latter-day Saints (2003 – 2005)

President, Co-founder. Penn State Student United Way, State College, PA (2001 – 2003)

Overall Morale Committee Chair. Penn State Dance Marathon, State College, PA (1998 – 2003)

Other Service: Habitat for Humanity, United Way, Alternative Spring Break, MLK Day of Service