DANIEL WILMOTH

11215 Georgia Ave Apt 1625
Wheaton MD USA 20902

daniel.wilmoth@gmail.com
+1 607 342 2435

Summary

Experience analyzing policy for the Small Business Administration, Department of Health and Human Services, Food and Drug Administration, and Congressional Budget Office • Doctorate in economics from Cornell University • Expertise in statistics and data visualization, including R and Stata

Professional Experience

Economist with the Office of Advocacy at the **US Small Business Administration**, 40 hours per week, June 2015 – present

- Published a series of short reports for a general audience on trends in entrepreneurship
  - Used Stata and data from the Current Population Survey and the American Community Survey to identify trends and their causes and to create figures illustrating them
  - Research from the series has been cited in the media and in testimony for both the United States Senate and House of Representatives
- Drafted questions on regulations for the Annual Survey of Entrepreneurs
- Supervised contractors performing research on topics related to small businesses, including entrepreneurship in low-income areas and the effects of increased imports from China
  - Developed project management plans; carefully reviewed deliverables; solicited feedback from experts and stakeholders; resolved conflicts related to design and interpretation
  - All contracts produced publication-quality research products and concluded on schedule
- Detailed to the Office of Economic Policy at the **Treasury Department**, 40 hours per week, March 2018 – August 2018
  - Provided guidance on the analysis of regulatory impacts
  - Created dozens of figures using a variety of data sources to communicate the status of businesses in the United States, including use of the Business Employment Dynamics data series to create thematic maps showing geographic variation in business dynamics

Economist with the Office of the Assistant Secretary for Planning and Evaluation at the **US Department of Health and Human Services** (HHS), 40 hours per week, May 2013 – June 2015

- Reviewed Regulatory Impacts Analyses (RIAs) by many parts of HHS, including the Centers for Medicare and Medicaid Services, the Food and Drug Administration, and the Centers for Disease Control and Prevention
  - Ensured that RIAs met all relevant requirements, including those associated with the Regulatory Flexibility Act, the Unfunded Mandates Reform Act, Executive Order 12866, Executive Order 13563, and guidance from the Office of Management and Budget
  - Reviewed economic analyses for accuracy and completeness
- Collaborated with scientists, analysts, and leadership from HHS and other organizations to evaluate the potential impacts of major policy changes
- Designed and supervised a study of Medicare's New Technology Add-on Payments (NTAPs)
  - When NTAPs are approved for a technology, a maximum payment is established corresponding to 50 percent of the typical cost of using that technology, but the actual payment for each discharge is a function of the total cost for that discharge and is often less than the maximum. The proportion of the maximum received was found to have varied with technology, hospital characteristics, and patient demographics, with lower proportions for urban and teaching hospitals and higher proportions for female patients and patients under 65
  - Total spending peaked in 2005 at over $135 million and reached a nadir in 2008, when no payments were available, before rebounding to over $18 million in 2014

Economist at the **US Food and Drug Administration** (FDA), 40 hours per week, August 2010 – May 2013

- Analyzed the impacts of regulations and programs affecting pharmaceuticals, tobacco products, and medical devices
  - Designed and executed cost-benefit analyses of potential regulations
  - Evaluated the effects of regulations and programs on public health, industry, small business, and government
- Used original research and results from the scholarly literature to evaluate the actual and potential impacts of regulations and programs
  - Calculated rates of health behaviors and health conditions using Stata and the Behavioral Risk Factor Surveillance System
  - Estimated frequencies of medical procedures using data from the Healthcare Cost and Utilization Project and from medical device registries outside of the US
  - Used data on drug sales from IMS Health to evaluate the effects of policy on pharmaceutical industry profits

- Estimated the costs of potential tobacco product regulations using Access and FDA records of tobacco product manufacturer registrations and tobacco product listings
- Used FDA databases reporting medical device applications, medical device manufacturer registrations, and medical device listings to estimate the costs of proposed changes in device approval processes

- Affected policy by providing regulators with information about the likely effects of potential rules
  - Language mandating a new feature for a medical product was altered following estimation of the cost of the feature
  - The implementation period for a proposed rule was changed following estimation of the time necessary to perform the required tasks and assessment of the implications of an insufficient implementation period

Assistant Analyst at the **Congressional Budget Office** (CBO), 40 hours per week, January 2002 – August 2004

- Modeled the effects of prescription drug patent reform legislation
  - Used Access to manipulate data from several sources concerning drug sales, patents, and patent strengths for use in an Excel-based model of the effects of prescription drug patent reform on drug expenditures
  - Reforms being considered by Congress were predicted to result in a reduction in prescription drug spending of $7 billion over ten years
- Studied the US health insurance market
  - Used SAS to analyze Medical Expenditure Panel Survey data
  - Measured health insurance coverage, health care expenditures, employer health insurance offerings, and the rate of insurance election through the health benefit provisions of the Consolidated Omnibus Budget Reconciliation Act
- Analyzed Congressional mandates of private sector activities
  - Searched legislative language for unfunded mandates of private sector activities
  - Estimated the cost of compliance with mandates affecting prescription drug labeling, prescription drug testing, the administration of pension plans, and other activities
  - Calculated the cost of compliance with the private sector mandates contained in the Pension Security Act of 2003 using information obtained through interviews with pension plan administrators and other experts and data published by the Department of Labor and the Employee Benefits Research Institute
  - Estimated that completion of the activities mandated by the Pension Security Act of 2003 would cost the private sector over $100 million per year

Economics Intern at the **Iowa Department of Revenue and Finance**, 40 hours per week, June 2000 – August 2000

- Used SAS to analyze a database of Iowa corporate income tax returns
- Determined the total annual deductions for several corporate income tax incentive programs, including the Enterprise Zone program, the New Jobs and Income Program, the Industrial New Jobs Training Program, and the Research Activities Credit
- Calculated that in 1999 corporate income tax deductions through the programs listed above totaled about $15 million, which was about 5% of corporate income tax receipts for that year

Teaching Experience

Teaching Assistant for **Introduction to Statistics**

- under Dr. Jeffrey Lewis at Cornell University in Spring 2010, Spring 2009, and Fall 2007
- under Dr. Thomas Evans at Cornell University in Fall 2009
- under Dr. William Rosen at Cornell University in Fall 2006

Teaching Assistant for **Multiple Regression Analysis**

- under Dr. Jeffrey Lewis at Cornell University in Fall 2008
- under Dr. Salam Abdus at Cornell University in Spring 2008

Teaching Assistant for **Introductory Macroeconomics**

- under Dr. Jennifer Wissink at Cornell University in Spring 2007

Teaching Assistant for **Economics of the Public Sector**

- under Dr. Jeffrey Lewis at Cornell University in Spring 2006
- under Prof. Donald Kenkel at Cornell University in Fall 2005

Guest Lecturer for **Economics of the Public Sector** in Fall 2005

Education

PhD in Economics from **Cornell University**, August 2010

MA in Economics from **Cornell University**, February 2010

BA in Economics (with a minor in Journalism) from the **University of Iowa**, May 2001

Awards and Honors

Award of Excellence, Small Business Administration Office of Advocacy

Helen Canon Scholarship, Cornell University

Mabel A. Rollins Scholarship, Cornell University

Ethel B. Waring Fellowship, Cornell University

Congressional Budget Office Director's Award

Congressional Budget Office Star Award for "outstanding performance in analyzing proposed drug patent reform legislation"

Congressional Budget Office Star Award for "outstanding performance in analyzing proposed private pension reform legislation"

Graduated with Highest Distinction and Honors in Economics, University of Iowa

Presidential Scholar, University of Iowa

Scholarly publications

Wilmoth, D. R. (2017). Welfare, the Stoics, and reference dependence. *Journal of Markets & Morality, 20(2),* 299-310.

Wilmoth, D. R. (2015). Reconciling estimates of the value to firms of reduced regulatory delay in the marketing of their new drugs. *Health Economics, 24(12),* 1651-1656.

Wilmoth, D. R. (2013). Economic models of addiction and the Christian view of temptation. *Faith & Economics, 61/62*, 55-65.

Wilmoth, D. R. (2012). Intelligence and past use of recreational drugs. *Intelligence, 40(1)*, 15-22.

Wilmoth, D. R. (2012). The relationships between common measures of glucose meter performance. *Journal of Diabetes Science and Technology, 6(5),* 1087-1093.

Selected publications for a general audience

Wilmoth, D. R. (2018). An attitude of stewardship. *The Banner*, www.thebanner.org.

Wilmoth, D. R. (2017). The retreat of the rural entrepreneur. Small Business Administration Office of Advocacy, www.sba.gov/advocacy.

Wilmoth, D. R. (2017). Rich in contentment. *The Presbyterian Outlook*, pres-outlook.org.

Wilmoth, D. R. (2017). Explaining the emergence of the immigrant entrepreneur. Small Business Administration Office of Advocacy, www.sba.gov/advocacy.

Wilmoth, D. R. (2016). The arrival of the immigrant entrepreneur. Small Business Administration Office of Advocacy, www.sba.gov/advocacy.

Wilmoth, D. R. (2016). The ascent of the senior entrepreneur. Small Business Administration Office of Advocacy, www.sba.gov/advocacy.

Wilmoth, D. R. (2016). The missing Millennial entrepreneurs. Small Business Administration Office of Advocacy, www.sba.gov/advocacy.

Conference presentations

Wilmoth, D. R. (2019). Causal inference for policy analysis: When programs for some affect outcomes for others. Presented at the 2019 Joint Statistical Meetings.

Wilmoth, D. R. (2019). A head start for every runner: On using experimental and quasi-experimental evidence to forecast policy impacts. Presented at the 2019 Annual Conference of the Society for Benefit-Cost Analysis.

Wilmoth, D. R. (2018). Health insurance price distortions. Presented at the 2018 Annual Conference of the Society for Benefit-Cost Analysis.

Wilmoth, D. R. (2017). Hurdle rates, declining discount rates, and uncertain opportunity cost. Presented at the 2017 Annual Conference of the Society for Benefit-Cost Analysis.

Wilmoth, D. R. (2016). Declining discount rates, hurdle rates, and intergenerational equity in policy analysis. Presented at the 2016 Annual Conference of the Society for Benefit-Cost Analysis and the 2016 Annual Meetings of the Southern Economic Association.

Wilmoth, D. R. (2015). Kaldor, Hicks, and discounting. Presented at the 2015 Annual Conference of the Society for Benefit-Cost Analysis.

Citizenship

United States of America (registered with the Selective Service System)

References

Donald Kenkel; Professor, Department of Policy Analysis and Management, Cornell University; +1 607 255 2594; dsk10@cornell.edu.

Sean Nicholson; Professor, Department of Policy Analysis and Management, Cornell University; +1 607 254 6498; sn243@cornell.edu.

Clark Nardinelli; Chief Economist, US Food and Drug Administration; +1 301 796 9159; clark.nardinelli@fda.hhs.gov.

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