

CURRICULUM VITAE

ROBERT F. GRABOYES

National Federation of Independent Business
 1201 F Street NW, Suite 200
 Washington, DC 20004
 (202) 314-2063 phone; (202) 484-1566 fax
rfgraboyes@gmail.com

EDUCATION

2000 Ph.D., Economics, Columbia University, New York, NY.
 1998 M.S.H.A., Virginia Commonwealth University, Richmond, VA.
 1984 M.Phil., Economics, Columbia University, New York, NY.
 1981 M.A., Government, College of William and Mary, Williamsburg, VA.
 1976 B.A., English, University of Virginia, Charlottesville, VA.

APPOINTMENTS

2002-present Adjunct Associate Professor, Virginia Commonwealth University, Department of Health Administration & School of Allied Health Professions
 1998-2002 Affiliate Assistant Professor, Virginia Commonwealth University, Department of Health Administration & School of Allied Health Professions
 2008-present Adjunct Professor, George Mason University, Department of Health Administration and Policy
 2005-present Clinical Associate Professor, University of Virginia, School of Nursing
 2006-2007 Visiting Lecturer, University of Richmond, Department of Economics
 2005-2006 Visiting Associate Professor, University of Richmond, Department of Economics
 2002-2005 Visiting Assistant Professor, University of Richmond, Department of Economics
 2001-2002 Part-time Assistant Professor, University of Richmond, Department of Management Systems
 2005-2007 Director, Language Across the Curriculum (Department Chair), University of Richmond
 1983 Adjunct Professor, Hunter College, Department of Economics.

PROFESSIONAL EXPERIENCE

2007-present Senior Healthcare Advisor, National Federation of Independent Business, Washington, DC.
 1996-2002 Manager and Economist, Federal Reserve Bank of Richmond, Richmond, VA.
 1990-1996 Associate Economist, Federal Reserve Bank of Richmond, Richmond, VA.
 1989-1990 Assistant Economist/Managing Editor, Federal Reserve Bank of Richmond.
 1989 Economist, Virginia Department of Taxation, Richmond, VA.
 1985-1988 Economist/Second Vice President, Chase Manhattan Bank, New York, NY.
 1983-1985 Associate Economist, Chase Manhattan Bank, New York, NY.
 1981-1982 Research Assistant, Columbia University, Department of Economics, New York, NY.

HONORS AND AWARDS

- 2007 Dennis D. Pointer Award, Virginia Commonwealth University, Department of Health Administration.
- 2005 Outstanding Professor of Economics, University of Richmond.
- 2005 Outstanding Professor of International Business, University of Richmond.
- 1998 Phi Kappa Phi Honorary Society
- 1981, 1982 Student Fellow, American Institute for Economic Research

RESEARCH GRANTS: PREVIOUS SUPPORT

- 2002 Co-Investigator (P.I.). "Choosing health versus wealth: a laboratory survey." \$6,000.
Funding Source: University of Richmond Research Fund.

PUBLICATIONS

Doctoral Dissertation

Graboyes, Robert F. *Indemnities versus Deductibles in Health Insurance: Relative Efficiency in Deterring Low-Benefit Medical Treatments*. Unpublished doctoral dissertation, Columbia University, 2000.

Master's Thesis

Graboyes, Robert F. *Information, Rationality, and Politics: A Critique of Anthony Downs's An Economic Theory of Democracy*. Unpublished master's thesis, College of William and Mary, 1981.

Journal Publication in Progress

Graboyes, R, Hanson, R, and Monks, J. "Choosing health versus wealth: a laboratory survey."

Peer-reviewed Paper Published

"Comment Dit-On «Standard Deviation»? : An Effortless Business-Language Curriculum" *Global Business Languages*, 2004

Technical papers published by the Federal Reserve Bank of Richmond

"Our Money or Your Life: Indemnities vs. Deductibles in Health Insurance" *Federal Reserve Bank of Richmond Working Paper*, August 2000.

"Getting Better, Feeling Worse: Cure Rates, Health Insurance, and Welfare" *Federal Reserve Bank of Richmond Working Papers*, August 2000.

"Medicine Worse than the Malady: Cure Rates, Population Shifts, and Health Insurance" *Federal Reserve Bank of Richmond Working Papers*, August 2000.

"Medical Care Price Indexes" *Economic Quarterly*, Federal Reserve Bank of Richmond, Fall 1994.

"The EMU: Forerunners and Durability" *Economic Review*, Federal Reserve Bank of Richmond, July/August 1990. English, French, and German adaptations published by the Centre International de Formation Européenne, 1996.

“A Yankee Recipe for a EuroFed Omelet” *Wall Street Journal/Europe*, August 1, 1990. Reprinted in *Economic Review*, Federal Reserve Bank of Richmond, July/August 1990. Reprinted in *Central Banking*, August 1990.

“Wicksell's Monetary Framework and Dynamic Stability” (co-author, Thomas M. Humphrey); *Federal Reserve Bank of Richmond Working Papers*, 1990.

“International Trade and Payments Data” *Economic Review*, Federal Reserve Bank of Richmond, Sept/Oct 1991.

Book Chapters

“Derivatives Made E-Z” *Readings on Financial Institutions and Markets*, 1995-1996 Edition (Irwin), Peter S. Rose, ed.

“Security (not guns) and Butter” in *Economics 93/94*, ed. Don Cole, Dushkin Publishing Group; Guilford, CT, 1994.

Book Review

Lives at Risk: Single-Payer National Health Insurance Around the World, by John C. Goodman, Gerald L. Musgrave, and Devon M. Herrick. Reviewed in *Business Economics*, April 2005.

Other Writings

“Asian Texas: Borat Misrepresents the Real Kazakhstan,” *Richmond Times-Dispatch*, 12/06.

“A Wealth of Trouble” (a financial derivatives approach to fighting obesity), *forbes.com*, 10/06.

“Defense Downsizing” *Capitol Forum*, May 1993.

“NAFTA, GATT y el Libre Comercio” *El Sol de Virginia*, 1994.

“Los Terremotos Latinos Causan Temblores en Virginia” *El Sol de Virginia*, 1995.

“Gush, Gush, Sweet Charlotte” *Richmond Times-Dispatch*, 1990.

“Secondary Effects Matter” *Equilibria* #1, Federal Reserve Bank of Richmond, 1996/97

“Does the Fed Drive Interest Rates?” *Equilibria* #1, Federal Reserve Bank of Richmond, 1996/97

“Public Choice: The Economics of Government” *Equilibria* #1, Federal Reserve Bank of Richmond, 1996/97

“Viewer, Puzzler, Pleader, Seer” *Equilibria* #2, Federal Reserve Bank of Richmond, 1996/97

“Inflation, Health Care, and Quality” *Equilibria* #2, Federal Reserve Bank of Richmond, 1996/97

“Health Economics: The Physician's Visitor” *Equilibria* #2, Federal Reserve Bank of Richmond, 1996/97

“Rear Windows, Trade Deficits” *Equilibria* #3, Federal Reserve Bank of Richmond, 1997/98

“The Free Trade Debate: 221 Years Running” *Equilibria* #3, Federal Reserve Bank of Richmond, 1997/98

“The Loneliest Teacher” *Equilibria* #4, Federal Reserve Bank of Richmond, 1997/98

“Grandpa's Neighbor” *Equilibria* #4, Federal Reserve Bank of Richmond, 1997/98

“George, Mickey, Michael, and Money” *Equilibria* #4, Federal Reserve Bank of Richmond, 1997/98

“Experimental Economics: Games Economists Play” *Equilibria* #4, Federal Reserve Bank of Richmond, 1997/98

“Seeing Economics at Gallaudet” *Equilibria* #5, Federal Reserve Bank of Richmond, 1998/99

“The Economics of Language” *Equilibria* #5, Federal Reserve Bank of Richmond, 1998/99

- “The Bank at the End of the Universe” *Equilibria* #5, Federal Reserve Bank of Richmond, 1998/99
- “Physics, Economics, Science” *Equilibria* #5, Federal Reserve Bank of Richmond, 1998/99
- “Non-sedating Economics: Three Book Reviews” *Equilibria* #5, Federal Reserve Bank of Richmond, 1998/99
- “You Paid How Much for that Seat?” *Equilibria* #6, Federal Reserve Bank of Richmond, 1998/99
- “Cattle Drive Contracts: Economics in Literature” *Equilibria* #6, Federal Reserve Bank of Richmond, 1998/99
- “Selling Short: Fruit 'n' Finance” *Equilibria* #6, Federal Reserve Bank of Richmond, 1998/99
- “Why We Want What We Want” *Equilibria* #7, Federal Reserve Bank of Richmond, 2001/02
- “... And Why What We Want Bugs Economists” *Equilibria* #7, Federal Reserve Bank of Richmond, 2001/02
- “Why Vote? (Alex Rothenberg, co-author)” *Equilibria* #7, Federal Reserve Bank of Richmond, 2001/02
- “Services Drive Employment but Not Output” *Cross Sections*, Federal Reserve Bank of Richmond, Fall 1993
- “Fifth District Economic Developments in 1992” *Cross Sections*, Federal Reserve Bank of Richmond, Summer 1993
- “Health Care: Rising Costs and Public Policy” *Cross Sections*, Federal Reserve Bank of Richmond, Spring 1993

BLOGGING

Panelist on weekly *Washington Post* “Health Care Rx” blog

SELECTED INVITED LECTURES

- “Healthcare Reform and Small Business,” 7/20/09 National Conference of State Legislatures, Philadelphia, PA.
- “Healthcare and Small Business: Problems and Fixes” 6/23/09 National Economists Club, Washington, DC.
- “Small Business and Healthcare Reform,” (panel discussion) 5/28/09 American Benefits Council, Washington, DC.
- “Federal Health Care Reform and Small Business: What Are the Key Components to a Successful Plan?” (panel discussion) 07/25/08 National Conference of State Legislatures, New Orleans, LA.
- “State Healthcare Innovations: What Works, What Doesn’t?” (panel discussion) 07/12/08 National Conference of Insurance Legislators, New York City, NY.
- “Small Business Healthcare Briefing” 07/08/08 Council on Affordable Health Insurance, Washington, DC.
- “Opinion-Makers’ Forum” (panel discussion) 06/05/08 Legislative Office Building, Hartford, CT.
- “Health Care: When It’s Fixed for Small Business, It’s Fixed for America” 02/14/08, Charlotte Economics Club, Charlotte, NC
- “Surgeon and Pilot” 02/13/08, University of North Carolina – Charlotte, Charlotte, NC
- “NFIB: Small Business Healthcare Principles” 02/06/08, Independent Insurance Agents of Virginia, Richmond, VA.
- “Individual Mandate: Inevitable, Unsustainable or Both?” 11/02/07, School of Public Health – University of California – Berkeley

"American Health Care System: Don't You Call Me, 'Cause I Can't Go" 08/26/07, NFIB Texas Leadership Council, Bastrop, TX

"Employer Provided Health Care (Dis)Advantage: Small Business Perspective" 08/07/07 National Conference of State Legislatures, Boston, MA

"Surgeon and Pilot: Who Chooses?" 07/11/07 American Institute for Economic Research, Great Barrington, MA

"Surgeon and Pilot: Can Consumers Choose?" 03/27/07, Univ. of Richmond Pre-Health Professions Club

"Desert, Health, and Aid" 03/19/07, Quest University Canada, Squamish, British Columbia, Canada

"Who Says No?: Consumer Sovereignty In Health Care" 03/15/07, Kaohsiung Medical University, Richmond, VA

"Seven Lessons in Risk," 03/09/07, U.S. State Department, Arlington, VA

"Choosing Health vs. Wealth: A Laboratory Experiment" 06/05/06, American Society of Health Economists, Madison, WI

"Language Across the Curriculum: The Richmond Model" 11/05/05, Foreign Languages and Cultures Conference, Iowa City, IA

"Health Care Update" 11/01/05, National Business Council on Economic Issues, Philadelphia, PA

"Health Care Update" 05/10/05, National Business Council on Economic Issues, Washington, DC

"Nutrition and Obesity" 03/17/05, Virginia Commonwealth University, to visiting Taiwanese medical group.

"Life, Death, Bones, and Obesity: Consumer-Driven Health Insurance and Economic Experiments" 10/28/04, University of Central Florida, Department of Health Professions

"Life, Death, Bones, and Obesity: Consumer-Driven Health Insurance and Economic Experiments" 10/20/04, Virginia Commonwealth University, Dept. of Economics

"Consumer-Driven Health Insurance: Economic Experiments in Life, Death, and Obesity" 09/23/04, Virginia Commonwealth University, Medical Campus

"Obesity: An Economic View", 09/07/04, Virginia Commonwealth University Medical School, Grand Rounds

"Eating Medicare: The Economic Impact of Today's Lunch on Tomorrow's Health" 07/22/04, Richmond Association for Business Economics

"Indemnities: Unmasking the Health-Wealth Tradeoff" 07/13/03, Western Economic Association International, Denver, CO

"High Cost, Low Benefit: Inducing Patients to Opt Out?" 06/16/03, International Health Economics Association, San Francisco, CA.

"Health/Wealth Experiment Project: Finding the Margin" Proposal for using economic experiments for generating health insurance data": 05/02/03, George Mason University, IFREE Visiting Scholar Lecture Series at ICES Arlington, VA. (IFREE is the research department headed by Nobel Laureate Vernon L. Smith.)

"Comment Dit-On "Standard Deviation"?*: An Effortless Business-Language Curriculum." 04/03/03, Center for International Business Education and Research (CIBER), Miami Beach, FL.

"High Cost, Low Benefit." 09/18/02, Research luncheon, University of Richmond. Richmond, VA.

"High Cost, Low Benefit: Inducing Patients to Opt Out?" 04/25/02, Research luncheon, Virginia Commonwealth University medical campus. Richmond, VA.

"Health Care Policy." 06/09/99, Pension Managers' Group. Richmond, VA.

"The Role of the Federal Reserve." 05/14/98, Central Bank of Armenia. Richmond, VA.

- "Medical Care and the Regional Economy." 02/12/98, Richmond Medical Group Management Association. Richmond, VA.
- "Technology: Why It Bites Back." 9/18/97, National Council on Economic Education. Indianapolis, IN.
- "CPI: The Burden of Bias." 07/15/97, Southeastern Association of Tax Administrators. Richmond, VA.
- "Happiness, Health, and the CPI." 06/05/97, Federal Reserve Bank of Dallas. Dallas, TX.
- "The Fed and the Federal Government." 06/02/97, Guangdong Development Bank of Shenzhen, Richmond, VA.
- "CPI Reform." 06/16/97, Charleston Southern University. Charleston, SC.
- "Happiness, Health, and the CPI." 03/18/97, Federal Reserve Bank of Richmond, Small Business and Agriculture Advisory Council. Richmond, VA.
- "The Federal Reserve." 11/04/97, Gallaudet University. Washington, DC.
- "Teaching and the Language of Economics." 11/04/97, Gallaudet University. Washington, DC.
- "Economics and Deafness." 11/03/97, Gallaudet University. Washington DC.
- "Introducing the Federal Reserve." 11/03/97, Gallaudet University. Washington, DC.
- "CPI Reform." 10/16/96, James Madison University. Harrisonburg, VA.
- "Medical Care Price Indexes." 09/27/94, National Association of Business Economists Policy Conference. Washington, DC.
- "Industrial Sectors: U.S. vs. State Trends." 10/08/93, Co-authored with Stephen Stanley. Federal Reserve Bank of Dallas. Dallas, TX,
- "Structure of Monetary Policy." 02/06/91, College of William and Mary Business School. Williamsburg, VA.
- "Wicksell's Monetary Framework and Dynamic Stability." 10/26/90, Co-authored with Thomas Humphrey. Federal Reserve Bank of Atlanta. Atlanta, GA.
- "Unburdening the Data." 10/11/90, Federal Reserve Bank of Kansas City. Kansas City, MO.
- "The IMF and Rescheduling." 11/83, Chase Bank Nigeria. Lagos, Nigeria.

PROFESSIONAL SESSIONS ORGANIZED AND CHAIRED

National Federation of Independent Business

- 2008 "Healthcare Forum: Will Reform Become Reality?" Stephen Moore (Wall Street Journal), Ceci Connolly (Washington Post), Chris Frates (Politico)
- 2008 "Healthcare Forum: Does Portability Enhance Affordability?" Stuart Butler (Heritage Foundation), Devon Herrick (National Center for Policy Analysis), Scott Keefer (America's Health Insurance Plans), Karen Davenport (Center for American Progress).
- 2008 "Healthcare Forum: Coverage vs. Cost: What's the Priority?" Katherine Hayes (Clinton campaign), Douglas Holtz-Eakin (McCain campaign), Kavita Patel (Obama campaign).
- 2008 Healthcare Forum: Are Individual Mandates the Answer? Michael Cannon (Cato Institute), Sherry Glied (Columbia University), Peter Harbage (Center for American Progress), Bob Moffit (Heritage Foundation).

Small Business Administration

- 2008 "Options Cost and Coverage: Healthcare Chicken and Egg" Newt Gingrich (Former Speaker of the House), Michael O. Leavitt (Department of Health and Human Services),

David B. Kendall (Progressive Policy Institute), Kirsten Sloan (Divided We Fail and AARP), and Nina Owcharenko (Heritage Foundation), Washington, DC.

National Association for Business Economics

- 2007 “Options for Medicaid Reform—Enhancements or Radical Change?” Devon Herrick (National Center for Policy Analysis) and Judith Solomon (Center on Budget and Policy Priorities), Washington, DC.
- 2006 “Health Care, Information, and Technology: A New World for Business” Blackford Middleton (Harvard Medical School) and Isaac S. Kohane (Harvard Medical School), Boston, MA.
- 2006 “Policy Solutions to Cost Shifting in Health Care” Louis F. Rossiter (College of William and Mary), Deborah Chollet (Mathematica Policy Research), and Richard Scheffler (University of California at Berkeley), Washington, DC.
- 2005 “Consumer-Oriented Health Economics: Past, Present, Future” James G. Rodgers (Blue Cross Blue Shield of America), James A. Hayes (Consultant, New Mexico), and Jeff Black (Mercer Human Resources Consulting), Chicago, IL.
- 2005 “Health Care Policy: The Way Forward: A look at federal health care policy reforms that address the three pillars of cost, access, and quality” Harvey Rosen (Council of Economic Advisors), Washington, DC.
- 2004 “Consumer-drive Health Care” John Goodman (National Center for Policy Analysis) and Ben Cutler (Fortis Health), Washington, DC.

GRADUATE TEACHING

- 2000-present Department of Health Administration, Executive Masters Program, Virginia Commonwealth University. Health Economics and Finance.
- 2000 Department of Health Administration, Master’s Program, Virginia Commonwealth University. Health Economics and Finance.
- 1999-present School of Allied Health Professions, Doctoral Program in Health Related Science, Virginia Commonwealth University. Health Economics and Finance.
- 2005-present School of Nursing, Master’s of Nursing, University of Virginia. Health Economics and Finance.
- 2008-present Department of Health Administration and Policy, Master’s of Health Administration, George Mason University. Health Economics and Finance.
- 2001-2003 Department of Economics, Master’s of Business Administration, University of Richmond. Quantitative Analysis.
- 2002 Department of Economics, Master’s of Business Administration, University of Richmond. Managerial Economics.
- 1999-present Miscellaneous thesis and dissertation advising.

UNDERGRADUATE TEACHING

- 2002-2007 Department of Economics, University of Richmond. Macroeconomics, Microeconomics, Business Statistics, Quantitative Analysis, Health Economics, Social Analysis, Language Across the Curriculum.
- 1983 Department of Economics, Hunter College, New York City. Macroeconomics.

PROFESSIONAL SERVICE ACTIVITIES

Other Professional Affiliations

- 2000, 2007 Visiting Scholar, Kazakhstan School of Public Health, Almaty Kazakhstan.
- 2007 Visiting Research Fellow, American Institute for Economic Research, Great Barrington, MA.
- 2006-present Senior Fellow, National Center for Policy Analysis, Dallas, TX.
- 2006-present Member, Global Health Committee, Global Interdependence Center, Philadelphia, PA.

Editorial Boards and Reviews

Editorial Board Member, *Business Economics*

Reviewer, *Business Economics*, *Health Economics*, *International Journal of Public Policy*, *Contemporary Economic Policy*, *Health Care Management Science*

International, National, and Regional Committees

- 2001-2002 AP Curriculum Committee, National Council on Economic Education.
- 2001 Grant Proposal Reviewer, Freedom Grants Proposal, U.S. State Department.
- 1995-1996 Board of Medical Price Measurement Experts, U.S. General Accounting Office, Washington, DC.
- 1992 Economic Impact Study Commission, Virginia Commonwealth University.

PROFESSIONAL SOCIETY ACTIVITY

National Association for Business Economics (NABE)

- 2010-present Co-VP for Programming, National Economists Club, Washington
- 2008-2009 Secretary, National Economists Club, Washington, DC
- 2004-2006 Chair, NABE, national Health Economics Roundtable
- 2003-2004 Secretary-Treasurer, NABE, national Health Economics Roundtable
- 1989-1991 President, Richmond Association of Business Economists, Richmond, VA
- 1989 Secretary, Richmond Association of Business Economists, Richmond, VA

Virginia Association of Economists

- 1991-1995 Member, Board of Directors

Memberships

- American Economic Association
- American Society for Health Economics
- International Health Economics Association
- National Association for Business Economics
- National Economists Club