

Steven J. Harvey, Ph.D.

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PROFESSIONAL SUMMARY

Results oriented executive and entrepreneur with a significant history of building new and existing organizations; developing strategic regional, state, and federal partnerships; and leveraging a strong business acumen in developing organizational structure, operational systems, agency procedures, and highly effective teams; seeking an executive position that will leverage an advanced, multi-faceted skill set and over 25 years of educational, business, and not-for-profit executive leadership to assist with the achievement of organizational goals.

- Strategic Planning
- Staff Supervision & Development
- Regional/State/Federal Collaborations
- Diverse Revenue Stream Development
- Systems Change Management
- Early Childhood/Adolescence Researcher
- Fundraising Development
- Facilities Management & Design
- Financial Management
- Board Development/Governance
- Evidence-Based Research
- Grant Writing & Reporting
- Business Development/Growth
- Event Planning and Implementation
- Performance/Project Planning Management
- Organizational Systems Design & Implementation
- Database Design, Development, & Management
- Professional Training/Teaching/Public Speaking
- Federal/State/Local Advocacy/Lobbying
- Web Design, Development, and Marketing
- Sponsorship/Corporate Donations

PROFESSIONAL ACHIEVEMENTS

- **40 Under 40 Award**, Business First Journal, Buffalo, New York, 2008
- **National Board Member**, National Association of Collaborative Leadership, Finance Comm., Membership Comm. (Chair), 2016 to Present
- **Founding Board Member**, Buffalo Collegiate Charter School, Chair of Academic Committee, Facilities Committee, 2016 to Present
- **Class Chair** (2007 to 2014), **Leadership Buffalo**, Class of 2007, Member since 2007
- Author federal, state, foundation, and corporate grant proposals raising over **\$23,841,504**
- **Authored** and **awarded** perfectly scored federal and state grants culminating in millions of dollars in operational and program support
- **Member**, WNY Regional Economic Development Council, Higher Education Workgroup
- Recognized by the **Harvard Family Research Project** for the development of a nationally recognized multi-variable evaluation model
- **Past Board President**: Computers for Children & Educational Advisory Council (NBVM School); **Current Boards**: EdCo (Educational Collaborative), Buffalo Collegiate Charter School, & Daemen College Executive Leadership and Change Department
- **Leadership Councils**: Say Yes to Education Buffalo, WNY STEM Hub, and NYS Business Plan Competition
- **National Awards Proposal Author**: Mutual of America Community Partnership Award & The Collaboration Prize
- **Faculty Appreciation Award for Outstanding Teaching**, Buffalo State College, December 2007
- **Research Articles**: 11 peer-reviewed journal articles/white papers focusing on P-16 and adult education models, disabilities, and sociology

PROFESSIONAL EXPERIENCE

Chief Executive Officer, Integrity Partners for Behavioral Health IPA, Inc., Batavia, New York, 2019 to Present

- Launch largest organization of its kind in NYS, covering 14 Counties, 27 Partners, and over 60 affiliate organizations; facilitating a systems level shift in health care to a Value-Based Payment system that seamlessly integrates behavioral health, primary care, and managed care

Executive Director, Western New York Consortium of Higher Education (Consortium), Buffalo, New York, 2009 to 2019

- Launched new regional collaborative for WNY higher education sector by rebranding agency; rewriting bylaws; designing new governance structure; developing communication, organization, and business development systems; and expanding the organization by over 1300%
- Achieved sector-level outcomes including but not limited to 5-year graduate rate surpassing 2009 rate for 18 of 21 or 83% of Consortium members and retention rates from 80% to 81% or 21 percentage points above national average
- Conceptualize, develop, & implement regional initiatives focusing on strategic systemic change while elevating the regional profile of the Consortium, engaging unprecedented levels of regional stakeholders, and enhancing the birth to 20 educational pipeline
- Oversee entrepreneurial efforts of the Consortium, including developing systems, procedures, and strategic priorities to drive economic development, enhance the Consortium's ties to growing business sectors, and increase the sector's \$4.6 billion economic impact
- Expanded Consortium inter-institutional collaborations by 850% from 4 to 34, fostering a shared vision among Consortium participants and expanding individual engagement from approximately 80 to over 1,200 professionals or over 1300%
- Increased sector-level economic development partnerships from 1 to 35 or by 3500%, partnering with strategic economic development entities like the Buffalo Niagara Partnership, Say Yes, and Empire State Development to better prepare graduates for career success
- Provided funder who invested \$700,000 with a 4-year return on investment of over \$53,146,800 or 75 times the original investment and was recognized by The John R. Oishei Foundation as one of the Foundation's best return on investments in their history
- Provided 21 members who invested a total of \$141,869 with a return on investment of \$12,646,800 or 89 times their original investment
- Worked with state legislators, SUNY officials, and the Commission on Independent Colleges and Universities on legislation that was introduced to the senate and assembly to change the way the NYS Education Department reviews and approves program requests
- Lobbied and achieved 2 separate amendments to Governor's program bill that recommended changes to NYSED program approval process
- Manage the collaborative effort of hundreds of volunteers engaged in professional development activities, strategic planning, student programming, and event/conference planning, resulting in an annual savings of over \$2,500,000
- Conceptualized and implemented 5-year P-16 Consortium, an unprecedented collaboration among P-12 superintendents, curriculum directors, teachers, college presidents, chief academic officers, deans of schools of education and faculty to enhance the college and career readiness of WNY students; improve retention, time-to-degree, and graduation rates; and drive the 7 growing sectors in WNY
- Conceptualize, develop, and maintain web site that established WNY as a destination for students from across the globe, creating a recognized brand for the Consortium and achieving 5.5 million hits and 40,000 unique users from 93 nations, a growth of 1300% in 4 years
- Develop measurable outcomes and tracking systems that facilitate reporting to the board and Consortium members, document success of the initiative, and report progress to principal funders
- Researched and developed governance structure that ensures accountability, while mitigating sector-level threats to long-term success
- Identify regional initiatives by working with college presidents, chief academic officers, foundation officers, and community and business leaders that align with the knowledge economy and regional economic development opportunities
- Generate 100% of Consortium funding and created a staffing plan to meet Consortium objectives while sustaining operations
- Manage all financial transactions, budgets, and forecasting as well as human resource issues/staff development

EPIC - Every Person Influences Children, Inc., Buffalo, New York, 2001 to 2009

Vice President of Research and Program Funding

- Raised 95% of agency revenues for \$3,500,000 annual budget and directed federal budget planning, financial forecasting, and business development projections while maximizing coverage of indirect costs
- Manage the international expansion of EPIC to Singapore, drafting memorandum of understanding/partnership agreement, business development proposal that included a multi-national management plan, and research proposal for evaluation services and support
- Managed national and state advocacy initiatives, presenting research outcomes, program content, implementation strategies, and collaborative initiatives to federal and state representatives in Washington DC and Albany
- Led the executive team responsible for the development and implementation of the national expansion strategy for “Ready, Set, Parent,” a parent education program for new parents that promoted experiential learning through reading, play, and exploration
- Developed and implemented marketing and public relations efforts that positioned EPIC with 3 successful strategic expansion opportunities
- Directed the EPIC Development Team that consists of cross-functional, upstate, and downstate staff representation
- Worked with EPIC Board on strategic initiatives like marketing, public relations, and strategic planning
- Authored and awarded \$8,710,000 in federal, foundation, and corporate grants between 2005 and 2006
- Directed all company-wide grant compliance for federal, state, and foundation grants, ensuring that grant requirements were met, financial tracking was accurate, and outcomes-based evaluation was conducted
- Principal investigator for organization, managing all research and evaluation activities for EPIC
- Managed multiple research initiatives and collaborations including but not limited to the University at Buffalo, Canisius College, University of Missouri, St. Louis, Rutgers University, and internal research staff and projects
- Maintained **all** responsibilities as the Directors of Research and National Program Coordination and Grant Compliance and Evaluation

Director of Research and National Program Coordination & Director of Grant Compliance and Evaluation

- Directed all aspects of operations at 7 USDE funded offices across NYS, partnering with Regional Directors to effect positive changes in programming, enhance quality and consistency throughout the organization, and offering professional development to management & staff
- Hired, trained, supervised, and developed 32 professionals and hundreds of volunteers based in six cities across New York State, monitoring grant compliance, addressing personnel issues, and providing various professional development opportunities
- Member of EPIC National Management Team, developing innovative initiatives and organizational goals to achieve strategic growth
- Directed internal and statewide grant writing, accounting for more than 67.5% of \$3.8 million annual budget
- Directed community-wide collaboration for the US Department of Health and Human Services, leading coalition of five agencies attempting to increase the quality of early learning opportunities throughout Buffalo
- Performed financial projections/tracking, developed reports, and constructed budgets for 7 different regional operations
- Identified and cultivated research partnerships with 3 national research universities conducting research on EPIC programs
- Manage all research activities for multi-million-dollar national organization, developing and implementing standard protocol that increased the rigor of evaluation and demonstrated the efficacy of EPIC services, programs, and curriculums
- Compiled federal, state, and foundation evaluation reports that connected effectiveness of programs to grant objectives and outcomes
- Conducted community-wide and national needs assessments to justify program funding requests, assess unmet community/national needs, and make recommendations on program development and expansion
- Managed all aspects of multi-dimensional service program offering birth through kindergarten programming that positively influenced five developmental domains: cognitive, social/emotional, language, and motor (fine and gross motor)
- Networked with key USDE and NYSED representatives to positively position agency for future funding and legislative support
- Trained managerial staff on appropriate tracking and data collection practices as well as documentation and report writing

University at Buffalo, Buffalo, New York, 1994 to 2001

Multiple Positions: Senior Project Assistant, Senior Career Development Associate, and Testing Administrator

ENTREPRENEURIAL EXPERIENCE

- **The Center for Educational and Career Advancement (CECA), Inc., CEO/Founder**, 1992 to Present, Williamsville, New York
- **MyCampusMax, LLC, CEO/Co-Founder: www.MyCollege.Max.com**, 2013 to Present, Buffalo, New York

EDUCATION

University at Buffalo, Buffalo, New York

Doctor of Philosophy in Sociology of Education (Birth to 12th Grade), **Minor**: Higher Education Administration, 1997

Master of Education in Higher Education Administration, 1995

Bachelor of Science in Business Administration, **Concentrations**: Marketing and Human Resources, 1993

KEYNOTE/ SPEAKER

- **National Speaker**, Association of Consortium Leadership National Conference, Purposeful, Strategic, and Inclusive Partnerships, 2015
- **International Speaker**, International Leadership Association, Pacific Grove, California, June 2015
- **Keynote Speaker**, University at Buffalo, P-20 Education Speaker Series, Nov. 2014
- **Keynote Speaker**, Empire State College, Skills Gaps and How to Address Them, Nov. 2014
- **National Speaker**, Association of Consortium Leadership National Conference, How to Grow a Higher Education Consortium, 2014
- **Keynote Speaker**, Towns and Gowns National Conference, Buffalo, New York, 2013
- **Keynote Speaker**, Daemen College, Entrepreneurship, Buffalo, New York, 2013
- **Keynote Speaker**, Houghton College Faculty Development Conference, 2013
- **Keynote Speaker**, Hilbert College Faculty Development Conference, 2011
- **Keynote Speaker**, Walking in the Footsteps of Giants speaker series at the University at Buffalo
- **Speaker**, Transformational Leadership Seminar, Daemen College, 2012 & 2013
- **International Speaker**, Riding the Wave of Professionalism in Early Childhood Education, Singapore, 2008
- **Adjunct Professor**, Daemen College - 2013 to Present, SUNY Buffalo State - 2004 to 2014, and University at Buffalo – 1993 to 2001