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### **Stony Brook University**

#### **Full Professor, the College of Business (2003-present)**

Undergraduate Director – the College of Business – (2014 -2018)

Director – Study Abroad – the College of Business – (2010 – 2020)

#### **Dean, Physical Education and Athletics (1994-2003)**

##### **Accomplishments – (as Dean of Physical Education and Athletics)**

- Developed a 5 Year Strategic Plan to elevate the athletics program from Division III to Division I
- Increased the Athletics budget from \$1,000,000 to \$9,200,000 in 10 years
- Gained admission into the New England Collegiate Conference (Division II)
- Gained admission into the America East Conference (Division I)
- Initiated a change in the athletic team’s name from Patriots to Seawolves
- Licensed the university’s logos and marks
- Developed a Seawolves Newsletter
- Developed a Seawolves Web Page
- Increased Annual Giving from \$25,000 a year to \$700,000 a year
- Increased sponsorship revenue from zero in 1993 to \$500,000 in cash and trade
- Created the Athletics Advisory Board – (Fundraising was its primary goal)
- Developed the PAWS Campaign (Providing Athletes With Scholarships)  
*Achieved PAWS 5 week campaign goal each year (100K, 300K, 500K, and 700K.) Many of the donors are personal friends not affiliated with Stony Brook. Their gifts include two for 50K, one for 12.5K, two for 5K, numerous gifts for 1K, and many for lesser amounts.*
- Invited the NCAA to campus for a compliance review
- Invited the OCR to campus for a Title Nine/Gender Equity Review
- Instituted Girls and Women in Sports Week
- Instituted Midnight Madness – largest attendance yearly in New York State
- Served on the committee that negotiated the latest beverage contract for SBU
- Developed “Professional Days” for the staff. Topics included the following:  
*Sexual Harassment, Date Rape, Time Management, Stress Management, Student Athlete Recruitment, Hazing on Campus, Alcohol and Drug Abuse Among Student Athletes, the Franklin Covey Group, Dale Carnegie, and Career Track Workshops*
- Implemented a Community Outreach Program for student athletes

- Implemented the following programs for “student welfare” and student retention: SAAC, Academic Advisement, Life Skills, Tutoring, and Mandatory Study Halls for freshman and marginal students.
- Instituted an Orientation Program specifically for student athletes and their parents.
- Developed a seminar “How to Get an A in Every Course” for Freshman Orientation.
- Developed individual policy manuals for the coaches, administrators, students, and boosters.
- Instituted the Student Awards Banquet.
- Instituted a Diversity Training workshop and MVP program for the staff (Professional Days)
- Instituted on line sale of tickets.
- Added Cheerleaders, a Dance Team, and a Pep Band for athletic contests.

## **Facilities and Staffing**

- Secured funding from an alum to create an Academic Resource Center with a computer room for SA’s and offices for the Academic Advisors and the Life Skills Coordinator (\$175,000)
- Secured funding for a \$26,000,000 outdoor stadium
- Secured funding for the development of office suites for the men’ and women’s basketball staff
- Refurbished the offices of the coaching, administrative, and physical education staff
- Created a suite of offices for the Advancement, Marketing and Promotions, and Corporate Sponsorship staff
- Created a first class Conference room
- Improved the lighting and sound, and added chair back seats in the Sports Complex Arena
- Created VIP courtside seating for Men’s and Women’s Basketball
- Constructed a Varsity Weight Training facility
- Refurbished the Pritchard Gym
- Refurbished all varsity locker rooms
- Refurbished all varsity fields
- Added a new softball stadium
- Refurbished all existing, and developed new varsity practice fields
- Added six varsity tennis courts
- Created a Half of Fame Pavilion and instituted a Hall of Fame Induction Banquet
- Doubled the size of the full time staff in seven years
- Created the following positions:  
*Director of Scheduling, Director of Special Events, Advancement Director and staff, Marketing and Promotions Director and staff, Compliance*

*Director and staff, Academic Advisement and staff, Summer Camp Director/Ticket Manager, Strength and Conditioning Coach and staff, Life Skills Coordinator, and a Director of Corporate Sponsorships and Licensing*

## **Unique Accomplishments Related to My Background**

- Negotiated the contracts to televise seven games first year at Stony Brook – most telecasts of any Division III school
- Televised games on Sports Channel (national coverage), MSG, Fox Sports, Cablevision, and LISN
- Secured a commercial radio station (WLUX)
- Interviewed on WFAN for fifteen minutes on “The Move to Division I”
- Negotiated contracts to play two basketball games at MSG while a Division III program
- Negotiated a basketball game at Nassau Coliseum while a Division II school
- Negotiated television, radio and arena contracts with MSG while at St. John’s
- Developed Internet broadcasting for Seawolves sports
- Hired prominent and well known men’s and women’s basketball coaches before gaining conference affiliation
- Secured St. John’s for Division I opening basketball game. It was the first “away” game St. John’s played at a local school in the last 20 years.
- Secured the first beverage contract at Stony Brook for athletics

## **Committees & Board Membership**

- Long Island Visitor’s and Convention Bureau-Executive Board Member
  - Gaels (St. Mary’s H.S.) Board of Directors
  - Eastern College Athletic Conference-Executive Board Member
  - New England Collegiate Conference-Executive Board Member
  - ECAC Membership Committee (Chair)
  - ECAC Marketing and Television Committee
  - NECC Tennis Committee (Chair)
  - NECC Marketing and Television Committee
  - Big East Tennis Committee (Chair)
  - Big East Baseball Committee
  - Big East Soccer Committee
  - Big East Spring Meetings
- Represented St. John’s (twice): first non-Athletic Director to represent a school*

## **Honors and Awards**

- Alumni of the Year Award for Service – St. John’s University
- Inducted into the Dowling College Athletics Hall of Fame

- United University Professionals (UUP) – Service Award
- Leadership Program at Stony Brook University – Service Award
- Kaiser Award – St. John’s University – Contribution to the ongoing success of the baseball program
- Outstanding Administrator Award – Big East Conference
- Eisenhower Award for Service to the United States Army (while at St. John’s)
- Who’s Who in America
- Golden Key National Honor Society
- Athletic Scholarship (Baseball) – St. John’s University
- Academic Scholarship – University of Hawaii International Studies Program
- Member of a team of administrators sent to South Africa by the US government to work with the Mandela administration on improving the country’s athletics programs and visibility
- Man of the Year in Sports (2002) – North Brookhaven newspapers
- Organized a one day seminar at Stony Brook with ten speakers from NY State for MBA students from Ghana
- ECAC Lifetime Achievement Award

## **Service to Stony Brook**

- Served on the search committee to identify a new President at Stony Brook
- Chaired the search committee for an Alumni Director at Stony Brook
- Chaired a committee for the President to develop a 5 Year Plan for Stony Brook
- Served on the ADA President’s Committee
- Served on the Safety Committee
- Served as the Advisor for a sorority comprised of women of color (Lambda Fe Uson)
- Volunteered as a mentor in the university’s “Mentoring Program”
- Volunteered for Midnight Breakfast (every year)
- Speaker at Orientation for all Freshmen and Transfer students
- Initiated a new major in the Department of Physical Education (Athletic Training)
- Created and Chaired a Diversity Committee for the Division of PE and Athletics
- Accepted an invitation by “People to People” to visit South Africa for three weeks and advise with the transition government on upgrading their sports programs
- Attended all university convocations
- Attended all graduations (member of the “Platform Party”)
- Spoke each year at the Rotary, Chamber of Commerce, and various high schools
- Represented the Division of PE and Athletics at Stony Brook’s “Open House”
- University Delegate for the United University Professionals
- Member of the SBU Cat Rescue Program
- Teacher for the LDS program (every year)
- College of Business liaison for the yearly URECA “Celebration of Research and Creativity Day”
- Oversee 20 internships per year

- Committee to review student's requests for late withdrawals
- Strategic Planning Committee for the COB
- Oversee students enrolled in Independent Study in the College of Business
- Serve as an advisor for the Pre-Law Club
- Chaired the search for the Assistant Dean position in the College of Business (twice)
- Director of Undergraduate Studies for the College of Business
- Serve as the Director of Study Abroad Programs for the College of Business
- Chaired the search for the Associate Dean for the College of Business
- Serve on the C of B Curriculum Committee
- Serve of the University's Undergraduate Curriculum Committee
- Nominated to serve on the Search Committee for a new President
- Serve on the search Committee for the nomination of Distinguished Faculty at Stony Brook University
- (Community Service) – Fundraiser for Cancer Institute of Research

## **Physical Education**

- Conducted an External Review of the Department
- Implemented an Athletic Training Major
- Implemented an Adaptive Aquatics Minor

## **Work Experience**

- La Salle Academy  
*Teacher, Baseball and Basketball Coach*
- Holy Trinity H.S.  
*Guidance Counselor, Lacrosse Coach*
- St. John's University  
*Senior Associate Director of Athletics*  
*Director of Intramurals, Recreation, and Club Sports*  
*Director of Advisement for Student Athletes*  
*P.E. Instructor*  
*Creator and Director of Summer Baseball Program*
- Lutheran H.S.  
*Co-Director – Summer Baseball Program*
- Stony Brook University  
*Dean of PE and Athletics*  
*Teacher – Physical Education (Conditioning)*  
*Professor – the College of Business*
- Intercollegiate Athletics Consulting – Director

- *Consultant on Academic and Athletic Issues for universities, colleges, and conferences*
- *Consultant – East Coast Athletics conference*

## **Teaching Experience**

- **LaSalle Academy High School**  
*World History, English Literature, Remedial Reading, Current Events in the World*
- **St. John's University**  
*Physical Conditioning*
- **Stony Brook University**  
*Dept. of Physical Education -Physical Fitness and Conditioning*
- **College of Business**  
*Courses taught:*
  - Business in the 21st Century*
  - Sports Management*
  - Sports Leadership*
  - International Management*
  - Senior Writing Seminar*
  - Supervision of Internships – Undergraduate and Graduate*
  - Business Ethics*
  - Business Communication*
- **Stony Brook International Summer Study Abroad Program in Italy – 2009, '10, '11 '12**  
*Courses taught:*
  - Business in the 21<sup>st</sup> Century*
  - International Business Management*
- **College of Business Summer Study Abroad Program in Greece – 2012, '13, '14, '15, '17, '18, and '19**  
*Co-directed first study abroad program for the College of Business*  
*Courses taught:*
  - International Management*
  - Sports Management*
  - Introduction to Business in the 21<sup>st</sup> Century*
  - Business Ethics*
- **Created and Directed the Business program at SUNY Korea**  
*Served as the first Director of the Business Program at SUNY Korea in Incheon Korea in the spring of 2016*

*Taught Introduction to Business – BUS 115*

*Attended Student Recruitment Fairs to recruit students to SUNY Korea*

## **Education**

### **St. John's University**

- BA in the Social Sciences – 1966
- MA in Counselor Education - 1970
- PD - Professional Diploma (BA + 60 credits) in Counselor Education - 1972
- Ed.D in School Administration – 1981

### **University of Hawaii**

- East-West Institute of Asian Studies Summer Scholarship Program (100 students selected from the United States to participate) – Summer, 1967