

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 28 years of education, healthcare, business, and not-for-profit executive leadership to assist with the achievement of organizational goals and long-term vision.

- Strategic Planning
- Staff Supervision & Development
- Regional/State/Federal Collaborations
- Diverse Revenue Stream Development
- Regional Systems Change Management
- Economic/Workforce Development
- 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 & Rollout
- Database Design, Development, & Management
- Professional Training/Teaching/Speaker
- 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**, National Association of Collaborative Leadership, Finance & Membership (Chair) Committees, 2016 to 2019
- **Founding Board Member**, Buffalo Collegiate Charter School, Chair of Academic Committee, Facilities Committee, 2016 to 2019
- **Class Chair** (2007 to 2014), **Leadership Buffalo**, Class of 2007, Member since 2007
- Author federal, state, foundation, and corporate grant proposals raising over **\$26,000,000**
- **Authored** and **awarded** perfectly scored federal and state grants culminating in millions of dollars in operational/program support
- **Member**, WNY Regional Economic Development Council, Higher Education Workgroup
- Recognized by **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**: Behavioral Health Care Collaborative Statewide Association, Western & Finger Lakes Regional Provider Councils, NYS Regional Planning Consortium, WNY Managed Care Workgroup, and Daemen College Leadership and Innovation Department **Past Boards**: EdCo (Educational Collaborative), Buffalo Collegiate Charter School, & WNY Safety
- **Leadership Councils (Past)**: Say Yes to Education Buffalo, WNY STEM Hub, and NYS Business Plan Competition
- **Authored Two National Awards**: Mutual of America Community Partnership Award & The Collaboration Prize
- **Faculty Appreciation Award for Outstanding Teaching**, Buffalo State College, School of Education
- **Research Articles**: 11 peer-reviewed journal articles/white papers focusing on education, disabilities, and sociology

EXECUTIVE EXPERIENCE

Chief Executive Officer, Integrity Partners for Behavioral Health IPA, Inc. (IPBH, IPA) and Integrity Partners for Behavioral Health MSO (IPBH, MSO), 2019 to Present

- Launched largest organization of its kind in NYS, covering 14 Counties, 24 Partners, and over 60 affiliate organizations; facilitating systems level shift in health care to a Value-Based Payment system that seamlessly integrates behavioral health, primary care, and managed care
- Partner with University at Buffalo School of Social Work, Buffalo Center for Social Research, Biostatistics Department, School of Public Health and Health Professions, and Populations Health Observatory as well as the University of Washington in St. Louis, Brown School of Social Work to develop a one-of-a-kind data warehouse which provides continuous quality improvement analyses, clinical integration platform, and predictor treatment profiles for IPBH, IPA's 24 governmental and private partners
- Compelled UB's Institutional Review Board, SUNY Central's legal counsel, and the Commissioner of the NYS Department of Mental Health to approve the collection, de-identification, and analysis of a limited dataset of primary mental health data
- Manage board relations, strategic planning, financial management, employee development, policy creation (employee handbook & 10 separate data security policies), partner relations among 14 county and 10 non-profit partners, an all operations of IPA and MSO
- Participate on several state councils and associations to advocate for behavioral health care sector, inform MSO & IPA direction, engage organizational partnerships, and prepare IPBH, IPA for value-based payment arrangements with insurance companies
- Create value-added services for MSO by offering professional development opportunities, leadership training, and staff development opportunities to clinicians, professional staff, and executives
- Work with 24 partners to respond to COVID pandemic by securing PPE, PPA, telehealth expertise, and re-engagement of in-person treatment services; ensuring the protection of staff and clients while addressing unprecedented need in NYS's rural counties
- Develop a Medication Assisted Treatment model and corresponding fiscal model to improve client outcomes while reducing costs
- Secured consultant to assess board and create a board training that delineated between board and CEO roles and promoted a more engaged board which would help with expansion of membership, improved client outcomes, and fiscal integration of members
- Lead the organization through the COVID pandemic, securing over \$2.3 million in continued funding
- Create a data-driven CQI process built on the comprehensive data found in IPBH's data warehouse and PSYCKES dashboard to improve client outcomes across the network, reduce costs, and ensure the long-term sustainability of partner organizations
- Created an organizational dashboard to improve board communication, track priorities, and advocate for support when needed

Western New York Consortium of Higher Education (Consortium), Buffalo, New York

Executive Director, www.wnycollegeconnection.com, 2009 to 2019

- Launched new regional collaborative for WNY higher education sector by rebranding agency; rewriting by-laws; designing new governance structure; developing communication, organization, and business development systems; expanding the organization by over 1750%, and creating national model for higher education consortia
- Conceptualized 2, year-long leadership institutes (Women’s Leadership Institute, Academic Leadership Institute), convened steering committees, facilitated the launch, and enhanced each institute through continuous improvement model based on research & evaluation; gaining national recognition for both institutes and presenting programs at national and international conferences (Association of Collaborative Leadership & International Leadership Association respectively)
- Expanded Consortium’s national profile through national presentations and by joining the national board of the Association of Collaborative Leadership, the association for higher education consortia
- Directed entrepreneurial efforts of the Consortium, including developing systems, procedures, and strategic priorities to drive economic and workforce development, closing skills gaps of graduates, and increasing the sector’s \$4.6 billion economic impact
- Generate 100% of Consortium funding and created strategic plan to meet Consortium objectives
- Lobbied and achieved 2 separate amendments to Governor’s program bill recommending changes at NYSED
- Achieved sector-level outcomes including but not limited to 5-year graduate rate surpassing 2009 rate for 83% of Consortium members and retention rates from 80 to 81% or 21 percentage points above national average
- Hosted NYS Commissioner of Education on 2 separate occasions-one of which hosted over 360 WNY educational leaders; hosted NYS Deputy Commissioner of Higher Education to discuss program approval; met with NYSED higher education/K-12 officials in Albany; and testified at the NYS Higher Education Public Hearing as invited guest of the Board of Regents
- 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 1,400+ professionals
- Increased sector-level economic development partnerships from zero to 35 initiatives or by 3500%, partnering with strategic economic and workforce development entities like the Buffalo Niagara Partnership, Say Yes, and Empire State Development to better prepare 25,000 annual graduates for career success
- Provided funders who invested \$700,000 with a return on investment of over \$53,146,800 or 75 times the original investment and was recognized by The Oishei Foundation as one of the Foundation’s top investments ever
- Provided Consortium members a \$12,646,800 ROI, 89 times return from their original investment of \$141,869
- 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, resulting in a vast improvement in the time it takes to approve new programs
- Managed the collaborative effort of hundreds of volunteers engaged in professional development activities, strategic planning, student programming, and event/conference planning, saving over \$3,000,000 annually
- 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
- Conceptualized and launched 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 42,200 unique users from 93 nations, a 1400% growth
- Developed 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, recognizes the extremely diverse nature of the Consortium’s membership, and capitalizes on shared opportunities while mitigating sector-level threats to long-term sustainability
- Identified regional initiatives by working with college presidents, chief academic officers, foundation officers, and community and business leaders that align with the knowledge economy, workforce development needs, and regional economic development
- Managed 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
- Managed 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 strategies 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

EPIC – 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 reports connected effectiveness of programs and achievement of grant objectives
- 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: *Testing Administrator, Senior Career Development Associate, and Senior Project Assistant*

- Coordinated largest recruitment program in SUNY, developing employer relations with fortune 100 and 500 companies, facilitating global recruitment, and utilizing relational databases to manage hundreds of employer visits, recruitment schedules, and daily recruitment operations

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
- **My College Max for Coaches, CEO/Founder: www.mcmforcoaches.com**, 2020 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

UNIVERSITY & COLLEGE PROFESSOR

- **Lead Research Professor:** Daemen College, Executive Leadership & Change, Graduate, 2013 to Present
- **Adjunct Faculty Member:** Buffalo State College, Graduate School of Education, 2004 to 2012
→ *Sociology of Education* and *Historical and Philosophical Foundations of Education*
- **Adjunct Faculty Member:** University at Buffalo, Graduate School of Education, 1997 to 2001
→ *Sociology of Education, Nature of Inquiry, and Foundations in Education*
- **Curriculum Coordinator:** University at Buffalo, UB 202, Career Planning Course, Fall 1999 to 2001

KEYNOTE/ SPEAKER

- **National Speaker**, Association of Consortium Leadership National Conference, Purposeful and Strategic 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 UB - 1993 to 2001

COMPUTER

- **Web Development CMS:** Fission (proprietary), Squarespace, and Intuit
- **Microsoft Office:** Microsoft Word, Excel, Publisher, and PowerPoint