

DAVID HOCHMAN

<https://tbed.org/>

SUMMARY OF SKILLS AND SERVICES

- Strategic planning, benchmarking, trouble-shooting, general management, and targeted services for clients in the university, government, foundation, and nonprofit communities
- Entrepreneurial drive and experience combined with analytical business training, and proven ability to manage complex projects involving degreed professionals
- Demonstrated success at interacting with leading figures in science, business, finance, government, education, and philanthropy
- Wide-ranging economic and technical literacy, familiarity with government programs, intimate knowledge of the urban setting, experience as grant-maker
- Superior writing skills, ease at public speaking, and direct experience with the needs and attitudes of journalists and opinion-makers

EDUCATION

New York University

M.B.A. in Finance – Stern School of Business (formerly GBA) 1984
Degree finished at night while pursuing startup venture

Princeton University

A.B. in History/History and Philosophy of Science 1978
Junior-level work in mathematics and physics

Columbia University Science Honors Program 1972 – 1974

Selective-admission weekend enrichment program (high school)

RÉSUMÉ OF PROFESSIONAL EXPERIENCE

Consultant in technology-based economic development

Independent Consultant (multiple clients) 1995 – present
Associate/Special Advisor, TEconomy Partners LLC 2015 – present
Executive Director (founding), Business Incubator Association of NYS 2006 – 2016

Battelle Memorial Institute

Senior Principal Consultant – Technology Partnership Practice 1997 – 2009

New York University

Adjunct Faculty – Wagner Graduate School of Public Administration 1998 – 2003

New Jersey Commission on Science and Technology

Associate Director, Interim Executive Director, Deputy Director 1986 – 1995

Millennium Group Incorporated

Co-founder and Chief Operating Officer 1982 – 1985

University of Pennsylvania

Publications Editor/Office Director – Wharton Analysis Center 1979 – 1981

Princeton University

Research Assistant/Editor – Resource Estimation and Validation Project 1979

The Associated Press (AP)

Newsman – Buffalo bureau 1978 – 1979

DETAILS OF RECENT EXPERIENCE

Consultant in technology-based economic development (<http://tbed.org>)

Independent consultant 1995 – present
Associate/Special Advisor, TEconomy Partners LLC 2015 – present
Executive Director (founding), Business Incubator Association of NYS 2006 – 2016

Strategic planning, benchmarking troubleshooting, business development, general management, and targeted consulting services. The goal of my consultancy is to help institutions and communities generate better economic performance – more company formation and job creation – from science and engineering innovators already active in their respective domains.

I practice both independently and through affiliation as an Associate/Special Advisor to [TEconomy Partners LLC](#) (formerly the Battelle Technology Partnership Practice), the nation's premier consulting practice for innovation-led economic development.

My typical clients are universities, foundations, economic-development organizations, business partnerships and cluster organizations, or loose and informal regional coalitions of any of these. For a complete list, please see <https://tbed.org/experience/>.

As an independent contractor (2006-2016), I founded the Business Incubator Association of New York State, building it from scratch to nearly 40 dues-paying member incubators operating more than 70 distinct facilities or branded programs.

Battelle Memorial Institute

Project Manager/Senior Consultant – Technology Partnership Practice 1997 – 2009
Continued affiliation thereafter as a subcontractor 2009 – 2016

Senior member of a consulting team inside the nation's largest free-standing R&D institute, designing and implementing regional strategies for technology-based economic development, serving governments, regional business organizations, universities and foundations. Conducted field interviews and managed focus groups. Researched best-practice benchmarks and presented lessons learned to client steering committees. The practice developed a new line of business with private foundations based in part on my work for the Danforth Foundation of St. Louis.

Clients directly served included:

- State economic-development agencies
- Municipal economic-development initiatives
- Public/private economic development partnerships
- Technology sectoral associations
- Private foundations
- Universities, hospitals, research institutes and research parks
- Federal agencies

New York University

Adjunct Associate Professor of Public Administration 1998 – 2003

Occasional adjunct instructor for P11.2110, an MPA-level course on Strategic Management in the Robert F. Wagner Graduate School of Public Administration.

New Jersey Commission on Science and Technology

Associate Director, Interim Executive Director, then Deputy Director 1986 – 1995

Responsible for scientific integrity, economic and industrial relevance, and sound management of one of the nation's largest public grant-making programs aimed at promoting technology-based economic development. First hired in the administration of Gov. Tom Kean (R) and served also under Govs. Jim Florio (D) and Christine Todd Whitman (R). Responsibilities and achievements included:

- Led staff work for blue-ribbon board that allocated \$15 million in grants annually for industry-oriented, university-based R&D in biotech, IT and other fields
- Oversaw design and oversight of \$125 million capital-grant program for research buildings, laboratories and equipment at Princeton, Rutgers, NJIT, Stevens, and UMDNJ
- Revamped agency's communications strategy including regular annual and quarterly reports and a major advertising supplement in *Scientific American* magazine
- Maintained agency morale during political transitions and established professional management norms in start-up agency in a political environment

Millennium Group Incorporated

Co-founder and Chief Operating Officer 1982 – 1985

Directed all daily business operations for this start-up high tech business, a publisher of consumer-oriented software for personal computers. Responsible for accounting, purchasing, fulfillment, and personnel. Administered intellectual property rights (copyright and trademark) and dealt with commercial and investment bankers. Company sold for stock in roll-up.

- Developed financial plans that secured six-figure angel financing
- Managed limited financial investment to yield broad national distribution at computer retailers, mail-order catalogues and selected national book chains
- Co-designed a product that was accepted into the Smithsonian Institution's collection of pioneering reference publications
- Co-brokered an early cross-license of a book title, with resulting software named "Best Computer Software" by Book of the Month Club and sold via The Sharper Image

University of Pennsylvania

Publications Editor/Office Director 1979 – 1981

Chief non-academic administrator of a center funded by the U. S. Department of Energy to validate models for energy demand. Successfully negotiated for space, facilities and budget with Wharton and Penn deans. Recruited from prior position with the director.

Princeton University

Research Assistant/Editor 1979

Turned around and completed several badly stalled tasks involving cooperation among statisticians, economists and geologists to estimate domestic reserves of oil and gas. Recruited by program funder at Department of Energy.

The Associated Press (AP)

Newsman – Buffalo bureau 1978 – 1979

Covered news and sports. Specialized in science and technology issues, including toxic-waste crisis at Love Canal (Niagara Falls). Wrote thousands of words daily under high-pressure, rolling deadlines. Selected through competitive, test-based process.