

## DAVID HOCHMAN

<http://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

Strategic planning, benchmarking trouble-shooting, business development, general management, and targeted consulting services. Clients served include universities, governments and nonprofits. Representative roles taken for recent clients include:

- *Executive Director* (founding), Business Incubator Association of New York State, Albany, N.Y., 2006-2016. Accomplishments available on request.
- *Associate/Special Advisor*, [TEconomy Partners LLC](#) (formerly the Battelle Technology Partnership Practice below), the nation's premier consulting practice designing regional strategies for innovation-led economic growth.
- Consulting affiliate, Public Works Partners.
- Advisor in Community and Economic Development to the Innovations in American Government Program, Ash Institute, Kennedy School of Government, Harvard University.

For a complete list please see <http://tbed.org/experience/>. Also available at that website are lists of publications, public appearances, and volunteer/charitable affiliations.

### **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.