

Cian C. Robinson

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Education:

University of Louisiana at Lafayette

Ed.D in Management and Leadership (Expected 2016)

Carnegie Mellon University, Pittsburgh, PA

M.S. in Public Management and Policy (1994)

Area of Concentration: Financial Management

Saint Vincent College, Latrobe, PA

B.S. in Mathematics (1991)

Work Experience:

**2012-Present: Director, Center for Business and Information Technology
Site Director, Center for Visual and Decision Informatics
University of Louisiana at Lafayette**

Senior manager responsible for leading CBIT and CVDI both of which are premier applied research centers at UL Lafayette. Focus of the centers is the development and implementation of enterprise software systems, solutions, and innovations. A significant amount of funds for these centers are self-generated through the development and successful execution of grants and contracts. Responsible for the support of both research and software development components of the centers by responding to funding opportunities from federal, state, and private sector agencies/corporations. Focus is on the execution of projects by working with core staff as well as liaising with researchers, government, and industry stakeholders/clients. This includes:

- Resource development:
 - Responsible for the successful implementation of a 3-year, \$15M contract with the Louisiana Department of Health and Hospitals (DHH). The contract focuses on the innovation, development, support and maintenance of DHH web and client-server based systems. Legacy systems supported currently totals 450+ systems. Built delivery team from 5 to 30 team members.
 - Successful production of CajunCodeFest (<http://www.cajuncodedefest.org>), the signature technology event of CBIT and CVDI. CajunCodeFest is a healthcare related code-a-thon that focuses on developing theme based technology innovations and solutions. In the last two years of the event nearly 1,000 attendees and participants from 3 countries and 14 different states competed for cash awards and attended plenary sessions focused on healthcare innovation. A total of \$250K in cash and \$200K in-kind was raised to support event production.
 - Responsible for all grant, contract and business development. Clients included federal, state and local governments, corporations, and entrepreneurial activities.
 - Responsible for all client interfacing and customer support.
 - As part of the CBIT business strategy, developed a white-paper that ultimately lead to the forming of the Center for Software Excellence (CSE). The goal of CSE is to work with business, industry, and government to create a delivery system of relevantly educated software development professionals who fill workforce needs and create new products, services and companies. In part, the CSE model contributed to the landing of CGI, the regions latest software based economic development announcement. Over a 5-year period, CGI will create 400 new software and information technology based jobs. This included a \$4.9M investment by state economic development in UL Lafayette.
- Applied technology development and management:
 - Design of projects.
 - On-time, on-cost delivery of projects.
 - Outreach with existing and potential clients.
 - Promotion and communication of centers' mission, vision and successes.
 - Develop and execute events and symposia related to the centers foci.
 - Development of strategic and business development plans within the UL Lafayette framework.
 - Budgeting and financial management of the centers.

2002-Present: President, Robinson Ventures, LLC

Robinson Ventures, LLC is a strategy and development consulting firm whose areas of concentration include nonprofit management and fundraising, governmental business development, and economic development projects. Robinson Ventures' clients have experienced positive ROIs on every engagement and our efforts have resulted in over \$40 million in new revenues, donations, and/or earmarks in the last ten years. Our services include:

Nonprofit Management and Fundraising

- Outsourced development services including: Director of Development, grant writing, sponsorship development, membership development, major gifts cultivation, and training.
- Fund development auditing, planning and training.
- Capital and endowment campaign feasibility studies, planning and management.
- Strategic planning.
- Board development and training.
- Product and service development.
- Social entrepreneurship.
- Earned income development.
- Media and public relations management.
- Marketing, PR, and fund raising material construction.
- Government relations.

Governmental Business Development:

- Governmental contract construction and bid writing including:
 - General Services Administration schedule construction.
 - Seaport-e contract construction.
 - RFP, IFB, and solicitation response construction.
 - Multi-state contract writing.
- Contract management.
- Opportunities research.
- Product and services marketing to government agencies.
- Relationship development with Procurement Officers.

Economic Development Consulting:

- Benefits negotiation.
- Business recruitment.
- Feasibility studies.
- Entrepreneurship programs.
- Market assessments and sector analyses.
- Financing (public and private).

2000-2002: Executive Director, infoTech Niagara, Buffalo, NY

InfoTech Niagara is a trade association of 300+ information technology companies located in the eight western counties of New York State. As the Executive Director of this organization, my responsibilities centered on completing this objective through:

- **Member Growth:** In 2000, infoTech Niagara had 30 member companies. By 2002, membership was increased over 1000% to 300+ companies. Budget and revenues were increased four-fold while cash-on-hand was quintupled.
- **Workforce Development:** infoTech Niagara brought over \$6 million in workforce development funding to Western New York, benefiting 27 member companies. \$3 million was granted from the federal H-1B Visa program. \$3 million was granted from the New York State 58-G program, a program designed to specifically help the information technology sector in New York State. Both grants were structured as consortiums.
- **Event Programming/Networking:** infoTech Niagara averaged 2 events per month. Average event attendance went from 50 in 2000 to 100 companies per event in 2002. Event topics ranged from very technical subjects to business help forums to networking socials.
- **Government Relations:** As a founding board member of the Information Technology Council of New York State (ITCNYS), infoTech Niagara helped determine and set public policy and economic development initiatives for the information technology sector in New York State. InfoTech Niagara's Public Policy Committee met annually to appraise the Western New York delegation (local, state and federal) of infoTech Niagara's public policy goals and objectives.
- **Marketing:** infoTech Niagara had helped elevate the image of Western New York from one that is

primarily industrial to that of an economy with a burgeoning information technology sector. Through the collaboration with the regional marketing initiative, the Buffalo Niagara Enterprise, infoTech Niagara continued to market, and prove, that Western New York's high technology assets created an environment primed for companies within the information technology sector.

- Business Development: infoTech Niagara was a founding member of the Entrepreneurial Services Network, a coalition of economic development organizations and trade associations that sought to encourage technology business and job creation by supporting Western New York's high tech entrepreneurs. Additionally, infoTech Niagara formed an internal committee, the Business Development committee, whose purpose was to act as a peer review, mentoring, and venture capital networking group.

1999-2000: Chief Information Officer, Buffalo Niagara Partnership, Buffalo, NY

As Chief Information Officer (CIO) of the Buffalo Niagara Partnership, it was my responsibility to help guide the organization toward its goals, specifically as it related to information technology, telephony, research, operations, internships and special projects. This required leadership at many levels. From forming and guiding the internal teams necessary to defining business processes, to representing the Partnership on external policy matters the CIO was a highly visible position, accountable to 6 departments, 4 affiliates, the CEO/President and a 70 member board of directors. Projects/Accomplishments:

- Who Does What: A commission to study internal and external Erie County relationships, functions, and services. Lead founding and design of commission. Lead IT sub-committee. Commission Project Manager was a direct report.
- Buffalo Niagara Enterprise: Regional marketing initiative whose goals were 50,000 net new jobs and \$1 billion in new investment. Active in start-up and operation of the organization from a staffing perspective.
- Buffalo Niagara Charter School Initiative: Received \$90,000 grant from the Oishei Foundation, to establish 5-10 charter schools in the Western New York region. Initiative has established six schools.
- Western New York Works: Received a \$50,000 grant from the state to establish an information feed back loop to help businesses and educators/trainers determine the workforce development needs of Erie and Niagara Counties.
- Workforce Training Program: Received a \$250,000 grant to implement customized training programs for Western New York companies who demonstrate need. Tied to Western New York Works initiative.
- Buffalo Niagara Collaborative Web Enabled Job Search Databank: Received \$75,000 grant from the state to establish a regional jobs web site. The web site, www.iambuffaloniagarajobs.com, became active as of July 2001 and averages 1 million hits per month and 30,000 unique users.
- New Uses Task Force: Founding member of task force formed to determine if a bio-industrial based economy is viable for Western New York. Initiative is now titled Bufflink and is helping implement the regional Bioinformatics agenda.
- Membership development and retention: Worked closely with the Membership Development Department to help retain existing members, and identify, solicit and acquire new members and corporate sponsors.
- Increased revenue through enhancing existing products and services offered as well as creating new products and services. Identified and prioritized vendor partners for services provided by the Buffalo Niagara Partnership. Develop partnership opportunities across complex product and service lines to generate maximum revenue opportunities in various departments within the company, including management of relationships and contract negotiations with key suppliers, technology vendors, and service providers.
- Used professional and interpersonal skills to work effectively with leaders from the public, private, and community sectors. Created regional policies related to Internet and telecommunications law, planning, and infrastructure. Testified at official public hearings. Analyzed and proposed legislation.

1998-1999: Coordinator of Strategic Planning and Market Research, Roswell Park Cancer Institute

- Managed the data collection processes for the Strategic Planning, Marketing, and Public Relations department. Data collection included internal patient information, product and services data, competitive environment data, employer data, insurance data, physician data, financial information, PR contact information, market segmentation, demographics, and regional economic data.
- Lead business and strategic planning initiatives. Formulated decisions based on data collected and analysis performed.
- Responsible for inpatient and outpatient primary research projects which included but not limited to survey instrument development, behavioral analyses, patient satisfaction, and delivery channel analyses.
- Lead contact for a healthcare coalition study that focused on the affordability and quality of the Western New York healthcare network.

- Developed analysis tools to process data collected. These included patient information and PR contact databases.
- Consulted on all information technology decisions within the department.

Other Employment:

1997-1998: Senior Market Research Manager, Verdi Ryan and Associates, Williamsville, NY

1995-1997: Pricing Analyst, First Empire State Corporation, M&T Bank, Indirect Lending, Buffalo, NY

1994-1995: Revenue Fiscal Analyst I, Department of Revenue, Bureau of Fiscal Policy, Harrisburg, PA

Professorial Experience:

2013- Pres.: Adjunct Instructor, University of Louisiana at Lafayette, Lafayette, LA

Adjunct instructor in the B.I. Moody III College of Business Administration teaching 300 level courses.

2007- 2012: Adjunct Instructor, Patrick Henry Community College, Martinsville, VA

Adjunct instructor in the Developmental and Workforce Development Departments teaching traditional classroom, hybrid, and on-line/distance learning coursework:

- **Developmental Mathematics (MTH 02):** Course covered arithmetical principles and computations including whole numbers, fractions, decimals, percents, measurement, graph interpretation, geometric forms, and applications. Helped students develop the mathematical proficiency necessary for selected curriculum entrance.
- **Email Etiquette and Microsoft Outlook:** Designed and delivered a series of classes regarding company email policies and the appropriate usage of company email.
- **Frontline Leadership:** Developed and delivered a series of classes regarding government management for tier one (front line) managers. The classes included training in communication, leadership, coaching of direct reports, customer service, and performance reviews.
- **Grants Development (PBS136):** Developed and delivered a course on grant development, writing, and management. Final course project was a completed grant application.

2004-2006: Adjunct Professor, Bryant and Stratton College, Buffalo, NY

Adjunct professor in the Business Administration Department teaching lecture based courses:

- **Advanced Writing and Research (ENGL305):** The course provided skills and opportunities to perform extensive, in-depth research pertinent to a wide variety of professional and/or academic fields that additionally demonstrated the usefulness of collaboration.
- **Entrepreneurship (BUSS305):** The course focused on how to start a business. It examined the personal traits of an entrepreneur, the advantages and disadvantages of owning a business, new start-ups and franchising.
- **Topics in Ethics- Mass Media (SOSC318):** The course provided an examination of the nature of technology and the media. Particular emphasis was placed on present day ethical problems raised by the ever increasing prevalence of technology and the media in all aspects of life.
- **Operations Management (BUSS340):** The course provided an opportunity to understand and apply operation management principles and techniques. Additionally students developed and applied project management techniques to simple and complex projects.
- **Organizational Behavior (BUSS350):** In this course, students explored how to fit into today's dynamic organizations, and how to understand and interact with the realities of the business and organizational experience. Emphasis was focused on managing conflict and change through the utilization of creative problem solving techniques.

Community Involvement:

Boards of Directors and Affiliations (Martinsville, VA area; 2006 to 2012):

Carlisle School, Former Board Member, Chair Development Committee

Kiwanis Club of Martinsville, Former Board Member

LEAD Virginia (Class 2008), Former Alumni Coordinator: Southern Virginia Region

Martinsville and Henry County Chamber of Commerce, Past Member of the Government Relations Committee

Martinsville and Henry County Economic Development Corporation, Small Business Mentor FASTER Program

Patrick Henry Community College Small Business Investment Forum, Past Chair

Piedmont Youth Soccer League, Former Travel Coach

Boards of Directors (Buffalo, NY area; 1995 to 2006):

Amherst Chamber of Commerce

Brush Up Buffalo

Charter School of Applied Technologies

Grace Manor Health Care Facility

Sheehan Memorial Hospital

Information Technology Council of New York State

Society for Information Management (SIM), Western New York Chapter

Niagara Frontier Industrial Education Council

Awards:

LEAD Virginia, Class of 2008: LEAD VIRGINIA connects diverse leaders to promote a statewide perspective about the quality of life in the Commonwealth. Participants in this educational forum grapple with challenges, opportunities and major issues facing the Commonwealth. LEAD VIRGINIA stirs the knowledge, understanding and leadership capacities of participants to LEAD VIRGINIA toward a better future.

2006 Amherst Chamber of Commerce Small Business Champion Award: Awarded to an individual who promotes small businesses above and beyond the call of their professional duties and responsibilities.

2005 40 Under 40 Award: Given to those individuals, under the age of 40, who are considered to be Western New York's up and coming leaders.

2004 Pathfinder Award: Given to those who promote excellence in education via strategic partnerships between education and industry.

Entrepreneur Next Wave 2003: Awarded by the Upstate Alliance for Innovation, a collaboration of 3 Universities: Rochester Institute of Technology (RIT), State University of New York at Buffalo (UB), and University of Rochester (UR). The Award was funded through a National Science Foundation (NSF) grant. The mission of the Award and the Alliance was to create a regional community of innovators to act as accelerators for commercialization of their discoveries and technologies, energizing upstate New York and strengthening the economy.

Leadership Buffalo, Class of 2000: Leadership Buffalo develops existing and emerging leaders from diverse backgrounds and perspectives in order to increase their knowledge of community issues, broaden their vision, and enhance their individual and collective ability to lead.