

Education

Ph.D., History of Science and Medicine, Yale University, New Haven, CT, 2015.

B.A., Public Health and History, University of Rochester, NY, 2008. (Magna Cum Laude; Phi Beta Kappa)

Work Experience

Massry School of Business at the University at Albany, State University of New York

Ackner-Newman Professor of Practice

2022 – present

Teach “Social Entrepreneurship” (teaches entrepreneurial skills to craft innovative responses to social problems) and “Leadership and Entrepreneurship” (teaches students leadership skills and highlights diverse leaders).

Manage Ackner-Newman Female Entrepreneurship Fellowship spring/summer project advisement. Students are focused on assisting new ventures in the Capital Region and beyond.

Entrepreneur in Residence/New Ventures Manager

2021 – 2022

Provide guidance on non-dilutive funding sources, raising capital, technology transfer, and growth strategies to entrepreneurs commercializing technologies with a particular emphasis on SBIR/STTR and federal funding. Identify, recruit, and work with high potential entrepreneurs/startup companies with a technology or innovation focused product or service while acting as the face of the innovation ecosystem.

Build robust network of partners and resources including industry, lending institutions, and investors.

Empire State Development

Senior Director, New York Ventures and Division of Science, Technology, and Innovation

2022 – 2024

Manage a State Small Business Credit Initiative (“SSBCI”) fund of funds that invests in historically underserved founders/fund managers and social and economically disadvantaged (“SEDI”) individuals in New York State.

Foster relationships with state-funded innovation assets, accelerator programs, incubators, and competitions to drive collaboration and support equitable entrepreneurial ecosystem growth.

Drive innovation, supply chain resilience, manufacturing retooling programs, and intrapreneurship support within the state by managing and executing large-scale initiatives aimed at creating and retaining high-technology jobs.

Support commercialization of deep tech and promote equitable innovation-led economic development strategy.

Manage the RFP/RFA process from appropriations, to structuring and writing, to scoring and reviewing.

Pioneer Bank

Venture and Growth Banking Relationship Manager

2019 – 2021

Consolidated resources available to start-up and scale-up companies in the Capital Region and surround those companies with the tools they need to grow and thrive.

Executed \$116 million in lending through SBA Payment Protection Program to 700+ businesses.

Established government backed lending programs focused on using SBA 7(a)s to secure funding for growing technology companies and executed loans through federal programs such as the Main Street Lending Program.

Bard College

Digital Projects Coordinator

2015 – 2016

Forged relationships for new certificate program – Experimental Humanities – within and beyond the college.

Managed \$800,000 grant, sought external funding, and wrote grant reports to the Andrew Mellon Foundation.

Coordinated strategic planning and formulation of programs through leading steering committee meetings.

JustPublics@365, a Ford Foundation Project at Graduate Center CUNY

Consultant

2013 – 2015

Managed simultaneous projects on secured \$550,000 Ford Foundation grant to develop scholarly, pedagogical, and artistic projects to connect academics, activists, and the media to reimagine scholarly communication.

Produced summary reports for Ford Foundation, prepared communications, and developed analytic techniques that included measuring social justice impact and monitoring knowledge streams created by the project.

Founder Experience

Plumb Oyster, LLC

Founder

2016 - 2022

Managed 20+ person staff

Launched incubator program for aspiring restaurateurs, “Chef in Residence,” to commercialize nascent food concepts and allow food focused entrepreneurs to gain experience running a business

Created brand strategy and generate revenues through acquisition of new customers via customer discovery

Developed and implemented policies and operating procedures to ensure financial objectives were met

Prepared strategic business plan, annual forecasts, and budgets and made corrections to increase profits

Receipt HQ, Inc.

Founder

2018 – 2021

Developed MVP cloud-based software program for restaurants to manage credit card receipts and rapidly search and retrieve them in case of chargebacks

Secured funding through NSF iCorps Program and by winning IgniteU “Best Pitch” after summer accelerator

Board Service

Community Foundation for the Greater Capital Region

2020 – present

Finance Committee Member

Preserve and increase the value of the CFGCR portfolio (currently \$110 million) through by guiding investment decisions that maximize return while assuming reasonable risk

Pilot ESG fund with discretionary board-controlled endowment and support CFGCR in developing new funds

Attract investors to the CFGCR through advocacy work and bringing attention to the work of the foundation

Hearst Women@Work

2019 - present

Board Chair

Empower women professionals through [Women@Work platform](#) by giving invited talks, writing magazine articles, and recording video interviews

Ensure the board is comprised of a diverse group of women who will support the mission

Regional Economic Development Council (Capital Region)

Board Member

2021 – 2022

Support REDC, which has awarded \$118,139,220 ESD capital funds for 149 projects through the eight REDC rounds, which leveraged \$869.9 million in private investment, resulting in a 12 percent leverage rate.

Score funding applications based on their project readiness, alignment with regional strategies, and (in 2021) potential benefits to the region’s post-pandemic recovery

Support the REDC Capital Region strategic plan and represent the REDC at ribbon cutting and other public facing events at supported project sites

Troy Industrial Development Authority and Local Development Corporation

Chairperson

2018 – 2020

Facilitated economic development in the City of Troy by attracting, retaining and expanding businesses within the city through the provision of financial incentives to private entities

Conducted monthly meetings, kept board on task during meetings, ensured information was presented in an understandable way to the board by the Executive Director; interfaced between the public, applicants, and board

Certifications, Professional Service, and Awards

IEDC Certified Entrepreneur Development Professional (2022); Eleanor's Legacy NY Women Lead (Honoree, 2021); Tech Valley Young Professionals Network CapNY Roundtable (Panelist, 2021); Albany Business Review 40 under 40 (2019); Albany Business Review Economic Development Industry Roundtable (Panelist, 2019); Women@Work Entrepreneur Breakfast Series (Speaker, 2019); BizLab Clarkson Lunch Series (Speaker, 2019); Future of Small Cities Speaker Series and Masterclass (Organizer, 2019); IgniteU Accelerator Program (Mentor, 2019); Upstate On the Move: When a Nerd Runs an Oyster Bar (Podcast, 2019); YWCA Resourceful Woman Award (2018)