

Elchanan

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Education

MBA, Kellogg Graduate School of Management, Northwestern University, Austin Scholar.

BA, University of Cincinnati, Phi Beta Kappa, Magna Cum Laude. Summers abroad in Europe, Israel / Middle East.

Entrepreneurship and Management — Private and Public Sector Ventures

Co-founder, Ariel Electronics, specializing in automation of circuit board prototyping. For typical designs, reduced turnaround from weeks to 1 day and cost by more than 90%. Company was sold.

Proprietor, consulting practice specializing in fund-raising for startup companies. Developed financial, marketing, and business plans. Raised aggregate of \$35 million in seed and early stage investments.

Founder, PublishRight!, a software company specializing in automated database publishing for financial applications. Focus was production of mandated Comprehensive Annual Financial Reports (CAFRs) for public agencies such as city and county governments and off-budget public operations (e.g., water districts and various other public-sector boards, authorities, agencies, commissions, corporations, and trusts). Biggest client was R. R. Donnelly, second largest publisher in the world after the U.S. government. Company was sold.

Program Director, Rehabilitation Program for Data Processing (RPDP), an educational program to train handicapped adults for entry-level employment as computer programmers. Transformed program from grant funding to a revenue-based, profit-generating operation within a public university. During my tenure, successfully placed all but one of our graduates.

Within the framework of RPDP, created attendant care (caretaker) program to serve a diverse group of handicapped adults. Funded by first-of-its-kind CETA grant. Hired attendants, developed their training program, obtained funding, and participated in providing services.

Program Manager, Marshall Field & Co. Directed design and implementation of new financial analysis and reporting system for in-store departments.

Turnaround, private home daycare. Expanded revenue from \$41k/year to \$110k/year with zero vacancies. Transformed life of proprietor so that she had employees and could take time off!

Teacher / Educator

Developer, Small Business Planning Guide, a productized combination of education, planning tools, consulting services.

Instructor, Kent State University Graduate School of Business, relational database design theory.

Developer and Teacher, various private educational programs in health, law, and economics.

Researcher / Writer / Editor

Ghosted an economics text and several articles.

Wrote more than 2 dozen grant proposals, *all* of which have been funded in full.

Wrote business, marketing, and *credible* financial plans. Clients received \$35+ million in aggregate funding.

Minister — Dynamic Self-discovery

Presiding Chaplain, Vibrant Life, a nondenominational, nonsectarian ministry. Developed Dynamic Self-Discovery, an approach to counseling and personal growth to assist those seeking help in updating their own subconscious programming in ways that support healthful, vital, vibrant living. Volunteer role, 20 years.