
ANDREW M. GOLD, PH.D.

White Plains, NY | 914-843-3259 | amgold345@gmail.com | linkedin.com/in/profandygold/

OVERVIEW

Enthusiastic and experienced educator, executive, and entrepreneur looking to expand career through a collegiate faculty position with an innovative accredited higher education institution. Exceptional proficiency with higher education program development, community engagement, partnership collaborations honed through more than 15 years of experience working with higher education students, educators, administrators, K-12 engagement, community partners and stakeholders, governmental agencies, and financial management of budgets and fundraising activities. Experience with both undergraduate and graduate courses. Fully comfortable with distance learning and teaching. Data focused decision maker and founder of five small businesses with a deep understanding and appreciation for the challenging waters related to launching, and growing a business. Intimately familiar with the education and non-profit sectors, specifically program creation and execution, entrepreneurial approaches to higher education challenges, pedagogy, and inter-disciplinary collaboration. Founded an entrepreneurship center at a community college, and worked closely with local, regional, and national community stakeholders to launch and grow the center. Adept at cultivating cross-functional collaborations with internal and external stakeholders.

Additional strengths include:

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|---------------------------------------|-----------------------------|
| ✓ Generating Creative Solutions | ✓ Accounting & Finance |
| ✓ Complex Reasoning & Problem Solving | ✓ Innovative & Enterprising |
| ✓ Strong Interpersonal Skills | ✓ Analytical Mindset |
| ✓ Relationship Management | ✓ Strategic Planning |

TEACHING AND PRIVATE SECTOR EXPERIENCE

Tenured Entrepreneurship Faculty, Associate Professor, and Co-Founder, The InLab@HCC
2012 to 2023

Hillsborough Community College's Institute for Interdisciplinary Innovation

Key Contributions:

- Successfully secured \$1.72MM in external funding through building strategic partnerships and spearheading lucrative fundraising initiatives.
- Developed a workshop series called the Startup Toolbox Speaker Series to help connect students with the workforce and entrepreneurship community.
- Launched an interdisciplinary train the trainer program with the college to create "Innovators In Residence" (IIRs).
- Launched a design thinking center and offered continuing education and paid services to the local workforce.
- Developed a nationally recognized community college entrepreneurship program
- Taught myriad business, entrepreneurship and design thinking courses.
- Co-created multiple community events that engaged with high school and college students, educators, and staff.
- Developed a social mobility personal finance program.
- Developed a mentorship program for nascent entrepreneurs.

Vice President of Strategic Engagement

2022-2024

National Associated for Community College Entrepreneurship (NACCE)

NACCE is a national non-profit organization, serving over 400 community colleges, 3,000 higher education professionals, and 3.2 million students. NACCE focuses on promoting entrepreneurship and economic development through infusing entrepreneurial thinking and innovative action among community colleges in the United States.

Key Contributions:

- Grew the veteran entrepreneurship education fund, supporting NACCE membership by expanding member base and managing funding and budgeting for entrepreneur initiative.
- Generated new collaborative partnerships, leading to the expansion of the NACCE seed fund: The Everyday Entrepreneur Program and Venture Fund.

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- Developed a research collaboration with Morgan State University and its EdD program.
- Handled budgeting for resources, including staff salaries, program development, and outreach efforts.
- Led a team and deployed the SkillPointe platform designed to match career seekers with workforce, continuing education, and skilled trades training programs at community colleges.
- Developed a partnership with Syracuse University's Institute for Veterans and Military Families (IVMF) to expand a workforce program for military veterans and their families called STRIVE.
- Created and managed a Fellows program centered on developing data driven innovative programs for community colleges including a workforce entrepreneurship course.
- Established a partnership with CodeBoxx, a full-stack workforce coding program.
- Helped create career pathways by connecting training programs at community colleges to in-demand jobs.
- Launched the NACCE Research Institute focused on impact studies about workforce and challenges facing community colleges.

Founder, TerraPath, Inc.

1994-2017

Maintained administrative oversight of firm's operations, marketing, R&D, finance, and human resources. Client list included: SoBe Beverage, Fuze Beverage, Time Warner, School of Medicine of Tel Aviv University, NTT Verio, Pantaenius Insurance, New York Community Trust, Encore Community Foundation, Archdiocese of New York, Westchester Children's Association, Childcare Council of Westchester, Congresswoman Nita Lowey, and the Tisch Family and Foundation.

Key Contributions:

- Trained client's management team on financial forecasting, profit and loss, and budgeting.
- Led, motivated, organized, and managed diverse project teams to deliver profitable P&Ls for business operations, including start-ups that went public.
- Collaborated with clients to develop and implement organization-wide operational plans with an emphasis on effective IT infrastructure, information systems and interactive marketing plans.
- Created industry leading training processes to meet client's dynamic needs; as new technology emerges to strengthen the overall performance of employees to meet competitive demands.
- Counseled and collaborated with Executive Directors, Board of Trustee Members, and Managers from a broad base of constituents including nonprofits, NGOs, commercial corporations, federal agencies, faith-based groups, universities, charitable foundations, government officials and advocacy groups.

OTHER ACADEMIC /TEACHING EXPERIENCE

Adjunct Faculty, CUNY Lehman College	2024 -Present
Adjunct Faculty, SUNY Westchester Community College	2024 -Present
Adjunct Professor, University of Tampa (MBA)	2013 - 2023
Adjunct Professor, University of South Florida (MBA)	2012 - 2022
Adjunct Professor, City University of New York: Bronx Community College	2010 - 2012
Adjunct Professor, State University of New York: Maritime College	2008 - 2012
Adjunct Professor, State University of New York: Westchester Community College	2008 - 2012
Adjunct Professor, Iona University	2008 -2012
Fellow, Next Gen Personal Finance	
Fellow, National Association for Community College Entrepreneurship	

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COURSES TAUGHT

<ul style="list-style-type: none">• Introduction to Business• Principles of Finance• Principles of Management• Personal Finance• Introduction to Entrepreneurship• Small Business Management• Global Business• Leadership and Corporate Accountability (MBA)• Foundations of Management (MBA)• Small Business Accounting and Finance	<ul style="list-style-type: none">• Creativity, Innovation, and Human Centered Design• Principles of Investments• Entrepreneurial Leadership• Entrepreneurial Marketing and Sales• Entrepreneurial Management• International Management• Business Model Development and Venture Launch
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EDUCATION & CERTIFICATIONS

Ph.D. Business Administration

NorthCentral University

Masters of Science, International Business

Manhattanville College

Bachelor of Arts, Psychology

State University of New York

Entrepreneurship Specialist Certificate (NACCE)

Ntl. Assoc. for Community College Entrepreneurship

Certification in Entrepreneurship Program Development

Ntl. Assoc. for Community College Entrepreneurship

Certified Business Model Canvas Facilitator

Completed Design Thinking Training

Stanford d. School

Certified Icehouse Entrepreneurship Program Facilitator

Entrepreneurial Learning Initiative

General Securities Representative (Series 7)

Financial Industry Regulatory Authority (FINRA)

National Commodity Futures Certification (Series 3)

National Futures Association

Intuit Design Thinking Innovator Certification

Credly Digital Badge

PUBLICATIONS AND PRESENTATIONS

- Gold, Andrew (2024) Presented at Syracuse University's Institute for Veterans and Military Families (IVMF) national conference, EDGE: *The State of Veteran Entrepreneurship*
- Gold, Andrew (2023) Presented at the National Association for Community College Entrepreneurship (NACCE). *How Everyday Entrepreneurship Levels the Playing Field Of Opportunity For All.*
- Gold, Andrew (2023) Moderated panel discussion with Dr. Michael Morris, University of Notre Dame. *The Urban Poverty and Business Initiative.*
- Gold, Andrew (2023) Moderated panel discussion with rock photographer, Mark Weiss. *From Artist to Entrepreneur.*
- Gold, Andrew (2023). Presented at the League for Innovation Executive Leadership Institute. *Embracing Transitions, Challenges, and Change; How an entrepreneurial mindset can fuel the future of higher education*
- Gold, Andrew (2023) Presented at Syracuse University's Institute for Veterans and Military Families (IVMF) national conference, EDGE: *Building Anti-Fragile Business Models: Moving Past Resiliency*
- Gold, Andrew (2021) Co-authored a book, *Impact ED: How Community College Entrepreneurship Creates Equity and Prosperity*
- Gold, Andrew (2018) Co-authored a book, *Community Colleges as Incubators for Innovation*
- Gold, Andrew, Liguori, Eric, & Bendickson, Josh (2016) Rapid prototyping and customer development of mobile applications. *Experiential Entrepreneurship Exercises Journal*, Volume 2, Issue 1, 2016. <http://launchideas.org/wpcontent/uploads/2014/12/EEEJ-Volume-2-Issue-1-1.pdf>
- Gold, Andrew, Liguori, Eric (2015) "What's Happening in Community College Entrepreneurship Education. Data Driven Insights Meets Contemporary Tools and Trends" National Association for Community College Entrepreneurship (NACCE) Annual Conference, Houston, TX October 2015

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- Gold, Andrew (2015) "Measuring the Impact of Non-Traditional Entrepreneurship Education Methods" National Association for Community College Entrepreneurship (NACCE) Annual Conference, Houston, TX October 2015
- Gold, Andrew (2015) "Building a Local Economy with a Sound Financial Foundation" Florida Alliance of Community Development Corporations Annual Conference, Melbourne, FL June 2015
- Gold, Andrew (2015) "Applying the Business Model Canvas to Develop Programs Themed Around Financial Literacy" Florida Prosperity Partnership Annual Conference, Orlando, FL May 2015
- Gold, Andrew (2015) "Measuring the Impact of Entrepreneurship Education Through the Use of an Online Assessment Tool" United States Association for Small Business and Entrepreneurship (USASBE) Annual Conference, Tampa, FL January 2015
- Gold, Andrew (2014) "How to Overcome an Institutional Culture of Slow, Stop, and Wait" National Association for Community College Entrepreneurship (NACCE) Annual Conference, Phoenix, AZ October 2014
- Gold, Andrew (2014) Pre-Conference Workshop: "Vet-A-Run: Developing a Business Model Canvas for Deploying Entrepreneurial Support for Veterans and Active-Duty Service Members" National Association for Community College Entrepreneurship (NACCE) Annual Conference, Phoenix, AZ October 2014
- Gold, Andrew (2014) "What is Education's Role in the Entrepreneurship Ecosystem?" Entrepreneurship Education Project Conference, University of Tampa, Tampa, FL March 2014
- Gold, Andrew (2014) "The Role of Innovation Accounting within a startup" American Accounting Association Conference, St Petersburg, FL March 2014 • Gold, Andrew (2014) "The Role of Entrepreneurship in Regional Economic Development Efforts" American Association of Community Colleges' Workforce Development Conference, St. Petersburg, FL February 2014
- Gold, Andrew (2014) "Examining the Cross-Cultural Effect between Moral Suasion and Academic Dishonesty." Doctoral dissertation, ProQuest, February 2014.
- Gold, Andrew (2013) "Using Institutional Research to Guide Development of an Entrepreneurship Program Framework. NACCE Annual Conference, October 2013
- Gold, Andrew (2013) "Developing a Definition and application for Social Entrepreneurship" Hillsborough Community College Sustainability Conference, Tampa, FL March 2013
- Gold, Andrew (2012) "The Effects of Moral Suasion on a Cheating Culture" Faculty Development Days Conference. Westchester Community College, Valhalla, NY, May 2012
- Gold, Andrew (2011) "Social Entrepreneurship as a Method for Overcoming Teaching Challenges" "Presented at the Faculty Development Days Conference, Fostering Understanding in a Changing World...The Gateway to Success at SUNY- Westchester Community College, May 2011
- Gold, Andrew (2011) "Social Entrepreneurship as a Method for Reaching At-Risk Students" Presented at the Twelfth Annual Narrowing the Gulf Conference at St. Petersburg College, St. Petersburg, FL. April 2011
- Gold, Andrew (2010) "The Role of Corporate Social Responsibility and its Impact as a Learning Tool in the Classroom." Accepted invitation for presentation at State University of New York, Rockland Community College, "Celebrating Scholarship: Students and Faculty as Colleagues in Learning," May 1, 2010
- Gold, Andrew (2009), "Winning with Corporate Responsibility and Sustainability Initiatives." Submitted and accepted by the 2010 International Business and Economy Conference (IBEC), January 7-10, 2010, Prague Czech Republic
- Gold, Andrew (2009), "Mitigating religious extremism through the effective implementation of socially responsible forms of globalization. Presented at the Fourth Annual CIBER-HAGAN Summer Symposium 2009 IBE3 International Business, Economics, Environment and Education, "The Future of Globalization: The Hagan School of Business; Iona College, New Rochelle, NY 2010.

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PROFESSIONAL AFFILIATIONS

- Member of the National Association for Community College Entrepreneurship (NACCE)
- Member of the Collegiate Entrepreneurship Organization (CEO)
- Member of the United States Association for Small Business Entrepreneurship (USASBE)
- Member of the American Council on Financial Education
- Former Board Member, Florida Prosperity Partnership

COMMUNITY SERVICE

- One million Cups - Tampa Chapter, member of the original organizing team 2014-present
- Next Gen Personal Finance Fellow, 2019-present
- Florida Prosperity Partnership, Board member, 2016-present
- Tampa Innovation Alliance, Advisory Board member, 2015-present
- Encore Community Services, New York, NY, Board Advisor & Volunteer for nonprofit that provides meal delivery service and companionship for home-bounded seniors, as well as programming to a senior citizen center, 2003 - 2016
- Manhattanville My Soldier, Volunteer and Board Consultant for a politically neutral pen pal program that connected civilians with deployed military personnel, hospitalized veterans, and schoolchildren in conflict areas. Program recognized by PR Newswire as a Model for Corporate Social Responsibility, 2005- 2009
- New Rochelle Youth Sports Commission, Board Member, Former Commissioner, and Coach for recreational sports baseball and basketball league that serves over 750 children 1997-2007
- Babe Ruth New Rochelle, Inc. founding member of 501c 3. Served as administrator and coach for travel baseball league 2003-2007.