

*Curriculum Vitae*

**Andrew M. Gold, Ph.D.**

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**PROFESSIONAL PROFILE**

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An energetic collegiate educator, social entrepreneur, and business consultant. Extensive record of leading change and building effective relationships and partnerships with a wide variety of stakeholders. Thorough knowledge of management and its applications for the financial services, IT and entrepreneurship fields. Worked as a Wall Street market strategist and founder of private hedge fund. Started and ran two entrepreneurial firms. Combine and apply business and executive experience, professional skills, international know-how and extensive educational background to currently serve three institutions of higher education as an educator, committee member, program developer, and advisor. Deliver instruction as a full-time tenured Professor. Topics include Entrepreneurship, Finance, Management, Leadership, and International Business.

**EDUCATION**

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- **Ph.D., Business Administration**, NorthCentral University, Prescott Valley, AZ.  
DISSERTATION: *Examining the Cross-Cultural Effect Between Moral Suasion and Academic Dishonesty*
- **MS., International Business**, Manhattanville College, Purchase, NY
- **BA., Psychology**, State University of New York, Oswego, NY

**ACADEMIC HONORS AND AWARDS**

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- Recipient, National Association for Community College Entrepreneurship, Impact Award, 2016
- Fellow, Direct Selling Education Foundation
- Fellow, Next Gen Personal Finance

**ACADEMIC /TEACHING EXPERIENCE**

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**Assistant Professor (tenured)**, Hillsborough Community College, Tampa, FL, 2012 to Present

- Teach Introduction to Entrepreneurship, Small Business Design Thinking, Accounting and Finance, Introduction to Business, Personal Finance, Principles of Finance, and Principles of Management.

**Adjunct Professor**, University of South Florida, St. Petersburg, FL, 2012 to Present

- Teach Leadership & Corporate Accountability, Principles of Investments, Principles of Finance, and New Venture Creation

**Adjunct Professor**, University of Tampa, Tampa, FL, 2013 to present

- Teach Principles of Management, Foundations of Management, and International Business.

**Adjunct Professor**, City University of New York, Bronx Community College Bronx, NY, 2010 to 2012

- Taught Organizational Behavior, Management, International Business and Introduction to Marketing.  
**Adjunct Professor**, State University of New York, Westchester Community College Valhalla, NY, 2008 to 2012
- Taught Global Business, Global Marketing, Business Organization and Management, Introduction to Marketing.  
**Adjunct Professor**, State University of New York, Westchester Community College Valhalla, NY, 2008 to 2012
- Taught International Business, International Economics and Finance, Cross-Cultural Management, Macroeconomics.

## COURSES TAUGHT

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### Undergraduate

- Entrepreneurial Management
- Introduction to Entrepreneurship
- Introduction to Business
- International Business
- New Venture Creation
- Personal Finance
- Principles of Finance
- Principles of Investments
- Principles of Management
- Small Business Accounting and Finance

### Graduate

- Leadership and Corporate Accountability
- Foundations of Management

## HIGHLIGHTS OF PROFESSIONAL EXPERIENCE

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**Co-Founder**, The InLab@HCC, Hillsborough Community College's Institute for Interdisciplinary Innovation, Tampa, FL 2018 to Present

**Co-Founder**, Operation Startup,, Tampa, FL 2016 to Present

**Co-Founder**, The Rainmaker App, Tampa, FL., 2014 to Present

- Employment platform that empowers socially responsible individuals to connect job seeking disconnected youth with local part time jobs by posting pictures of "help wanted" signs to a mapping system within the app.

**Founder**, TerraPath, Inc., Larchmont, NY, 1994 to 2017

- Administrative oversight of firm's operations, marketing, R&D, finance, and human resources.
- Collaborate with clients to develop and implement organization-wide operational plans with an emphasis on effective IT infrastructure, information systems and interactive marketing plans.
- Encounter ethical situations involving computers and other forms of information technology and recommend strategy/policy to improve conditions and prevent the problem from recurring.
- Create industry leading training processes to meet client's dynamic needs; and as new technology emerges to strengthen the overall performance of employees to meet competitive demands.

- Counsel and collaborate 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.
- Train client's management team on financial forecasting, profit and loss, and budgeting. Lead and work on project teams to deliver profitable P&Ls for business operations, including start-ups that went public.
- Client list includes: 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, Child Care Council of Westchester, Congresswoman Nita Lowey, and the Tisch Family Foundation.

**Principal**, Matrix Hill Investments, New York, NY, 1991 to 1994

- Co-head an investment portfolio valued at \$45 million. Provided strategic direction for allocation of investment funds. Sourced and executed new investments and managed the fund's portfolio.
- Directly communicated with investors verbally and through distribution of investment newsletters and daily bulletins. Handled investment execution and trade transactions.
- Responsible for fundraising over \$30 million dollars during the hedge fund's launch and start-up phase.

**Senior Vice President**, Prudential Securities and Lehman Brothers, New York, NY, 1983 to 1991

- Developed technical market strategies using point and figure analysis and market sentiment indicators.
- Produced weekly strategy publication for internal corporate distribution worldwide. Travelled extensively to meet with institutional clients, reviewed strategies and market recommendation.
- Made media appearances on CNBC, CNN, and 1010 WINS Radio as guest and market commentator.

## Additional Academic Experience

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**Hillsborough Community College, Tampa, FL**

2012-present

Faculty Advisor, committee member, and Co-Founder of the HCC Center for Entrepreneurship, and Operation Startup

- Advise students on topics related to entrepreneurship, general business, and finance.
- Assist students with business ideas and help them develop their business models
- Worked on and established a 12, 18, and 25 credit certificate programs in entrepreneurship
- Developed and implemented an AA transfer track degree in Entrepreneurship and an AS –Interdisciplinary Entrepreneurship Degree
- Developed six new courses related to entrepreneurship
- Responsible for securing more than \$1.5 million in funding for the entrepreneurship program
- Launched a seed fund for student businesses– The Everyday Entrepreneur Venture Fund
- Active member in several college wide committees
- Committee chair for the Veterans Entrepreneurship Training Symposium (VETS), now in its 4<sup>th</sup> year.
- Co-Director for the Startup Training Resources to Inspire Veteran Entrepreneurship (STRIVE) training program in collaboration with Syracuse University's Institute for Veterans and Military Families (IVMF)
- Co-founded, the College's Institute for Interdisciplinary Innovation – The InLab@HCC

**Iona College, Hagen School of Business, New Rochelle, NY**

2008 - 2012

Faculty Advisor, Business Symposium Committee Member

- Advisor for the College Fed Challenge Team, sponsored by the Federal Reserve Bank of New York. Provide mentoring and help students become more knowledgeable about the Fed and the decision-making process of the Federal Open Market Committee - the Federal Reserve's monetary policy-setting group. Oversee team's quality of research and analysis. Coach team on responses to questions, and presentation skills.
- Serve as committee member for annual international business symposium. Responsible for lining up guest speakers.

**State University of New York - Westchester Community College, Valhalla, NY**

2008 - 2012

Chairperson, External Review Team (ERT), Curriculum and Program Update Coordinator, and Global Business Club Advisor and Founder

- Committee chair. Coordinated and personally authored final draft of report for the Marketing Program at The State University of New York – Westchester Community College. During the process ensured team's thorough review of the Internal Self-Study and lead team through rounds of substantive comments to stimulate growth of academic programs, especially online and distance learning. Team members included internal staff as well as academicians and practitioners from outside of the university.
- Work with department and curriculum chair to propose suggestions for improving the Global Business Department curriculum and establishing stronger articulation agreements with four-year colleges.
- Work with students to create a new global business student club.
- Provide guidance during the initial stages of electing officers and drafting a constitution.
- Arranged trip to the United Nations, New York Stock Exchange and established an internship opportunity for student
- Other club activities include social gatherings, fundraising, community service, and hosting guest speakers.
- Developing program for local Veterans in the area to learn about business entrepreneurship and management opportunities at WCC.

**Global Student Leadership (GSL) Manhattanville College, Purchase, NY**

2007 – 2012

Instructor and Trainer

- Wrote curriculum and taught for GSL, a six-week summer institute, on topics of global and social Entrepreneurship, Marketing, Ethical Leadership, Economics and Information Technology to international students using student-centered approach and interactive teaching methods
- Guide students in the preparation of a business plan for a startup operation or service-learning project to effect change in their home country.
- Provided instruction on market opportunities, financial planning, budget creation, and effective market outreach.

**City University of New York – Bronx Community College, Bronx, NY**

2010 – 2012

- Advise students and provide professional guidance and support • Work with entrepreneurial students on business plan development.
- Member of First Year Student Advisory Committee tasked with increasing the success rate for at-risk students entering BCC.

## PUBLICATIONS AND PRESENTATIONS

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- Gold, Andrew (2020) 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
  - 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 IBE<sub>3</sub> International Business, Economics, Environment and Education, “The Future of Globalization: The Hagan School of Business; Iona College, New Rochelle, NY 2010.

## PROFESSIONAL AFFILIATIONS

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- Member of the National Association for Community College Entrepreneurship (NACCE). 2012-present
- Member of the Collegiate Entrepreneurship Organization (CEO). 2013-present
- Member of the United States Association for Small Business Entrepreneurship (USASBE). 2013-present
- Member of the American Council on Financial Education. 2013-present
- Board Member, Florida Prosperity Partnership

## PROFESSIONAL DEVELOPMENT

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### Certifications

- Entrepreneurship Specialist Certificate (NACCE), National Association for Community College Entrepreneurship
- Certified Business Model Canvas Facilitator
- Completed Design Thinking Training, Stanford d.school
- Certified Icehouse Entrepreneurship Program Facilitator, Entrepreneurial Learning Initiative
- Project Management Professional Certification (PMPC), Project Management Institute (in progress)
- NBIA Management Certificate Program, National Business Incubator Association (In progress)
- General Securities Representative (Series 7) Financial Industry Regulatory Authority (FNRA)
- National Commodity Futures Certification (Series 3), National Futures Association
- Certification in Entrepreneurship Program Development, National Association for Community College Entrepreneurship

## COMMUNITY SERVICE

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- 1 Million Cups – Tampa Chapter, member of the original organizing team 2014-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 – present.
- 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.