

Career Profile

An economic development professional since 1990, my primary focus has been to help firms grow. My business development and commercial finance skills were honed working directly with entrepreneurs to strategically position their firms, handle rapid growth, enter new markets, and get out of trouble. An entrepreneur myself since 2002, my work with firms centers on market entry, expansion and securing capital. My work with communities is primarily in economic diversification. As faculty member at the University of Northern British Columbia's business school, I specialise in marketing, entrepreneurship and international business. Northern BC has been home for my wife Susan and I since 1993.

Achievements

Established.....an export center to assist firms to enter new markets, including provision of market intelligence, building consortia, coordinating trade missions, and networking with trade experts. Export Prince George was a partnership of 2 economic development agencies, with support from both the provincial and federal governments.

Manageda loan portfolio as commercial lender with GE Capital and a community developmental lender. This involved interviewing customers, assessing risk, negotiating joint financing with other lenders, helping clients through difficulties, and collecting on security.

Initiatedcluster development strategies for information technology and metal fabricating sectors in Prince George, which involved working with firms to identify obstacles & opportunities; accessing new markets; and recruiting stakeholder for major infrastructure projects.

Exceeded sales targets for commercial equipment loans in my territory by forming relationships with established firms, negotiating financing, and analysing, structuring & presenting credit.

Coordinated ...economic development projects, which involved working on steering committees with stakeholders of varying interests; securing funding from the private and public sectors; reporting to funders; managing consultants; and promoting initiatives to the community.

Facilitatedcommunity economic diversification planning and development of initiatives in a wide range of areas, including international trade, telecommunications, tourism, downtown revitalization, not-for-profit housing and energy conservation.

Assistedestablished companies and community economic development initiatives to do business planning in order to focus their efforts, and prepared business plans & budgets related to their desired directions.

Analysedthe impact of potential forest-sector closures on the local economy and the financial implications for the provincial and federal governments as part of an effort to rescue two local firms. This was developed into a computer program to evaluate the economy.

Presentednumerous seminars on a wide range of business topics, such as arranging commercial financing and business planning.

Taught entrepreneurial and business-related courses in Prince George at the university, college and school district levels since 1994.

Authored numerous reports, business plans and briefs; co-authored two published articles on economic development for Area Development magazine and the University of Waterloo.

Experience

Scott Consulting

(Pr. George, BC)

As a self-employed professional, I deliver strategic, long-term initiatives and contract services, including:

- Principal
9/2002 — Present
- Export Prince George (2002-2007) – Establish & manage a center that assists firms to enter foreign markets, by providing market intelligence, coordinating trade missions, responding to incoming delegations, and helping form consortia. I have participated in trade missions to the U.S.A., China, Russia, the Philippines, Chile and Peru.
 - Clean Tech (2008-Present) – Establish and manage an initiative that assists firms to address the factors inhibiting their growth (access to markets, venture capital); coordinates joint efforts on areas of strategic interest (trade missions, liaising with government on policy); and promotes the cluster internally and externally.
 - Contracts – Work with private firms and public agencies to assess new opportunities, write business plans, evaluate the business cases of potential ventures, reposition existing firms / initiatives, and facilitate strategic planning activities.

University of Northern BC School of Business

(Pr. George, BC)

Deliver courses at the undergraduate and masters levels as a sessional instructor (1999, 2000) and term faculty (2003–present). The specific courses are listed in the “Education” section on the next page.

Initiatives Prince George

(Pr. George, BC)

As a manager within the municipal economic development office, my duties included:

- Manager, Economic
Development
7/2001 — 8/2002
- Cluster development – analyse opportunities/obstacles, build consensus among firms, work with stakeholders to develop strategies responding to opportunities.
 - Economic Development – assist local firms, develop & manage projects.
 - Liaison – local and external firms, government (all levels), major employers.

GE Capital Canada

(Pr. George, BC)

As a lender in the Commercial Equipment Finance arm of General Electric, I was responsible for:

- Account Manager
5/2000 — 6/2001
- Relationship selling to established firms in forestry, mining and oil & gas.
 - Commercial credit – analyse proposals, prepare credits for approval.
 - Loan administration – including arrears, security releases, etc.

Community Futures Development Corp. of Fraser Fort George

(Pr. George, BC)

As project and senior loans staff within this community economic development agency, I had two roles:

- Project Manager
1/1999 — 5/2000
- Business support – promote government programs, deliver pilot programs.
 - Developmental lending – larger loans / more complex proposals.

- Business Analyst
10/1993 — 12/1998
- Business counselling.
 - Loan portfolio management – all aspects, incl. sales, credit, collections and legal

Atikokan Economic Development Corp. / Community Futures

(Atikokan, Ontario)

As a project staff person in this combined municipal econ dev / CFDC office, I was responsible for:

- Bus. Development
Officer
10/1990 — 9/1993
- Project management and development – tourism, downtown redevelopment, telecommunications,
 - Strategic planning – organisationally and for the community as a whole

Education

Masters of Applied Environmental Studies in Local Economic Development (1992), University of Waterloo, Waterloo, Ontario, Canada

Bachelors of Arts in Economics (1986). University of British Columbia, Vancouver, BC, Canada

Professional Development Seminars.

I have taken a variety of professional development seminars, highlights of which include:

- Dale Carnegie Human Relations Course
- Selling Skills (*Rogen International*)
- Buying & Selling a Business (*Peat Marwick*)
- Financial Management for Business (*CIBC*)
- Cost-Benefit Analysis (*Arthur Anderson/U of W*)
- Teaching Excellence Workshops (*UNBC*)
- Cluster development (*Cluster Navigators*)
- Business Incubation (*NBIA, PIN, CABI*)

Publications in university and professional journals.

- “Local Economic Impact Analysis,” Univ. of Waterloo, Economic Development Bulletin #5, 1996. Co-authored with Prof. Emanuel Carvalho, Ph.D.
- “University-Related Research Parks,” Canadian Area Development Magazine, Fall 1990. Co-authored with Mr. Paul Azarello, MAES.

Courses taught at the University of Northern British Columbia to date:

- Comm 100 Intro to Business
- Comm 240 Intro to Marketing
- Comm 302 Entrepreneurship
- Comm 303 Intro to International Business
- Comm 342 Services Marketing
- Comm 344 Marketing Channels
- Comm 347 Mktg Channels & Retail Mgmt
- Comm 400 Business Policy
- Comm 432 Cross-Cultural Workplace
- Comm 440 Public Relations
- Comm 441 International Marketing
- Comm 442 Marketing Strategy
- Comm 498 Small Business Management
- Comm 499 Special Topics (Ind. Study)
- Comm 650 Operational Management (MBA)
- Comm 702 International Marketing (MBA)

Note: Comm 650 and Comm 702 were co-taught with other faculty members

Community Involvement

Chamber of Commerce – Director, Prince George (2003/04, 1996/97), Atikokan (1992/93).

Prince George United Way – Allocations Committee member (2001-2002)

Atikokan Energy Centre – Board member (1991-93).

Atikokan Home & Public School Assoc. (parent-teacher association) – founding member (1993).

Immigrant & Multicultural Services Society of Pr. George – Director, Chair of Finance (2001-2002).

Recognitions

Finalist, Business Person of the Year, 2006 (Prince George Chamber of Commerce)

Nominee, Teaching Excellence Award, 2008/09 academic year (University of Northern British Columbia)

References are available upon request