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## **CAREER OBJECTIVE**

A management position in the field of Economic Development in which I can use my twenty nine years of direct, hands-on project and administrative skills for the benefit of a progressive Economic Development Organization.

## **EMPLOYMENT HISTORY**

1/93            **Empire State Development**  
to              **Rochester, New York** ([khurley@empire.state.ny.us](mailto:khurley@empire.state.ny.us))  
present        Job Title: **Deputy/Acting Regional Director**  
   **Economic Development Program Administrator**

- Director/manager of a nine county regional economic development office for New York State. As senior staff person I am responsible for maintaining constant flow of customer service while managing a continual communication linkage to Central Offices.
- Negotiate with business executives & decision-makers on the structure of State and local incentive packages for expanding businesses.
- Work in coordination with local and regional economic developers to best meet the needs of client industry.
- Market the Finger Lakes Region to businesses looking to locate and/or expand here. Prepare justification and structure to senior management of Empire State Development as to incentive packages for companies looking to retain and create job opportunities in New York State.
- Board member of the Monroe County Industrial Development Corporation, a certified SBA 504 and local Revolving Loan Fund lender.
- Loan Review Committee member for small business loan fund administered by The PathStone Enterprise Center (fka Rural Opportunities Inc.), a private, national not-for-profit Economic Development organization.

3/87            **New York State Department of Economic Development**  
to              **Buffalo/Rochester, New York**  
1/93            Job Title: **Economic Development Specialist II**

- Worked as principal project person for Regional Office of State Economic Development Department.
- Coordinated for office the activities of the Finger Lakes Regional Economic Development Council and the preparation and structure of the Regional Economic Development Partnership Program.
- Made regular speeches outlining the economic development programs & Services of New York State.
- Participated in trade shows, primarily in Canada, promoting the State and Region.
- Performed analysis and assisted in the structure of financing packages for expanding businesses.
- Staffed a Regional Satellite Office located in Olean to service companies in the Southern Tier West area of the Buffalo region.

- Represented office as member of Economic Development Committee for Southern Tier West Regional Planning & Development Board, Metro Buffalo Alliance for Economic Development, and Allegany County Training Consortium.

6/82            **New York State Department of Economic Development**  
to                **Buffalo, New York**  
3/87            Job Title: **Economic Development Specialist**

- Entry level staff person in the five-county Western New York Regional Office of State Economic Development Department.
- Learned to package economic development programs to meet the needs of expanding industry.
- Honed skills as a speaker for the State as to programmatic assistance as well as the New York Job Development Authority Bond Acts.

## **HONORS & PROFESSIONAL ACHIEVEMENTS**

- **Advisory Board Member** for the **AAS/AS Business Administration** and **AAS Accounting** programs for the Department of Business, **Finger Lakes Community College**, Canandaigua, New York.
- **Certified Economic Developer (CEcD)** designation from the **American Economic Development Council/International Economic Development Council** awarded October 1997. Renewed October 2000, October 2003, and October 2006.
- Member of **New York State Energy Research and Development Authority's Technical Evaluation Proposal** for their **New York Energy Smart Communities Service and Support Contractor** (Summer/Fall 2006).
- Received the **Regionalism Award** from the **Southern Tier West Regional Planning & Development Board**, Salamanca, New York, at their 1991 Annual Meeting.
- Named **Outstanding Young Economic Development Leader** in a nationwide search performed by **Site Selection & Development Magazine**, published by Conway Data Corp., Atlanta, Georgia. Article appeared in the April 1989 issue of magazine.

## **PUBLICATIONS**

“**New York State's Brownfield Cleanup Tax Credit Program: A New Tool for the Economic Developer**” published in *Economic Development Journal*, Volume 5, Number 1 (Winter 2006). *EDJ* is a publication of the International Economic Development Council, Washington, DC.

“**The First Business Incubator Building: Giving Birth to an Important Economic Development Tool**” published in *Economic Development Journal*, Volume 1, Number 2 (Spring 2002). *EDJ* is a publication of the International Economic Development Council, Washington, DC.

“**Skilled Labor Shortages In Manufacturing: Rochester & Monroe County Plans To Assist Its Manufacturers**” published in *Economic Development Review*, Volume 16, Number 2 (Fall 1999). *EDR* is a publication of the American Economic Development Council, Rosemont, Illinois.

"**Geneva New York's Comeback: A Classic Example of Economic Renewal**" published in *Economic Development Review*, Volume 16, Number 1 (Spring 1999). *EDR* is a publication of the American Economic Development Council, Rosemont, Illinois.

## **VOLUNTEER/COMMUNITY ACTIVITIES**

**Board of Directors, American Diabetes Association (Upstate New York)** - Principally involved in fundraising activities in and around the Rochester area for Diabetes research and education. Chosen in national search to participate in the **National Call to Congress 2011**, a day in Washington, DC to lobby NYS elected officials on the ADA's behalf.

**Ski Instructor, Bristol Mountain Ski Area (2010 – present, paid position)** – Work as an instructor to beginning and intermediate skiers at ski resort 30 miles south of Rochester.

**Head Coach, Perinton Youth Hockey** – Coached in over 20 youth ice hockey teams, house and travel, girls and boys teams.

**Manager, Fairport Little League** – Managed over a dozen teams of baseball and girls' softball as well as Williamsport Tournament Team.

**Soup Kitchen Volunteer** – Blessed Sacrament Church, Rochester (organized through Assumption of Our Lady Church in Fairport)

## **EDUCATION**

**St. Bonaventure University, Olean, New York**  
**Master of Business Administration, 1982**  
**Organizational Development Concentration**

**School of Management, State University of New York at Buffalo**  
**Bachelor of Science, 1981**  
**Business Management/Marketing**

## **ECONOMIC DEVELOPMENT TRAINING**

**National Development Council Training**  
**ED 101, Economic Development Financing & Credit Analysis**

**International Economic Development Council Training**  
**Business Retention & Expansion Program**  
**Economic Development Strategic Planning**  
**Managing an Economic Development Organization**

## **PERSONAL**

Marital Status: Married, three children

Health: Excellent

Interests: Music, travel, skiing.