

Bruce E. Ferguson, CEcD

Ziemacki Lane, Post Office Box 88; Jamesport, New York 11947
631-722-4239 (home) 631-853-4804 (business)

OVERVIEW:

Highly innovative and productive director/administrator of economic development agencies with strong verbal and written communication skills; excellent intergovernmental skills and experience; successful lobbyist and legislative analyst at the state and federal level for the continuation and expansion of development programs and initiatives. Proven record of successful management, development and fund-raising for various not-for-profit organizations and agencies. Organizer of major conventions and conferences at state and national levels: sponsorships, keynote speaker and presenters, and panel topics.

WORK EXPERIENCE

Suffolk County Industrial Development Agency (IDA), Hauppauge, NY

10/85 – to present: *Executive Director and CEO*

Administer the Suffolk County IDA, which issues tax-exempt/taxable bonds and provides incentives to businesses for the promotion of countywide economic growth and development. Assist with all aspects of the County's economic development efforts. Spearheaded bringing Computer Associates International and Canon USA to the county, resulting in over 5,000 jobs and \$3 billion in investments. Created and initiated highly successful business attraction retention and expansion programs resulting in over 200 businesses investing \$2B and employing 40K people.

Suffolk County Office of Economic Development, Hauppauge, NY

1/84 – 9/85: *Industrial Development Assistant*

Assisted with the development, administration, and implementation of the County's Economic Development Program for the purpose of attracting new businesses, encouraging the expansion of existing businesses, and creating additional jobs within the county. Handled the administration of various inducement/incentive programs and loans. Monitored and reviewed economic development-related legislation. Assisted with other activities for the purpose of promoting countywide business growth.

Guild Hall of East Hampton, Inc., East Hampton, NY

2/84 – 2/85: *Development-Grants Consultant for Theatre-Museum-Cultural Institution*

Sought fund sources, prepared grant applications and grant reports.

Suffolk County Executive's Office, Hauppauge, NY

5/81 – 12/83: Intergovernmental Relations Division: *Senior Grants Analyst*

Administered county grant activities and applications for federal and state aid; reviewed federal and state legislation/budgets to determine impact; and developed position papers and testimony/correspondence on various issues. Created automated grants management information system for all county grants. Liaison to various Legislative Committees.

10/80 – 4/81: Community Development Division: *Community Development Program Technician*

Administered Community Development program for eight local governments. Duties included program planning, budgeting, evaluation, environmental reviews, monitoring contracts, and program compliance.

2/80 – 9/80: Intergovernmental Relations Division: *Administrative Aide*

Coordinated county and municipal grant activities/requests for state and federal aid. Developed and implemented new projects, and analyzed and reviewed federal, state, and local legislation/budgets to determine impact.

Rappahannock Rapidan Area Agency on Aging, Culpeper, VA

6/76-12/77: *Nutrition Services Director*

Administered federally funded nutrition program for the elderly covering five counties. Trained and supervised staff; prepared budget and objectives; and assisted with other agency programs/activities.

ACTION Washington, DC

1/76-5/76: *Research Assistant/Evaluation*

Evaluated domestic volunteer programs and prepared national report to Congress.

7/75-10/75: *Peace Corps Program and Training Consultant, Honiara, Solomon Islands*

Developed training program for new Volunteers; analyzed/evaluated existing and proposed programs; and assisted with administration of Peace Corps program.

4/72-6/75: *Peace Corps Business Advisor/Volunteer Leader, Solomon Islands*

Developed and administered Business Loan and Advisory Plan designed to promote economic growth. Peace Corps delegate to meet Queen Elizabeth II and in-country staff responsible for programs and Volunteers.

Bruce E. Ferguson, CEcD

Ziemacki Lane, Post Office Box 88; Jamesport, New York 11947
631-722-4239 (home) 631-853-4804 (business)

EDUCATION:

- CW Post College, Westbury, NY: Masters in Public Administration.
- Adelphi University, Garden City, NY: Bachelor of Business Administration.
- Nassau Community College, NY: Associate Degree, Business Administration.
- University of Oklahoma: Certificate, Economic Development Institute.
- National Development Council (NDC): Certificate, Economic Development Finance Professional.
- American Economic Development Council (AEDC): Certified Economic Developer (CED) 1989.

PROFESSIONAL AFFILIATIONS:

- American Economic Development Council (AEDC): Member, Former Northeastern Vice Chair, Chair 2001 Annual Meeting in New York City.
- NYS Economic Development Council (EDC): Director and Chairman of the IDA Section; Past Chairman.
- Northeastern Economic Development Association (NEDA): Member.
- School of Management, Long Island University: Former Adjunct Professor.
- The Long Island Business Development Council (LIBDC): Board Member, Executive Committee.
- Board Member Empire State Certified Development Corporation (ESCDC) and Member ESCDC Long Island Loan Advisory Committee.
- Member Commercial and Industrial Brokers Society (CIBS)

HONORS AND ACCOMPLISHMENT

Long Island Business News' IDA Project Developer of the Year 2010 for Canon USA headquarters.

Execuleaders Economic Developer of the Year 2010.

Invitee/Participant in the International Symposium on Development of Small and Medium Sized Cities in Mount Tai, China 2006.

Inducted into the Long Island Business Development Council's (LIBDC) Hall of Fame for Outstanding Achievement in Economic Development, 2001.

- Japan Study Program for International Executives (JASPIE): 1996. One of 14 chosen worldwide for this intense three-week study program in Japan.
- "Robert T. Dormer" Economic Developer of the Year; NYS Economic Development Council: 1995.
- Participant /Presenter in New York State Pavilion at Hanover Fair Germany 1995.
- NACo Achievement Awards: Creative Not-for-Profit Financing, 1989; Automated Grants Management System, 1983; Loaned Executive Program, 1982.
- Outstanding international compatibility and awareness that resulted in highly successful small business improvement and loan program in the Solomon Islands.
- Acted as a cultural liaison to the Solomon Islands, Germany, and Japan.
- Implemented very successful major domestic and international marketing programs through participation in trade shows and conventions and developed a variety of international activities, including the Hanover Trade Fair in Germany and the Flax Trust in Northern Ireland.
- Many successes in grant and proposal writing resulting in millions of dollars awarded by funding agencies.
- Authored a five-year plan to keep a private parochial Suffolk County elementary school in operation. The plan was so successful and well received that the school has remained open for over a decade and was the only time a private citizen was able to affect change in the Diocesan school system.

Business and personal references available upon request

Bruce E. Ferguson, CEcD

Ziemacki Lane, Post Office Box 88; Jamesport, New York 11947

631-722-4239 (home) 631-853-4804 (business)
