

**VITAE**  
Spring 2007

David B. Newton  
Lower Deane Hall – 955 La Paz Road  
Santa Barbara, CA 93108.1099

Office: 805.565.6193  
FAX: 805.565.7284  
[newton@westmont.edu](mailto:newton@westmont.edu)

**PERSONAL:**

Born: Philadelphia, Pennsylvania.  
Married (24 years), son-22, three daughters-20, 17, 15.

**EDUCATION:**

- 1990 - D.B.A.                    ***The Graduate School of Business and Management, United States International University***, San Diego, CA.  
Emphasis: Entrepreneurial Finance and International Financial Markets.  
**Research under:** H. Igor Ansoff, Richard Harriff, Craig Galbraith, Greg Merrill.  
**Dissertation:** "Underwriting Spreads as Indicators of the Degree of Mispricing in Unseasoned Equity Offers." ©1990 (TX-3-060-322); microfiche by Dissertation Abstracts International, Inc.
- 1982 - M.B.A.                    ***The Sawyer School of Management, Suffolk University***, Boston, MA. Emphasis: Finance.
- 1981 - B.S.B.A.                    ***King's College***. Briarcliff Manor, NY, now located in New York City.  
Major: Business Administration. Minor: Comparative Economics.
- Aug. '87-June '88                Ph.D. Program in Finance, ***The School of Management, University of Massachusetts***. Amherst, MA.

**TEACHING EXPERIENCE:**

- Aug. '90- Present                Professor of Entrepreneurial Finance (Aug. '99 – Present).  
Associate Prof. (Aug'93-May'99) Assistant Prof. (Aug'90-May'93)  
***Westmont College***. Santa Barbara, CA.
- Sept.1990- Dec. 1991                Part-time Adjunct Professor of Finance. Dept of Acctg/Law/Finance.  
Graduate Business School (MBA), ***Pepperdine University***, Malibu, CA.
- Sept.1988- Aug.1990                Full-time Adjunct Professor of Finance. Dept. of Acctg/Law/Finance.  
Graduate Business School (MBA), ***Pepperdine University***, Los Angeles.
- Sept.1987- June 1988                Visiting Teaching Associate. Dept. of General Business/Finance.  
***School of Management, University of Massachusetts, Amherst***.
- April 1985- Aug.1987                Full-time Adjunct Professor. Dept. of Marketing & Quantitative Methods.  
Graduate Business School (MBA), ***Pepperdine University***. Los Angeles.

**PROFESSIONAL EXPERIENCE:**

- May 2001- Present                Founder (President + CEO) ***TechKnowledge Point Corporation***. New venture research /referral exchange and entrepreneurship information clearinghouse.
- Jan 2000- Feb 2005                Contributing Editor, ***Entrepreneur.com*** on-line resource for *Entrepreneur* magazine, Irvine, CA. Write monthly column on "Business Financing".
- Oct 1999- Sept 2000                Online Moderator, ***eRaider.com*** Generated "small-cap stocks" site content + investor for publicly-traded mutual fund based in New York City.

Mar 1998- Feb 2000	Contributing Editor, <i>Industry Week Growing Companies</i> magazine, Cleveland, Ohio. Wrote a monthly column on "Growth Capital".
Jan 1994- Dec 1994	Chief Economic Consultant, <i>Hispanic Business</i> magazine, Santa Barbara. Oversaw design, analysis, and commentary of business research.
Feb 1993- Jan 1996	Editorial Review Board - <i>Journal of Small Business Strategy</i> Review manuscripts for possible publication, or special issues.
July 1984- Present	Small Business Consultant. Privately-held firm valuations, start-up business plans, strategies, venture funding, legal cases "expert witness".
Dec.1982- Dec. 1998	NASD-Licensed Registered Representative. <i>John Hancock Financial Services</i> . Full service brokerage.
Oct.1982- June 1984	Finance Marketing Management, Small-Firm Investment Banking. <i>John Hancock Financial Services, Inc.</i> Boston, MA.

#### MEMBERSHIPS:

- *Financial Management Association*
- *Global Finance Association* (Program Committee: 1994, 1995, 1996, 1997, 1998)
- *International Academy of Business Disciplines* (Entrepreneurship & Finance).
- *International Council for Small Business*.
- *M.I.T Enterprise Forum – Central Coast Chapter*
- *U.S. Association of Small Business & Entrepreneurship*. (Program Committee: 1996, 1999)
- *Western Academy of Management-Entrepreneurship Division*.

#### BOOKS:

1. 2008, *Strategies for Teaching Entrepreneurship*, (Chicago: McGraw-Hill), in-process; forthcoming, 2008).
2. 2008, with J. Spievak, *Going Public in the Post-dot.com Era*, (Chicago: McGraw-Hill, in-process).
3. 2001, in Eckett, S. and P. Jenks (editors), *The Global Investor Book of Investing Rules*, (London: Harriman House), 502-page hardcover anthology highlighting expert opinions on investing strategies. Chapter on "Small-Cap Stocks". ISBN 1-89759-713-4
4. 2000. *How To Be An Internet-Stock Investor*, (Chicago: McGraw-Hill), 220-page paperback book, fifth book in a six-part series: "Mastering The Market" (July). ISBN 0-07-135771-8
5. 1999. *How To Be A Small-Cap Investor*. (Chicago: McGraw-Hill), 185-page paperback, second in a six-part series: "Mastering The Market" (June). ISBN 0-07-047183-5
6. 1997. *Entrepreneurial Ethics: Values and Decision Making in Successful New Ventures*. (Dubuque, Iowa: Kendall-Hunt Publishing Company), 247-page paperback for undergraduate and graduate courses in Entrepreneurship/Small Business Management. ISBN 0-7872-3772-8
7. 1997, in Biberman, J. (Editor), *The 1997 Business Research Yearbook*. (Lanham, MD: University Press). ISBN 1-889-54005 "The Credit Exchange Risk Fund and Finance Strategy for Small Firm Exports", p.111-118.
8. 1995, Contributed with Blake, D. in Alkhafaji, A.(Editor), *The 1995 Business Research Yearbook: Global Business Perspectives*. (Lanham, MD: University Press). ISBN 0-8191-9945-1 "Do Entrepreneurs Believe They Impact Society Through Socially Responsible Behavior?" p. 154-158.

9. 1991, in Maroun, Jack (Editor) *Decision Making in Business*, (Los Angeles: Roxbury Publishing Company), 3rd Edition, ISBN 0-935732-28-4 Chapters 17, 18, and 32.
10. 1986, in Maroun, J., (Editor), 1986. *Decision Making in Business*, (Los Angeles: Roxbury Publishing Company), 2nd Edition, ISBN#0-935732-07-1 Chapters 27, 28

#### ARTICLES:

1. 2007, “Friedman on Free Markets: The Merits of Competition, Innovation, and Absolute Values”, pending final editorial review for *Libertas*, (Fall 2007-TBA)
2. 2007, “Friedman on Government’s Role in Enterprise: Laissez-Faire, Economic Incentive, and Corporate Responsibility”, pending editorial review for *Human Events*, (either September or October 2007-TBA).
3. 2007, Contributed with R. Adamus, “Young Entrepreneurs Launching Businesses Before Age 21”, *Florida Today*, Orlando, FL (February 24).
4. 2007, Contributed with L. Jana, “Success Factors for New Business Incubators”, *Fort Wayne*, Fort Wayne, IN (February 20).
5. 2006, Contributed with L. Sutherland, “Accessing Working Capital: Small Firm Strategies”, *Small Biz Resources*, Boston, MA. (June 25).
6. 2006, “Entrepreneurial Calling and Equipping: Parallels with the Case of the Supernatural ‘Damascus Download’ for Saul of Tarsus”, pending review for 2008 Special Edition of *Christian Scholars Review*, R. Martinez, editor.
7. 2005, “Business Incubators and Venture Funding”, *Entrepreneur.com* (January 28).
8. 2004, “Revisiting the IPO Exit Strategy”, *Entrepreneur.com* (December 16).
9. 2004, “Top Finance Terms for Entrepreneurs: Part-2”, *Entrepreneur.com* (October 18).
10. 2004, “Top Finance Terms for Entrepreneurs: Part-1”, *Entrepreneur.com* (September 27).
11. 2004, “Networking Private-Lender Credit Terms”, *Entrepreneur.com* (July 19).
12. 2004, “Choosing Between a Sub-S Corp and LLC”, in Boothe, Richard M., Imagination Publishing, for *Lowe’s Home Improvement Centers*: <http://forpros.lowes.com/index.cfm?go=main.feature&aid=58&print=1> (July).
13. 2004, “Bank Loans, Start-Ups, and Franchising”, *Entrepreneur.com* (June 20).
14. 2004, “Entrepreneurial Desire and Firm Expansion”, in *Entrepreneur* magazine, (March), p. 31
15. 2004, “Company Preparations Before Raising Capital”, *Entrepreneur.com* (March 22).
16. 2004, “Firm Strategy and Successful Exporting”, in *Entrepreneur* magazine, (February), p. 22
17. 2004, “A Review of the ‘Friends + Family Capital Round’”, *Entrepreneur.com* (January 26).
18. 2004, “Growing Pains: Aggressive Growth, Profits, Employee Morale”, *Entrepreneur* magazine, (January), p. 31
19. 2003, “New Approaches to Asset-Backed Funding”, *Entrepreneur.com* (December 21).
20. 2003, “Family Circle: Managing Five Resources in Family Firms”, in *Entrepreneur* magazine, (December), p. 33
21. 2003, “Innovative Ways to Develop Equity Investors”, *Entrepreneur.com* (November 17).

22. 2003, "It's No Accident: Your Company's Reputation is Too Important to Leave to Chance", in *Entrepreneur* magazine, (November ), p. 30
23. 2003, "Different Risk Exposure Means Different Equity Positions", *Entrepreneur.com* (October 20).
24. 2003, "Get In Synch: To Spark Business Growth, Follow the Leader in Your Industry", in *Entrepreneur* magazine, (October ), p. 38
25. 2003, "Rollover Sequenced Financing in the Short-term", *Entrepreneur.com* (September 19).
26. 2003, "Now Showing: IP as an Alliance Builder" in *Entrepreneur* magazine, (September ), p. 30
27. 2003, "Contributed with S. Martelle, "Ueberroth Unveils Plan to Rekindle Job Growth" in *Los Angeles Times*, (September 7), p. A35.
28. 2003, "The Friends and Family Round: The Bridge to Larger Investors", *Entrepreneur.com* (August 18).
29. 2003, "Of One Mind: Implied Contracts With Employees" in *Entrepreneur* magazine, (August), p. 23
30. 2003, Contributed with R. Lane, "Evaluating The Best of Business Valuations", cover story for *INC.* magazine (July).
31. 2003, "Navigating the Bid-Ask Finance of Buying and Selling A Business", *Entrepreneur.com* (July 20).
32. 2003, "In the Balance: Factors Bank *Really* Weigh in Loan Terms" in *Entrepreneur* magazine, (July), p. 30.
33. 2003, "Convertible Short-term Notes and Raising Capital?", *Entrepreneur.com* (June 19).
34. 2003, "Not SoFast: The Pioneering Behavior of Entrepreneurs" in *Entrepreneur* magazine, (June), p. 30
35. 2003, "Asset Acquisition Funding Using Seller-Carried Paper", *Entrepreneur.com* (May 19).
36. 2003, "Bridge Loans and Investors' Letters of Intent", *Entrepreneur.com* (April 17).
37. 2003, Co-authored with M. Henricks, "Can Entrepreneurship Be Taught?", inaugural national rankings of collegiate entrepreneurship programs, *Entrepreneur* magazine (April) pp. 63-67.
38. 2003, "Entrepreneurs' Co-Investment in New Venture Launch", *Entrepreneur.com* (March 20).
39. 2003, "Cost of Capital and New Venture Valuation", *Entrepreneur.com* (February 17).
40. 2003, "Measuring New Venture Investment Risk and Return", *Entrepreneur.com* (January 19).
41. 2002, "Equity Retention During Venture Pre-Launch", *Entrepreneur.com* (December 17).
42. 2002, "Reducing Equity Stakes for Investors in New Ventures", *Entrepreneur.com* (November 18).
43. 2002, Contributed with J. Reingold and E. Barker, "Universities: Your New Best Friend", *INC.* magazine (November), pp. 69-70; 72-73.
44. 2002, "Understanding the Terms and Impact of Convertible Loans", *Entrepreneur.com* (October 18).
45. 2002, "The Impact of a Personal Guarantee in Business Financing", *Entrepreneur.com* (September 17).
46. 2002, "Home Equity Loans Used for Business Financing", *Entrepreneur.com* (August 19).

47. 2002, "Using Personal Assets for Business Funding", *Entrepreneur.com* (July 15).
48. 2002, "The Timing Aspects of Raising Growth Capital", *Entrepreneur.com* (June 17).
49. 2002, "Funding to 'Test-Drive' A Business Idea", *Entrepreneur.com* (May 15).
50. 2002, "Microloans Could Fuel Macro-Results", *Entrepreneur.com* (April 17).
51. 2002, "Model Behavior: Abstract Number Sorcery Won't Cut It Anymore; Investors Want to Know Exactly How You're Going to Make Money", *Entrepreneur* magazine, (March), pp. 68-69; 71.
52. 2002, "How About That 'B' Round?", *Entrepreneur.com* (March 18).
53. 2002, "The Anatomy of a Financing Deal", *Entrepreneur.com* (February 20).
54. 2002, "Growth Capital from Commercial Banks", *Entrepreneur.com* (January 18).
55. 2001, "What Stage Are You In?", *Entrepreneur.com* (December 17).
56. 2001, "Teach Networking Skills to Undergraduates", *Journal of Entrepreneurship Education*, Fall, Vol. 3 No. 3.
57. 2001, "Doing Due Diligence", *Entrepreneur.com* (November 20).
58. 2001, "Pass the Investor 'Screen-Test' ", *Entrepreneur.com* (October 18).
59. 2001, "Using an Earn-Out for a New Venture Exit Strategy", *Entrepreneur.com* (September 17).
60. 2001, "Angel Investors and Small Business Funding", with Patrick Nicholls, *Microcap.ca* (September).
61. 2001, "Todo Lo Que Hay Que Saber Antes De Comprar Un Negocio", with D. Haskell - Periodista Especializado en Finanzas - *Univision Online*, (September), p. 38-41.
62. 2001, "Understanding Capital Funding Term Sheets". *Entrepreneur.com* (August 18).
63. 2001, "The Funding Stages for Emerging Ventures." *Entrepreneur.com* (July 19).
64. 2001, "Credit Cards and Short-Term Venture Financing", *Entrepreneur.com* (June 20).
65. 2001, "Angels Get Involved in Venture Funding", *Miami Herald*, (June 11), p. C2-3.
66. 2001, "Value Chain Financing", *Entrepreneur.com* (May 22).
67. 2001, "Ownership Stakes and Funding Deals", *Entrepreneur.com* (April 19).
68. 2001, "Finding Investors at Venture Forums", *Entrepreneur.com* (March 20).
69. 2001, "Enticing Investors: IPOs Aren't Always the Answer", *Entrepreneur.com* (January 15).
70. 2001, Contributed with M. Rushlo, "Quick, Re-Write That Business Plan", *UpsideToday.com* (January 8)  
<http://www.upside.com> feature story on the opening home page.
71. 2000, "Valuing Privately-Held Businesses", *Entrepreneur.com* (December 19).
72. 2000, Contributed with B. MacRae, "When VC's Come Knocking", *Fortune Small-Business* (November 16)  
<http://fortunesb.com/articles/0,2227,1121,0.html>

73. 2000, "Read The Fine Print", *Entrepreneur.com* (November 20).
74. 2000, "Image Is Everything! So What About Ethics?" *HomeOfficeMag.com* (November).
75. 2000, "Money For Ownership", *Entrepreneur.com* (October 20).
76. 2000, "Finding Government Funding", *Entrepreneur.com* (September 18).
77. 2000, "Determining Returns on Investments", *Entrepreneur.com* (August 21).
78. 2000, "Small-Cap Investors and Small Investing Devices", *eRaider.com* (August 7).
79. 2000, "New Venture Incubators: Hatching Future Great Small-Cap Stocks?", *eRaider.com* (July 31).
80. 2000, "An Explanation of Angel Investors", *Entrepreneur.com* (July 17).
81. 2000, "Voulez Vous Petite Frites Avec Votre PorteFeuille?", *eRaider.com* (July 7).
82. 2000, "Need Money? Look Here", *Entrepreneur.com* (June 19).
83. 2000, "Where Are The Best Small-Caps?", *eRaider.com* (June 8).
84. 2000, "Just Checking the Screen Door", *eRaider.com* (May 12).
85. 2000, "First Line of Financing", *Entrepreneur.com* (May 12).
86. 2000, "But I Wanted 'Hot-Coms' With My Bull", *eRaider.com*, (April 24).
87. 2000, "At Your Service", *Entrepreneur.com* (April 16).
88. 2000, "The Small-Cap Stock Momentum Game", *eRaider.com* (March 28).
89. 2000, "An Entrepreneurial Perspective to Small Cap Investing", *eRaider.com* (March 18).
90. 2000, with P. Henig, "EcoNets: The Conglomerates of the 21<sup>st</sup> Century" *Red Herring* (February), pp. 96-108.
91. 1999. "Due Diligence Delivers the Deal", *Industry Week Growing Companies* (Dec.), p. 18.
92. 1999. "Can't See the Venture Through the Trees", *Industry Week Growing Companies* (Nov.), p. 16.
93. 1999. "Angel Deals: Matches Made in Heaven?", *Industry Week Growing Companies* (Oct.), p. 18.
94. 1999. "Consider 'Options' for Funding Deals", *Industry Week Growing Companies* (Sept.), p. 22.
95. 1999. "Step By Step Funding", *Industry Week Growing Companies* (August), p. 20.
96. 1999. "Defined Structure Attracts Funding", *Industry Week Growing Companies* (July), p. 28.
97. 1999. "Establish a Link to Foreign Funds", *Industry Week Growing Companies* (June), p. 22.
98. 1999. "Money Talks at Venture Forums", *Industry Week Growing Companies* (May), p. 20.
99. 1999. "Be Creative With Funding Options", *Industry Week Growing Companies* (April), p. 25.
100. 1999. "No One Formula for Funding Deals", *Industry Week Growing Companies* (March), p. 24.

- 101.1999.“Raising Capital, Maintaining Control”, *Industry Week Growing Companies* (February), p. 24.
- 102.1999.“Angels in the Fund Zone”, *Industry Week Growing Companies* (January), p. 22.
- 103.1998. with C.J. Prince, "E-Enough Already: Trading Stocks Directly On-line", *Success* (December), p. 32-33.
- 104.1998.“Capital-Assets and Cash-Flows Differ”, *Industry Week Growing Companies* (December), p. 20.
- 105.1998.“Is There Capital Beyond the Banks?”, *Industry Week Growing Companies* (November), p. 20.
- 106.1998,"Firm Growth, Capital Needs, and Timing", *Industry Week Growing Companies* (October), p. 28.
- 107.1998,"Technology Change + Growth Capital", *Industry Week Growing Companies* (September), p. 24.
- 108.1998. Contributed with Jan Gold, "Social Security and Target Retirement", in *Correspondent* by the Aid Association for Lutherans, (July/August), p. 18-21.
- 109.1998, "Growth Capital, Marketing Range, Marketing Reach?", *Industry Week Growing Companies* (June), p. 26.
- 110.1998, "Why Growth is a Marginal Issue", *Industry Week Growing Companies* (May), p. 22.
- 111.1998, Contributed with Marianne N. Contos, "Transactions Get Wired", *KnowledgeSpace.com* (April 18-20), Weekend Report section (NY: Arthur Andersen, LLP).
- 112.1998, Contributed with Jeffrey Dillon, 1998, "What Happened to Small Business Banking?" *Palm Springs Desert Sun*, Sunday Small Business Section (April 12), p. D2.
- 113.1998."Take the Adventure Out of Venture Funding", *Industry Week Growing Companies* (April), p. 24.
- 114.1998, Contributed with Mark Kalvey, "Small Companies' Banking Relationships: Future Trends", in the *San Francisco Business Times* (March).
- 115.1998, Contributed with Rusty Cawley, "Three Financial Problems for Small Firms", in the *Dallas Business Journal* (February 20), p. D1; D4.
- 116.1998, Contributed: M. Beuttner, "The Pitfalls of Small Firm Finance", *BIZ* magazine (April), p. 31-32.
- 117.1997, Contributed with Gianna Jacobsen, "Money Hunt", *Success* (December), p. 44-49.
- 118.1997, "Entrepreneurial Values and New Venture Success", in Kunkel, S. and C. Hofer (Editors), *Entrepreneurship: The Engine of Global Development* (Madison, WI: ICSB), p.114-120.
- 119.1997, "Entrepreneurial Ethics: Evidences and Implications for Absolute Values Versus Relative Perspectives", in Kiesner, F. and Tan, Wee Liang (Editors), *Entrepreneurship: East Meets West* (Singapore: ENDEC Nanyang Technological University), p. 281-290.
- 120.1997, Wrote 20 test items for the *Regents College, University of the State of New York*, state-wide exam in Small Business Management. Areas: Small Firm Finance, New Venture Financing, (January).
- 121.1996, Contributed with Barbara Hetzer, "The Heavy Burden of Light Fingers", *Enterprise*, special quarterly edition published by *Business Week* (November), p. 28-35.
- 122.1996, "Finance and Accounting Personnel and the Small Firm", an interactive worksheet for small business owners, for *INC Online* web site (Carla Tishler, editor), at <http://www.inc.com> (see Virtual Consultant, then see Interactive Worksheets), published by INC magazine (October).

123. 1995, "Break Even Marginal Analysis and Competitive Advantage for Small Growing Firms", in Hanks, S.; DiPersio, C. and H. Pate (Editors), *Entrepreneurship and Small Business in a Changing Competitive Environment* (Boulder, CO: USASBE), p. 41-52.
124. 1994, "The Future of Corporate Communication Risk Management Examined Through a Matrix Model and Argumentation Paradigm", with Gregory H. Spencer, in Joseph, T; Watson, R. and M. Yeager (Editors), *Visions of the Corporate Future* (Orange, CA: Chapman University SCA), p. 107-114.
125. 1994, Newton, D. in Rubin, R. (Editor) *Small Firm Strategy* (Conway, AK: SBIDA). ISBN 00-00000-0 "The Business Incubator: Rethinking Its Application to Small Firm Financial Strategy", p. 90-97.
126. 1993, Book review: Chewning, R., 1989, *Biblical Principles and Business*, (Colorado Springs: NavPress) *Christian Scholars Review* (December), p. 216-218.
127. 1993, "Expected Transitions in Banking and Financial Services: The Future of Entrepreneurial Finance" in Russell, R. (Editor), *Preparing the Entrepreneur for 2000 and Beyond* (Harrisburg, PA: USASBE), p. 171-178.
128. 1993, "Does NAFTA Make Long-Term Sense for the U.S.", *Westmont Horizon*, reprinted the summary debate between me (arguing "for" NAFTA) opposite the "against" position written by Jeffrey Faux, Senior Analyst, at The Public Policy Institute, Washington, DC.
129. 1993, "Innerprising and Innerpreneurs: Redefining the Vision and Strategy for Inner City Free Enterprise" in Devlin, J.; M. Trevino (Editors), *Free Trade: A Good Bet For Small Business* (St. Louis, MO: Jefferson Smurfit Institute for Entrepreneurial Studies), p. 88-102.
130. 1993, "A Comparison of Underwriting Spreads Between Seasoned and Unseasoned Equity Offers" in Mastrianna, F. and A. Alkhafaji (Editors), *IABD Proceedings* p. 48-57.
131. 1993, "How Underwriting Spreads Are Assigned: Empirical Evidence for S.M.E.'s to Consider When Going Public" in: Latona, J., & D. Kirk, *The Challenge of Small Business Adapting to Changing Global Economic Conditions* (Conway, AR: SBIDA Publications), p. 138-147.
132. 1992, "Schumpeterian Entrepreneurship Versus Intracorporate Entrepreneurship: A Differentiation Based on Risk Transfer and Assignment Vesting" in Kao, R. W. (Editors) *Enterprising in Partnership with the Environment* (Montreal: Federal Business Development Bank), p. 487-506.
133. 1985, "Concentric Managerial Placement: A Strategic Approach to Problem Intervention in Organizational Structures" in Hamel, W. (Editor), *Proceedings* (Washington, D.C.: Maximillian Press), p. 659-663.

#### **SPEAKING + PRESENTATIONS:**

1. 2007, invited lecture: "Why All Roads Lead to the Business Model", *8<sup>th</sup> Annual Experiential Classroom*, Falcone Center for Entrepreneurship, Syracuse University, also sponsored by: The Kauffman Foundation -Kansas City and The Coleman Foundation – Chicago (scheduled for September 27-30).
2. 2007, invited – three keynote lectures and panel-moderator, "An Ethics Model for 21<sup>st</sup> Century Business", *Inaugural Montecito Rotary Ethics Conference*, co-sponsored by Santa Barbara Bank & Trust, at Tecolote Research Center, Goleta, CA (April 18).
3. 2007, National Director, *4<sup>th</sup> Annual S.E.E.D. National Collegiate Venture Forum*, co-sponsored by Westmont, TechKnowledge Point, Medbridge Development, Atera Partners, TGV Partners, national coverage from Ali Velshi and CNN "American Morning", Santa Barbara, CA (March 2-3).
4. 2007, two invited lectures, "Friedman on Free Markets: The Merits of Competition, Innovation, and Absolute Values"; and "Friedman on Government's Role in Enterprise: Laissez-Faire, Economic Incentive, and Corporate Responsibility". *Young America's Foundation Milton Friedman Road to Freedom Conference*, Reagan Ranch

Center, Santa Barbara, CA (March 22-24).

5. 2007, invited lecture, “5-Year Update on America’s War on Terror”, **Young America’s Foundation 1<sup>st</sup> Annual High School Academy**, Reagan Ranch Center, Santa Barbara, CA (February 6).
6. 2007, invited lecture: “Biblical Perspectives on Islam, the Bible, the Roots of Jihad, and America’s War on Terror”, **2007 Central Coast Prophecy Conference**, Calvary Chapel Santa Barbara (February 5).
7. 2007, invited lecture, “5-Year Update on America’s War on Terror”, **Reagan Ranch Roundtable**, monthly luncheon, Reagan Ranch Center, Santa Barbara, CA (January 19).
8. 2006, invited lecture: “Why All Roads Lead to the Business Model”, **7<sup>th</sup> Annual Experiential Classroom**, Falcone Center for Entrepreneurship, Syracuse University, also sponsored by: The Kauffman Foundation -Kansas City and The Coleman Foundation – Chicago (September 15-19).
9. 2006, four invited lectures, “Worldview”; “Worldview and Politics”; “Worldview and History”; “Worldview and Economics”; **Young America’s Foundation 1<sup>st</sup> Annual Summer Academy**, Reagan Ranch Center, Santa Barbara, CA (July 4-31).
10. 2006, invited guest, **CNN-Radio** program “The State of Business in America” hosted by Ali Velshi in Manhattan, discussing the role of entrepreneurship in the U.S. economy, with Brian Dumaine (editor of *Fortune Small Business*) and Reiva Lesonsky (editorial director of *Entrepreneur*). July 17.
11. 2006, National Director, **3<sup>rd</sup> Annual S.E.E.D. National Collegiate Venture Forum**, co-sponsored by Westmont, TechKnowledge Point, Medbridge Development, Santa Barbara, CA (March 3-4).
12. 2006, invited guest, **CNN** program “Anderson Cooper-360” hosted by Anderson Cooper in Manhattan, discussing: “Entrepreneurs Who Changed American Life: Howard Schultz” (June 16, 10:00PM).
13. 2006, invited lecture: “Biblical Perspectives on Islam, the Bible, the Roots of Jihad, and America’s War on Terror”, **2006 Central Coast Prophecy Conference**, Calvary Chapel Santa Barbara (February 4).
14. 2005, invited lecture: “Why All Roads Lead to the Business Model”, **6<sup>th</sup> Annual Experiential Classroom**, Falcone Center for Entrepreneurship, Syracuse University, also sponsored by: The Kauffman Foundation -Kansas City and The Coleman Foundation – Chicago (September 19-23).
15. 2005, invited lecture: “Right Here, Right Now: The Case for America’s War on Terror”, **Freedom-Fest 2005** Bally’s Paris Resort, Las Vegas (May 13-14).
16. 2005, National Director, **2<sup>nd</sup> Annual S.E.E.D. National Collegiate Venture Forum**, co-sponsored by Westmont, TechKnowledge Point, Medbridge Development, Santa Barbara, CA (March 7-8).
17. 2005, invited lecture: “Right Here, Right Now: The Case for America’s War on Terror”, **Santa Clara University**, Santa Clara, CA (February 10).
18. 2004, invited lecture: “Right Here, Right Now: The Case for America’s War on Terror”, **Young America’s Foundation 8<sup>th</sup> Annual West Coast Leadership Conference**, Doubletree Resort, Santa Barbara (November 13).
19. 2004, invited lecture: “Right Here, Right Now: The Case for America’s War on Terror”, **Reality** Carpinteria, CA (October 29).
20. 2004, invited lecture: “Right Here, Right Now: The Case for America’s War on Terror”, **Calvary Chapel**, Santa Barbara, CA (October 25).
21. 2004, invited lecture: “Right Here, Right Now: The Case for America’s War on Terror”, **Westmont College**, Santa Barbara, CA (October 22).

22. 2004, invited lecture: "Right Here, Right Now: The Case for America's War on Terror", *King's College Current Affairs Lecture*, Empire State Building, New York (October 15).
23. 2004, invited lecture: "Right Here, Right Now: The Case for America's War on Terror", *Calvary Chapel*, Santa Barbara, CA (October 10).
24. 2004, invited lecture: "Right Here, Right Now: The Case for America's War on Terror", *Reagan Ranch Foundation*, Santa Barbara, CA (September 20).
25. 2004, invited guest, *CNN-fn* program "Your Money" hosted by Ali Velshi in Manhattan, discussing: "Funding Criteria Entrepreneurs Need to Know" (July 14, 5:00PM).
26. 2004, Invited keynote address: "Ethics and Entrepreneurship", Central Coast Chapter of the *International Association of Management Accountants* monthly networking dinner (March 10).
27. 2004, National Director, *Inaugural S.E.E.D. National Collegiate Venture Forum*, co-sponsored by Westmont, TechKnowledge Point, Santa Barbara, CA (February 23-24).
28. 2004, Hosted the inaugural S.E.E.D. National Collegiate Business Plan Competition in Santa Barbara, with venture teams from: Arizona, Colorado, Columbia Business School, Florida, Georgia, Iowa, Louisville, and Wake Forest; (February 20-21), see: [www.entrepoin.com](http://www.entrepoin.com).
29. 2004, invited guest, *KEY-TV* (ABC-affiliate) program, "Central Coast Business", hosted by Gabe Saglie, discussing: "Entrepreneurship and Enterprise Development Programs" (February 12, 5:00PM news).
30. 2004, invited guest, *KCOY-TV* (FOX-affiliate) program, "Business Matters", hosted by Keith Carls, discussing: "The Tech and Entrepreneurial Rebound on the Central Coast" (February 12, 6:00PM news).
31. 2004, invited guest, *CNN-fn* program "Your Money" hosted by Ali Velshi in Manhattan, discussing: "Federal + State Government Grant/Aid Programs for Entrepreneurs" (February 10, 5:00PM).
32. 2003, invited guest, *CNN-fn* program "Your Money" hosted by Ali Velshi in Manhattan, discussing: "Can Entrepreneurship Be Taught?" (August 5, 5:00PM).
33. 2003, "Best Practices: Entrepreneurial Finance for Your Growing Business", an invited workshop for the 21<sup>st</sup> Annual *INC. 500 Awards Conference*, Rancho Mirage, CA (March 27-29).
34. 2003, "Innovative Strategies for Global Entrepreneurship Knowledge Transfer", a plenary luncheon address, *17<sup>th</sup> U.S. Association for Small Business and Entrepreneurship*, Hilton Head, South Carolina (January 24).
35. 2002, "Are We in a Double-Dip Recession?", live radio interview for KOMO-Radio in Seattle, WA with host Brian Gregory (October 21).
36. 2002, "The Bear-Market and the Prospects for an Economic Rebound", keynote speaker, *Santa Barbara 'In-Securities II' Investment Club*, The University Club, Santa Barbara, CA (July 16).
37. 2002, appeared on: "At-Odds", inaugural television pilot for UPN-Network talk-show on Business Financing, taped at AT&T Studios in Los Angeles (May 2).
38. 2002, presented - "The Future of Entrepreneurial Networking: Bridging the Gap Between the Academy and Entrepreneurs", *16<sup>th</sup> U.S. Association for Small Business and Entrepreneurship*, Reno, Nevada (February 19).
39. 2001, Carol Hiller's guest on *Sky Radio Network®*, Sherman Oaks, CA: "Business Financing" for the Entrepreneurs in Action segment. Aired on 21 major airlines' in-flight audio, June-September 2001.

40. 2001, 1-hour interview and questions with host Ronait Tynan for *SmartForce®*, Menlo Park, CA. “Lessons for Entrepreneurs from Small-Cap Stocks” (March 23, 9-10AM).
41. 2001, presented: "The Network Referral Stories File" for the session, “Sharing the Teaching Wealth: A Clearinghouse for Best Teaching Practices”, **15<sup>th</sup> Annual U.S. Association for Small Business & Entrepreneurship**, Orlando, FL (February 7-11).
42. 2001, “Return to the Fundamentals: Lessons from the Technology Meltdown”, keynote speaker, **Santa Barbara ‘In-Securities II’ Investment Club**, Birnhamwood Country Club, Montecito (January 16).
43. 2000, Interviewed Dr. Craig Blomberg (*Denver Seminary*) for Fall 2000 *Veritas Forum*, for cable television broadcast – channel 17, University of California, Santa Barbara (October 27).
44. 2000, “The Venture Capital Climate”, keynote speaker, **Professional Networking Group**, Montecito Country Club, (October 20).
45. 2000, “Writing a Winning Business Plan”, Invited Speaker at the UCLA Film School-Anderson Business School conference on venture capital funding for film enterprises, Dodd Hall at **UCLA**, Westwood, CA (September 16).
46. 1999, Feature article reporter: **Internet World '99**, Javitz Center, New York City, (October 4-8), “Raising Venture Capital on the Internet”, for **Industry Week Growing Companies**.
47. 1998, "Making Ethics a Priority in Entrepreneurial Ventures", Keynote Speaker, the 1st Annual Ethics for Small Business conference, sponsored by The Center for Business Ethics and The Entrepreneurship Center, **Siedman Business School, Grand Valley State University**, Grand Rapids, MI (September 10-12).
48. 1998, "Financial Analysis: Performance Measures That Work", keynote speaker, two sessions, the 21st Annual **Christian Booksellers Association** conference, Dallas, Texas (July 14-15).
49. 1998, "Perspectives on Entrepreneurial Ethics", business-luncheon speaker, **Carpinteria Rotary Club**, (August 10).
50. 1998, "Perspectives on Entrepreneurial Ethics", monthly business-luncheon guest speaker, **Santa Barbara Kiwanis Club**, (April 15).
51. 1998, "The Emerging Role of American Entrepreneurial Ethics", presented at: **the Hilton Center for Business Ethics, Loyola Marymount University**, Los Angeles, CA (March 16).
52. 1998, "Perspectives on Faculty-Student Research", presented at: **Westmont College Faculty Research Conference**, Santa Barbara, CA (February 21).
53. 1997, "Issues and Evidences of Entrepreneurial Ethics", presentation for the Economics and Business faculty and students, Gordon College, Wenham, MA, (December 4).
54. 1997, “Issues and Evidences of Entrepreneurial Ethics”, presented for MBA faculty and students, **Center for Entrepreneurial Studies, Sawyer School of Management - Suffolk University**, Boston, MA, (December 5).
55. 1997, "Entrepreneurial Ethics: Evidences and Implications for Absolute Values Versus Relative Perspectives", 8th **ENDEC Entrepreneurship Research Conference**, Los Angeles (September 4-6).
56. 1997, "Entrepreneurial Values and New Venture Success", **42nd Annual World Conference of the International Council for Small Business**, San Francisco, CA (June 21-24).
57. 1997, "The Credit Exchange Risk Fund and Financial Strategy for Small Firm Exporting", at the **9th Annual International Academy of Business Disciplines**, Orlando, FL (April 10-13).

58. 1996, "Start-Up Funding and the Initiation of the Credit-Exchange Risk Fund", with J. Martinoff, presented at the **3rd Annual Global Finance Association** conference, Honolulu, HI (April 4-6). My colleague made the presentation, I was unable to attend due to lack of travel funds.
59. 1996, "Process Innovation and Financial Valuation of Knowledge-Based Assets", **17th McMaster University Business Conference**, Innovation Management Centre, Hamilton, Ontario (January 24-26).
60. 1995, "Finance and Strategy Considerations for Small High Technology Firms", **9th Annual Gateway Series for Entrepreneurial Research**, sponsored by the Jefferson Smurfit Center for Entrepreneurial Studies, St. Louis University, at Brigham Young University, Provo, Utah (October 26-28).
61. 1995, "The Tenets of Financial Emerging Markets as a Model for Entrepreneurial Development in Inner Cities and the Former East Bloc", at **the 40th Annual World Conference of the International Council for Small Business**, (June 18-21), Sydney, Australia. Did not attend due to lack of travel funds.
62. 1995, Year in review 1994 summary Westmont Small Business Barometer, **Carpinteria Valley Chamber of Commerce/UCSB County Economic Forecast Lunch**, Santa Barbara Polo Club (May 11).
63. 1995, Coauthored with D. Blake (UCSB), "Can Entrepreneurs Pursue Socially Responsible Behavior?", **7th National Conference of the International Academy of Business Disciplines**, Los Angeles, CA (April 6-9).
64. 1995, "Break Even Marginal Analysis and Competitive Advantage for Small Growing Firms", at the **9th Annual U.S. Association for Small Business & Entrepreneurship**, Boulder, CO (January 8-11).
65. 1994, Moderator, "Macroeconomic Trends and Hispanic Small Business Development", at **2nd Annual Board of Economists Meeting**, sponsored by Hispanic Business, Washington, DC (September 7-8).
66. 1994, "Credit Exchange Risk Funds (CERF's): An Import/Export Stimulus for Small Firms", with contributors: Leinenbach, P (Loyola); Martinoff, J. (Pepperdine) and G. Merrill (US International), at the **1st Annual Meeting of Global Finance Association**, Monterey, CA (April 27-30).
67. 1994, "The Business Incubator: Applications to Small Firm Financial Strategy", Small Business Institute Directors' **Association 18th National Small Business Consulting Conference**, San Antonio, Texas (February 3-6).
68. 1994, "The Future of Corporate Communication Risk Management Examined Through a Matrix Model and Argumentation Paradigm", coauthored with Gregory H. Spencer (Westmont), for the **West Coast Conference on Corporate Communication**, Orange, CA (January 27-28).
69. 1993, "Expected Transitions in Banking and Financial Services: The Impact on the Future of Entrepreneurial Finance", at the **11th Annual U. S. Association of Small Business and Entrepreneurship**, Baltimore, MD (October 13-16).
70. 1993, "Innerprising and Innerpreneurs: Redefining the Vision and Strategy for Inner City Free Enterprise", the **38th World Conference, International Council for Small Business**, Las Vegas, NV (June 20-23).
71. 1993, "A Comparison of Underwriting Spreads: Seasoned and Unseasoned Equity", The **International Academy of Business Disciplines, 5th National Conference**, New Orleans, LA, (April 8-11).
72. 1993, "How Underwriting Spreads Are Assigned: Empirical Evidence for S.M.E.'s at IPO", Small Business Institute Directors Assoc., **17th National Small Business Consulting Conference**, San Diego, CA (February 4-7).
73. 1992, "Schumpeterian Entrepreneurship Versus Intracorporate Entrepreneurship: A Differentiation Based on Risk Transfer and Assignment Vesting" at the **37th Annual World Conference of the International Council for Small Business**, Toronto, Ontario, Canada, (June 17-21).

74. 1992, Attended the *Christian College Coalition Faculty Workshop* "Christianity and the Liberal Arts", at George Fox College, Portland, OR, (May 16-21).
75. 1991, Attended the *8th National conference of the United States Association for Small Business and Entrepreneurship*, San Diego, CA, (October 7-9).
76. 1991, Attended the *15th Annual meeting - Western Academy of Management*, Santa Barbara, CA (March 20-23).
77. 1985, "Concentric Managerial Placement: A Strategic Approach to Problem Intervention" at the *15th Annual Association of Human Resources Management and Organizational Behavior*, Boston, MA (November 17-20).

**REVIEWER:**

1. 2007, Business plan reviewer, National Semi-finals of the *4th Annual S.E.E.D. National Collegiate Venture Forum*, Santa Barbara, CA (March 2-3).
2. 2006, Faculty advisor "Polaris Athletic Training Systems" (S. Upton), National Semi-finals of the *3rd Annual S.E.E.D. National Collegiate Venture Forum*, Santa Barbara, CA (March 3-4).
3. 2005, Faculty advisor "PaletteView by New View Corp" (B. Tillery), National Semi-finals of the *2nd Annual S.E.E.D. National Collegiate Venture Forum*, Santa Barbara, CA (March 7-8).
4. 2005, Manuscript reviewer of competitive papers for the special: *50th Annual Meeting of the U.S. Association for Small Business and Entrepreneurship*, Washington, DC. (June 15-18).
5. 2004, Business plan reviewer, National Semi-finals of the *1st Annual S.E.E.D. National Collegiate Venture Forum*, Santa Barbara, CA (February 23-24).
6. 2003, Faculty advisor "Solum Monitoring Systems, Inc." (D. Zia, J. Bisenius, M. Rice, N. Burwell), National Semi-finals of the *8th Annual Midwest Enterprise Creation Competition*, Indiana Univ., Syracuse Univ. and Ball State Univ., Muncie, IN, (March 17-19).
7. 2005, Manuscript reviewer of competitive papers for *the 17th Annual Meeting of the U.S. Association for Small Business and Entrepreneurship*, Rancho Mirage, CA. (January 17-20).
8. 2003, Faculty advisor "Solum Monitoring Systems, Inc." (B. Boekestein, A. Spaulding, S. Melvin, P. Roller) **First Place Award** in the National Finals of the *6th Annual Midwest Enterprise Creation Competition*, Ball State University and Miami University, Muncie, IN, (March 27-29).
9. 2002, Editorial Reviewer, Chapters 1, 4, 8, 10 in *Entrepreneurship: Venture Initiation, Management, and Development* (South-Western Publishing) – forthcoming.
10. 2002, Editorial Reviewer, Chapters 1, 2, 3, 4, 5, and 6 in Cornwall, Vang, and Hartman, *Entrepreneurial Financial Management: An Applied Approach* (Prentice Hall Publishing) – forthcoming.
11. 2002, Manuscript reviewer of competitive papers for *the 15th Annual Meeting of the U.S. Association for Small Business and Entrepreneurship*, Reno, NV. (January 17-20).
12. 2001, Faculty advisor "Serenity Water, LLC." (C. Blick, M. Cook, A. Brunette) one of 9 national semifinalists, *4th Annual Midwest Enterprise Creation Competition*, Ball State Univ. + Miami Univ., Muncie, IN, (March 29-31).
13. 2001, Faculty advisor "The Cappuccino Connection, Inc." (J. Lorentzen and P. Mueller) one of 12 national semifinalists in the *9th Annual Business Plan Competition*, University of Nebraska-Lincoln (February 22-24).

14. 2001, Manuscript reviewer of competitive papers for *the 14<sup>th</sup> Annual Meeting of the U.S. Association for Small Business and Entrepreneurship*, Orlando, FL. (February 7-10).
15. 2000, Faculty advisor "DiscFree Corporation." (C. Morgan, A. Gayl, E. Friesen, S. Peterson, T. Smith) one of 9 national semifinalists in the *3<sup>rd</sup> Annual Midwest Enterprise Creation Competition*, Ball State University and Miami University, Oxford, Ohio, (March 24-25).
16. 2000, Faculty advisor "QuizCore.com, Inc." (P. Harnsberger, J. Williams, J. Akins), one of 20 national semifinalists in the *11th Annual NASDAQ - North American Business Plan Competition*, the Entrepreneurial Management Center, San Diego State University, (March 31-April 1).
17. 1999, Manuscript reviewer and member of program committee for the *6th Annual Global Finance Association* conference, Istanbul, Turkey (May 19-21).
18. 1999, Faculty advisor "Refugee Books, Inc." (M. Ozinga, K. Ozinga, A. Hilton, J. Koehler) one of 9 national semifinalists in the *2<sup>nd</sup> Annual Midwest Enterprise Creation Competition*, Ball State University and Miami University, Oxford, Ohio, (March 18-20).
19. 1999, Manuscript reviewer of competitive papers for *the 13th Annual Meeting of the U.S. Association for Small Business and Entrepreneurship*, (January 14-17).
20. 1998, Manuscript reviewer and member of program committee for the *5th Annual Global Finance Association* conference, Mexico City, Mexico (May 4-7).
21. 1998, Manuscript reviewer of competitive papers for *the 12th Annual Meeting of the U.S. Association for Small Business and Entrepreneurship*, Clearwater, FL. (January 14-17),
22. 1998, Manuscript reviewer and member of program committee for *the 4th Annual Global Finance Association* conference, Montreal, Canada (May 16-19).
23. 1996, Faculty advisor "Tough Dog Magazine, Inc." (J. Darrow, R. Niedwick), one of 20 national semifinalists in the *7th Annual NASDAQ - North American Business Plan Competition*, the Entrepreneurial Management Center, San Diego State University, (April 18-20).
24. 1996, Manuscript reviewer of competitive papers for *the 3rd Annual Global Finance Association* conference, Honolulu, HI (April 4-6).
25. 1996, Manuscript reviewer of competitive papers for *the 10th Annual Meeting of the U.S. Association for Small Business and Entrepreneurship*, (Jan. 12-14), Atlanta, GA.
26. 1995, Case reviewer for the "1994 SBI Case of the Year Award", through *the Small Business Institute Director's Association*, Central Missouri State University.
27. 1995, Manuscript reviewer for *the US Association for Small Business and Entrepreneurship* "Corporate Entrepreneurship 1994 Outstanding Paper of the Year".
28. 1995, Session chair "International Finance Innovations", program committee, and manuscript reviewer for *the 2nd Annual Meeting of Global Finance Association*, (May 8-10), San Diego, CA.
29. 1995, Program Chair, Corporate Entrepreneurship Division, for *1996 U.S. Association for Small Business & Entrepreneurship National Conference*, (January 12-14), Atlanta, GA.
30. 1994, Program Committee, *1st Annual Meeting of Global Finance Association*, (April 27-30), Monterey, CA, hosted by California State University Fresno, University of San Francisco, and Monterey Institute for International Relations. Area: Financial Engineering of New Products and Services.

31. 1994, Reviewer for the *5th Annual North American Business Plan Competition*, The Entrepreneurial Management Center, College of Business Administration, San Diego State University, (February).
32. 1993, Reviewer for the *4th Annual North American Business Plan Competition*, The Entrepreneurial Management Center, College of Business Administration, San Diego State University, (February).
33. 1993, 3-Year Appointment to the Editorial Review Board of the *Journal of Small Business Strategy*, published by SBIDA, Barry University, FL. Review expertise: entrepreneurial finance, venture capital, small firm finance, and initial public offerings of common stock, (February 1993 to February 1996).
34. 1992, Reviewer for the *3rd Annual North American Business Plan Competition*, The Entrepreneurial Management Center, College of Business Administration, San Diego State University, (February).
35. 1991, Chaired and reviewed forum of 3 competitive papers for the Session: "Entrepreneurship and Regional Development" at *9th Annual National Meeting, The Association of Management*, Atlantic City, NJ, (August 6-9). Was unable to attend the conference due to lack of travel funds.
36. 1991, Reviewer for the *2nd Annual North American Business Plan Competition*, The Entrepreneurial Management Center, San Diego State University, (February).

#### AWARDS:

1. Awarded one-year sabbatical (Fall 2003-Spring 2004) and \$1,000 in research funds.
2. 2001, Voted "Best Paper and Presentation" plus cash award for "*The Network Referral Folder*", Session: "Sharing the Teaching Wealth: A Clearinghouse for Best Teaching Practices", sponsored by the University of Portland and the *Journal of Entrepreneurial Education*, the *15<sup>th</sup> Annual U.S. Association for Small Business & Entrepreneurship*, Orlando, FL (February 7-11).
3. 2002, March, *Global Investor* selected 2002 "Best Anthology on Investments", *Financial Times*, London.
4. 2001 - Awarded \$3,300 research grant, *Pew Charitable Trust*, Compiled a database on venture capital/incubator deal-flow for book project, "Growth Capital + Entrepreneurial Finance" (July).
5. 1999 - December. *How To Be A Small-Cap Investor* selected "1999 Top-10 in Investments and Finance" by *Forbes* magazine.
6. 1999 - November. *How To Be A Small-Cap Investor* selected "Book of the Month" by *Money* magazine.
7. 1999, Nominated for a "1999 Leavey Award for Excellence in Private Enterprise Education", *Freedoms Foundation*, Valley Forge, PA (October).
8. 1999, Promoted to the rank of 'Full Professor' (September).
9. 1998, *Paul C. Wilt - Phi Kappa Phi Lecture Award*, "First the Euro: Financial Singularity, Political Plurality, Economic Diversity, and Iron Mixed With Clay in the European Union" (November).
10. 1998, Awarded \$2,500 research grant, *Pew Charitable Trust*, Compiled multiple regression databases in 12 faith-learning integration topics for the course EB 17-Quantitative Economics I (June).
11. 1996, Nominated for a "1996 Leavey Award for Excellence in Private Enterprise Education", *Freedoms Foundation*, Valley Forge, PA (October).
12. 1996, Awarded tenure (March), and sabbatical (Fall 1996-Spring 1997).

13. 1994, Awarded \$2,500 research grant, **Pew Charitable Trust**, Project: "Break Even Marginal Analysis and Competitive Advantage for Small Growing Firms"; for: 9th Annual Meeting of U.S. Association for Small Business & Entrepreneurship, Boulder, CO, (July).
14. 1993, Promoted to the rank of 'Associate Professor', (September).
15. 1993, Nominated for a "1993 Leavey Award for Excellence in Private Enterprise Education", **Freedoms Foundation**, Valley Forge, PA (October).
16. 1992, **Phi Kappa Phi Lecture Award** for, "The Origins, Operations, and Outcomes of the U.S. Savings and Loan Crisis: Why it Could Have Been Avoided Altogether", (October).
17. 1991, Awarded \$2,500 faculty research grant, **Pew Charitable Trust**, Compiled database and literature review for the paper presented April 1993 at the I.A.B.D. meeting, New Orleans, LA, (June).
18. 1987, Awarded one of only eight full-tuition scholarships and the only 1<sup>st</sup>-year Visiting Teaching Associate position, PhD program, School of Management, University of Massachusetts, Amherst, (April).

#### **ACADEMIC SERVICE:**

- |  |   |
|--|---|
| - General Education Committee, 2002-2005   | - General Education Task Force, 1999-2002.        |
| - Computer Technology Committee, 1999-2001; 2005-08  | - Faculty Council, 1998-1999.                     |
| - Faculty Instructional Technology Committee, 1998-2002  | - Faculty Research Committee, 1995-1998.          |
| - Faculty Benefits and Salary Committee, 1995-1998   | - Academic Computing Committee, 1991-94.          |
| - Athletic Committee, 1991-1994; (Chair 1992-94)   | - Westmont Housing Policies Committee, Fall 1997. |
| - Westmont Faculty Athletic Representative to the<br><i>Golden State Athletic Conference</i> , 1993-1994 | - Chair, E+B Department, July 2007-present.       |