

# Kathleen Hoye

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## **Authoritative Management/Sales Oriented Executive**

*Confident, independent self-starter and problem solver. Likes change and innovation. Results oriented. Fast, intense, driven. Best with systems, but effective with people. An outgoing, lively and articulate communicator. Can react and adjust quickly to changing situations and come up with practical ideas for dealing with them. Fifteen years of experience providing technical assistance to businesses as well as financial management skills and experience.*

## **Experience**

**Executive Director, Greater Louisville Small Business Development Center (GLSBDC),** December 2005-current. Manage and direct a small business development organization offering consulting and training services to small businesses and start-up companies in a nine-county region. Primary offering includes financial analysis and loan packaging services to assist clients in securing bank financing, primarily via SBA loan guarantee programs. Responsible for budgetary management and reporting to a variety of funders and stakeholders as well as accountability to federal government regulations. Tripled loan volume and economic impact in first year of operations.

**Development Director, *This I Believe*,** January 2005- December 2005. Assisted with the start-up of a media production company which produces what is now an internationally acclaimed radio series for National Public Radio. Performed financial planning and management duties. Responsible for business development, marketing and educational programs as well as board development.

**Development Director, Kentucky Youth Advocates (KYA),** January 2001 – January 2005. Responsible for all aspects of organizational development and outreach, including fundraising, grants management, agency communications (press releases, website, newsletter, legislative agenda, public presentations, community mobilization). Conducted in-depth research and published numerous papers on state tax and budget issues (as part of the State Fiscal Analysis Initiative) and children's policy issues. Formed partnerships and developed an interactive website to create an online network for hundreds of agencies serving children.

**Director, Food Ventures Program, Appalachian Center for Economic Networks (ACENET),** August 2001 - February 2002. Managed kitchen incubator, retail outlet, and technical assistance programs to assist entrepreneurs in the gourmet and specialty foods industry, as part of sector-based economic development strategy for Appalachian Ohio. Doubled ACENET's retail presence in community and designed a nutraceutical product development awards program for the state of Ohio. Left due to death in family.

**Director, Vogt Invention and Innovation Fund, Greater Louisville Inc./The Enterprise Corporation,** 1998-2001, Designed and launched the \$5 Million Vogt Invention and Innovation Fund; provided technical assistance to start-up companies looking to raise capital. Managed six industry networks; conducted strategic planning for and launched the Arts and Cultural Attractions Economic Council.

**Planner 1, Jefferson County Department of Planning and Development,** 1997-1998 Conducted long range planning and research activities for the Cornerstone 2020 plan, including surveying of Jefferson County neighborhoods for existing development patterns. Conducted general plan review for presentation to zoning board.

**Research Fellow, Atlantic Fellowships in Public Policy,** 1995-97. Awarded grant from the British Government to conduct an independent study on economic development strategies and business start-up

and capitalization programs in Northern Ireland.

**Associate Director of Finance**, *Chicago Association of Neighborhood Development Organizations (CANDO)*, 1994-95. Designed, capitalized, and directed business loan program for disadvantaged urban entrepreneurs. General responsibilities included credit analysis and all aspects of lending to small businesses, particularly those in urban areas. Specific responsibilities included program design and improvement, community outreach and marketing, capitalizing loan fund, marketing, technical assistance to businesses, and monitoring loans. Tripled number of loans made during first year of program. Program was featured on page one of Crain's Chicago Business Magazine.

**Enterprise Agent**, *Women's Self-Employment Project (WSEP)*, 1994-95. Assisted low and moderate-income women in the development of micro-business ventures. Monitored and assisted in peer group lending process and provided technical assistance to start-up ventures. Maintained loan portfolio and recruited eligible participants. Conducted extensive outreach and marketing of program in low-income urban communities. Worked directly with Ethiopian and Native American women to create self-employment ventures.

**Economic Development Director**, *Howard/Paulina Development Corporation*, 1992-93. Conducted community-based planning activities for revitalization of historic commercial and theater district in urban neighborhood. Created Neighborhood Enterprise Center offering technical assistance, training and financing opportunities to small businesses. Maintained daily contact and assisted retail businesses and property owners in an urban community of 100,000. Raised funds for a Youth Entrepreneurial Network within local high schools. Completed market study of two commercial districts. Wrote United Way and government grants to raise funds for economic development of area.

**Board Member**, *Neighborhood Capital Budget Group*. 1991-93. Worked with community groups to reform capital planning process in Chicago.

**Industrial Development Coordinator**, *North Business and Industrial Council (NORBIC)*, 1991-92. Provided financial and technical resources to Chicago manufacturers as part of an industrial retention and job creation initiative. Served on the Industrial Development Committee for a citywide economic development coalition. Informed and coordinated manufacturers around policy issues such as the City of Chicago's Industrial Land Use Plan and the Chicago Transit Authority's proposed cuts in public transit service to industrial areas.

**Planning Consultant**, *Department of Planning, City of Chicago, Summer, 1991*. Contracted through the Chicago Economic Development Commission to review and update the City's Northside Industrial Land Use Plan, analyzed industrial-zoned land and made recommendations on corridor boundaries, capital improvements, and development opportunities

## Education

Atlantic Fellowship in Public Policy, 1995

University of Illinois-Chicago. Master of Urban Planning and Policy, 1992. (G.P.A. 5.0)

Valparaiso University, Valparaiso, Indiana. Bachelor of Arts in History and Communications, 1989.  
Graduated with Distinction.

Cambridge University, England. Overseas Study Program, Winter, 1988

### Training/Awards

- Business Incubation, National Business Incubation Association
- Customer Focused Sales Training, the Oliver Group (PI Worldwidel)
- Received award for "Outstanding Support in Helping Small Businesses Create Jobs" from the Chicagoland Enterprise Center  
Micro-business Development, Neighborhood Reinvestment Institute, Fall 1992  
Atlantic Fellow in Public Policy  
Certified Predictive Index Analyst  
Project Management/Grant writing, Center for Non-profit Excellence  
Ten years of experience working with youth in various outdoor summer programs.  
Group Facilitation Methods, Neighborhood Reinvestment Institute  
IP Protection, Association of Small Business Development Centers
- Leadership Training, Leadership Louisville  
Community organizing, UnitedNeighborhood organization  
Small business lending, including credit analysis and technical assistance to small and emerging businesses  
Received award for "Outstanding Achievement in Community Based Planning" as a member of the 49<sup>th</sup> Ward Planning Committee in Chicago, Illinois.  
Computer literate, including web mastering (Microsoft Word/Excel, Publisher, Macromedia Dreamweaver, Microsoft Front Page, Powerpoint, Quicken, etc.)