

Scott S. Pickard

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Experience

BOULEVARD PROJECTS, - Champaign, IL, 4/14 - Present **Independent Writer**

I am an independent contractor working with private and public organizations to provide

- business and technical content that supports operational needs, and
 - general interest articles for print and/or online publication.
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UNIVERSITY OF ILLINOIS - Champaign, IL, 4/02 – 4/14

Associate Director, [Information Trust Institute](#) (ITI), 2/09 – 4/14

Responsible for managing internal and external stakeholder relationships and developing new opportunities for ITI's research, education, and technology transfer programs. Supported the Director in the management of a high-growth, large-scope, interdisciplinary scientific research unit within the College of Engineering. Interacted with and supported ITI's research faculty network (100+ researchers across campus) in the pursuit of large multi-disciplinary, multi-year, multi-institutional proposals. Also supported the Smart Energy Design Assistance Center (SEDAC) by performing on-site verification of Energy Cost Reduction Measures (ECRMs) for public organizations receiving incentive funds from the State of Illinois (split time between SEDAC and ITI my last year).

Director of [Research Park](#) & [EnterpriseWorks](#), 8/03 – 2/09

Consultant (Academic Hourly), 4/02 – 8/03

Represented the University in a partnership with an exclusive private developer to support the development of the University of Illinois' 200-acre master-planned Research Park. Also managed the startup and development of EnterpriseWorks, a new 43,000 sq ft technology business incubator that graduated many sustainable technology companies based on intellectual property developed at the University of Illinois.

METRIS COMPANIES, INC. - Champaign, IL, 5/99 – 3/02 (acquired by HSBC)

Director of Operations Planning

Managed the production operations for key operational systems for Metris, a rapidly growing public company (MXT) providing a broad range of financial services to the consumer. Organized and managed operational teams of systems administrators, database administrators, programmers, and business systems analysts.

ABERDEEN GROUP, INC. - Addison, IL, 10/97 – 4/99 (acquired by Hanley Wood)

Vice President & Director

While serving as a director, accepted an interim position to manage several operational areas during a period of major organizational restructuring prior to sale of the business to

Hanley-Wood, Inc., Washington, DC. Aberdeen at the time was a 120-employee corporation that provided information services to the construction industry, including several market-leading technical feature magazines, the largest construction trade show of its kind, books, and seminars.

**ERES CONSULTANTS, INC. - Champaign, IL, 7/94 – 9/97 (acquired by ARA)
President, CEO**

Director (1990-97); Chairman (1996)

While serving as a director, accepted the position of President and CEO of a 70-employee international engineering consulting firm that specialized in pavement research, evaluation, design, testing, training, and software development. During that period ERES's revenues grew from \$2.5 million in 1993 to \$6.1 million in 1997, with earnings before interest and tax (EBIT) increasing from \$223,000 (8%) to \$832,000 (14%) and book value increasing at an annualized rate of 15% from \$833,000 to \$1,470,000 in that same period. ERES was subsequently sold to ARA of Albuquerque, NM.

NORTHCAMPUS VENTURES, INC. - Champaign, IL, 11/88 – 6/94

President, CEO, Founder

Founded NorthCampus Ventures, Inc. (NCV) as a business development corporation to provide management advisory services to high-technology entrepreneurs and their boards, including business planning, raising financing, and interim management during critical periods of growth, restructuring, or turnaround. NCV was a founding member of the Champaign County Community Development Fund (1991). NCV published a monthly subscription newsletter, *NorthCampus*, which profiled local high-technology companies.

KUCK & ASSOC., INC. - Champaign, IL, 2/86 – 10/88 (acquired by Intel)

Vice President, Business Development

Kuck and Associates, Inc. (KAI), was a software engineering company specializing in the research, development and support of optimizing compiler products for high-performance computers. Responsible for the development and implementation of business strategies for KAI including a successful \$2 million private stock offering in 1987 to fund new product development and the acquisition and integration of a startup firm specializing in the development of numerical software. KAI was later acquired by Intel.

SULCON, INC. - Champaign, IL, 9/82 – 1/86

Vice President & General Manager

Managed the startup and development of an engineering and construction company specializing in industrial construction with a new thermoplastic structural material used primarily to build floors in acid industrial environments. Sulcon became the market leader for this new material, with revenues growing from \$481,000 to \$1,000,000 in three years, having completed 72 projects for 43 large industrial companies in 21 states.

AMERICAN CONCRETE INSTITUTE - Detroit, MI, 1/80 – 8/82

Engineering Editor

First Engineering Editor of [Concrete International](#) (CI) during the startup of the magazine. Wrote and published over 50 feature articles on leading-edge construction technologies: traveled to the construction site; interviewed the principals; shot all the photography; did the complete graphic design/layout of the article.

**DAILY & ASSOC., INC. - Champaign, IL, 4/72 – 12/79 (acquired by Farnsworth)
Project Engineer & Associate**

Member of the design team on a variety of general civil engineering projects.

Education

Venture Capital Institute 1990, National Assoc. of Small Business Investment Companies
M.S. 1979 Civil Engineering, University of Illinois at Urbana-Champaign
B.S. 1972 Aeronautical Engineering, University of Illinois at Urbana-Champaign

Board of Directors

Champaign Public Library Board of Trustees (Treasurer), 2013 - 2015
University of Illinois Employees Credit Union (Secretary), February 2009 - 2013
Association of University Research Parks, 2007 - 2009
Illinois Entrepreneurship Network, 2007 – 2009
Aberdeen Group, Inc., 1995-99 (now Hanley-Wood, owned by JP Morgan Partners)
Coe-Truman Technologies, Inc., 1993-97
Champaign County Community Development Fund, 1991-94
Eres Consultants, Inc., 1990-97 (now a division of ARA)
WhiteMoss, Inc., 1990-94 (now Ecothermics)
Central States Communications, Inc., 1989-96
NorthCampus Ventures, Inc. (Chairman), 1988-94

Writing Portfolio

Samples of writing/publications are available upon request.