

ISMAEL D. DELGADO

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SUMMARY

Results-driven entrepreneur and economics professor at a fast-growing research institution of higher learning that use his formal training and practical experience.

QUALIFICATIONS

- Commanding technical knowledge of modern economic academic theory and its practical application in regional industry-cluster and local business development
- Understand financial statements, analysis, and reporting
- Understands use of strategic optimization of organizational resources (financial, physical, human, & informational resources)
- Innovative & resourceful in resolving organizational challenges
- Collaborative & critical-thinking and negotiation skills for resolving complex, time-sensitive projects
- Grass-roots experience with building & leveraging community stakeholder relationships
- Familiar with proposal development, delivery, and reporting
- Excellent public-speaking presentation skills in English & professional Spanish

AREAS OF EXPERTISE

- WORKFORCE DEVELOPMENT & INDUSTRY ALIGNMENT
- ENDOGENOUS GROWTH DETONATION
- REGIONAL ECONOMIC DEVELOPMENT
- NURTURING TECHNOLOGY & INNOVATION FOR BUSINESS FORMATION & DEVELOPMENT
- INDUSTRY CLUSTER ANALYSIS
- BUSINESS FINANCING

PROFESSIONAL EXPERIENCE

UTRGV/COBE – EDINBURG CAMPUS
ECONOMICS DEPARTMENT

FALL 2017 - PRESENT
EDINBURG, TX

ADJUNCT PROFESSOR

- Teach economic principles at the College of Business & Entrepreneurship (CoBE), Edinburg campus, use of Blackboard platform for technology integration in the delivery of instruction, textbook publisher videos' and PowerPoint for engaging lectures, including "praxis" or "conscientization" of economic cultural history to engage a pronominally Hispanic student body.

UTPA/UTRGV
CENTERS FOR BUSINESS DEVELOPMENT

APRIL 2015 – PRESENT
EDINBURG, TX

CURRICULUM DEVELOPER & TRAINER

- Spearheaded business plan template update to be used by the Small Business Development Center & Veteran Programs.
- Provided technical business training and support to veteran's program director and business outreach specialists
- Business seminar instructor to military veteran programs and the Small Business Development Center (SBDC).
- Provided support as business advisor to military veteran program and the Small Business Development Center clients.

San Juan Economic Development Corporation

October 2012 – Aug. 2014

Executive Director

San Juan, TX

- Re-launched operations of dormant Economic Development Corporation (EDC).
- Oversaw ¾ million-dollar budget.
- Resolved financial insolvency of EDC through cost-cutting practices, prioritizing use of public funds, improved cash-flow management, & operational policies.
- Developed new EDC strategies, based on economic analysis & community assets to optimize business investment in community.
- Resolved complex, time-sensitive project challenges with limited resources.
- Developed and submitted competitive proposal for state investment in the City of San Juan.
- Initiated development of Master Plan with overlays to create and to protect value for “Golden Corridor” (interstate 2) private investment.
- Initiated dialogue with local universities, community college, and school district to develop a knowledge-based IT incubator.
- Initiated discussions with city officials to develop “Sexually-Oriented Business” ordinances to prevent their establishment in or around the Catholic Basilica & or the “Golden Corridor”.
- Provided technical presentations to local & international investors, lenders, & associations.
- Launched branding campaign to restore public image of EDC with targeted branding activities.
- Featured speaker at economic outlook forums.
- Advisory-board-member on economic boarder studies center at UT – Pan American’s CBEST.

The University of Texas - Pan American (UTPA)

June 2001 – October 2007

Community Engagement ◦ Business and Community Development

Edinburg, TX

Director of Special Projects

- Resolved complex, time-sensitive project challenges to exceed expectations of corporate sponsors & university leadership while reconciling stakeholder relationships.
- Revamped outreach grant projects resulting in meeting and surpassing funding contract milestones, output, and outcomes, while producing thousands of dollars in cost savings that permitted project extensions and equipment purchases.
- Provided curriculum development for business development, and imparted training to center clients and staff.
- Afforded business, technical assistance to diverse clients to augment the efforts of division directors and their respective centers.
- Spearheaded the reopening of a dormant service center, and revamped service content and delivery.
- Assisted in structuring and developing of grant proposals.
- Spearheaded development of policy & procedure of client services for division centers.
- Spokesperson for English & Spanish media for various division and university events.
- Provided technical presentations to funding sources (foundation, private, and public) on diverse program site visits.

The University of Texas - Pan American (UTPA)

June 2001 – 2007

CoSERVE Business Development Division ◦ Project FORGE

Edinburg, TX

Assistant Director of Rural Programs

- Assist in policy development for program services to community.
- Assisted in structuring and the development of grant proposals.
- In-depth planning, including logistic needs, in the implementation of presentations, seminars, and major conferences.
- Responsible for daily operations of rural outreach programs, including staff schedules & assignments.
- Provide financial technical business assistance to agri-businesses & cooperatives.
- Provide training on risk management to agri-businesses & cooperatives.
- Spearheaded UTPA/USDA Rural Development involvement of \$18M *Dodge Arena* project.

The University of Texas - Pan American (UTPA)

May 1997 – May 2003

CoSERVE ◦ One Stop Capital Shop

Edinburg, TX

Business Development Specialist

- Developed bi-national, training curriculum and implemented working structures for micro-enterprise programs for strategic, economic development in low-income areas.
- Maintained international, business relations with funding sources for local peer-lending program.
- Provided business counseling and financial technical assistance to businesses with over a million-dollar project requirements.
- Provided technical assisted to clients on business plan development, business analysis, and financial projections for business project financing.

EDUCATION

The University of Texas-Pan American ◦ College of Business Administration (AACSB Accredited)

Edinburg, TX

Bachelor of Business Administration (BBA)

May 1996

Major: Management with comprehensive coursework specialization: Economics & Finance

The University of Houston-Victoria ◦ School of Business Administration (AACSB Accredited)

Victoria, TX

Master of Science (MS-EDE) Economic Development and Entrepreneurship

Fall 2015

TRAINING & CERTIFICATIONS

- UTSA Regional Economic Development Institute: Certificate for Economic Development
- U.S. Small Business Administration: Loan Programs & Credit Eligibility Training
- SBA 504 Lending Program
- Texas A&M “Master Marketer” Program
- RMA Training (SBDC): Industry & Business Risk Analysis, Cash Flow & Projections, Loan Structuring

PROFESSIONAL MEMBERSHIPS

- Past advisory board member for the Center for Border Economic Studies (CBEST) at UT - Pan American

PROFESSIONAL PUBLICATIONS

Articles

1. **Surviving an Economic Downturn**, Ismael Delgado, The University of Texas – Pan American Small Business Development Center Newsletter, 2009.
2. **The 10 Grim-Rippers of Business Failure**, Ismael Delgado, The University of Texas – Pan American Small Business Development Center Newsletter, September 2008,
3. **Entrepreneurship: Hope for Main Street**, Ismael Delgado, The University of Texas – Pan American Small Business Development Center Newsletter, November 2008,
4. **The Spirit of Entrepreneurship, Alive and Well In All Seasons**, Ismael Delgado, The University of Texas – Pan American Small Business Development Center Newsletter, December 2008,
5. **Entrepreneurial Mindset: Skills to Survive a Downturn**, Ismael Delgado, The University of Texas – Pan American Small Business Development Center Newsletter, February 2009,
6. **Military Principles In Business**, Ismael Delgado, The University of Texas – Rio Grande Valley’s Veterans Business Outreach Center (VBOC) contribution to Valley Business Report, pg. 22, January 2016,
7. **Senate Bill 1049**, Ismael Delgado, The University of Texas – Rio Grande Valley’s Veterans Business Outreach Center (VBOC) contribution to Valley Business Report, pg. 22, November 2016,

SEMINAR & CURRICULUM DEVELOPMENT

1. **MED**[®] – Micro-Enterprise Development Curriculum, The University of Texas – Pan American Department of Community Engagement, 2010.
2. **“Small Business Owners: Wearing Many Hats”** – Training; The University of Texas – Pan American Small Business Development Center, 2006.
3. **“Entrepreneurial Mindset: Business Survival Skills for a Downturn (or Changing) Economy”** – Training; the University of Texas-Pan American Small Business Development Center, 2008.
4. **Smart Choices, Better Future**[®] – *Financial Literacy, (Youth) Rural Residents Outreach Projects*, The University of Texas – Pan American Department of Community Engagement, 2010.
5. **Smart Choices, Better Future**[®] – *Financial Literacy, (Adult) Rural Residents Outreach Projects*, The University of Texas – Pan American Department of Community Engagement, 2010.
6. **Smart Choices, Better Future**[®] – *ABC’s of Home Buying and Home Ownership, Rural Residents Outreach Projects*, The University of Texas – Pan American Department of Community Engagement, 2010.
7. **Smart Choices, Better Future**[®] – *Job Seeking Skills, Rural Residents Outreach Projects*, The University of Texas – Pan American Department of Community Engagement, 2010.
8. **“Smart Choices, Better Future”**[®] – *Nutrition Basics, Rural Residents Outreach Projects*, The University of Texas – Pan American Department of Community Engagement, 2010.

CONFERENCE/SEMINAR PRESENTER

1. Housing & Urban Development (HUD), National Conference for Hispanic Serving Institutions Assisting Communities (HSIAC) Conference: **The University of Texas- Pan American Housing Project – “Philosophy, Outreach Strategy & Andragogy,”** 2010.
2. The University of Texas – Pan American Small Business Development Center, Business Trainings: **“Basics in Business”**; **“Art of Marketing”**; **“Customer Service Plus”**; **“Power of Business Planning”**; **“Skills for Surviving a Market Downturn,”** 1996-2008.
3. The University of Texas – Pan American, Social Justice Conference, 2011: **Showcasing Community Projects that Work.**
4. The University of Texas – Pan American, Student Leadership Conference, 2011: **Financial Literacy for Young & Aspiring Leaders.**
5. The University of Texas – Pan American, Office of Sustainability, Conference, 2011: **Healthy Food for All.**

HONORS, AWARDS, & SERVICE

- U.S. Air Force Active Duty Honorable Discharge (1990)
- U.S. Air Force Military Officer’s Commendation Letters for Military Achievement
- U.S. Air Force Medal of Good Conduct
- Texas Air National Guard Honorable Discharge (1992)
- Congressional Letter of Commendation for Military Service
- Boys Scouts of America, *Assistant Scout Master*, Troop 7 in McAllen, TX (2010 - 2011)

REFERENCES

See attachment.