

**John J. McGrath, Ph.D.**  
**11 Kendra Court, Ridgefield, Connecticut 06877**  
**Email: Drjjmcgrath@gmail.com • Cell Phone: (203) 240-8702 • Website: mcgrathjohn.com**



## ***Curriculum Vitae***

### **EDUCATION**

**Ph.D.** -- Graduate School of Arts and Sciences, Criminal Justice Program (*Highest Honors*), Fordham University, New York. 1989.

**Dissertation:** “*Comparative Analysis of the National Liberation Movements in Northern Ireland, South Africa and Algeria with Specific Reference to the Development and Interrelationship of Political Ideology and Military Strategy.*”

#### **Post-Doctoral Work:**

Harvard University, Program for Experienced College Presidents, 2014.  
University of Notre Dame, Entrepreneurship, 2000.

**Master of Professional Studies (M.P.S.)** -- Criminal Justice, Long Island University, 1977.

**Bachelor of Arts (B.A.)** -- Philosophy, (*Summa Cum Laude*), Long Island University, 1975.

### **PROFESSIONAL EXPERIENCE**

***American Collegiate Acquisitions, Inc. (ACA) Ridgefield, Connecticut.***  
*Chairman of the Board, Chief Executive Officer and President*

ACA’s mission is acquiring underperforming proprietary colleges and restructuring the academic, administrative and financial operations to create financially healthy institutions of higher education, 2015. The company seeks to turn-around underperforming colleges, including:

- Creating new strategic plans.
- Developing realistic business models that provide attractive return on investment.
- Inspiring strong and entrepreneurial executive management.
- Initiating new undergraduate and graduate degree programs.
- Opening and securing accreditation for new college branch campuses.
- Working with regulatory attorneys, accreditors, and regulators to meet fiduciary responsibilities.

***EVCI Career Colleges Holding Corp. (EVCI). New York, N.Y.***

*Chairman of the Board, Chief Executive Officer and President, 1997-2015.*

EVCI is a public company, originally traded on the Nasdaq, Pacific and Boston Stock Exchanges, that owns and operates proprietary colleges in New York and Pennsylvania. The company acquired three colleges: Interboro Institute, The Pennsylvania School of Business and TCI College of Technology. The combined accreditors and regulators include: The Middle States Commission on Higher Education, The Regents of the State of New York, and the Pennsylvania Department of Education.

**Leadership Abilities:**

- Worked with the EVCI Board of Directors to meet corporate strategic mission.
- Principal liaison between all Boards of Directors.
- Supervised and evaluated College Presidents.
- Chairman of the Executive Committee.
- Developed and executed business plans.
- Experienced with sophisticated financial modeling.
- Identified proper resource allocation and financial controls.
- Overall responsibility for operating and capital budgets.
- Supervised monthly, quarterly and annual financial projection process.
- Provided investors Executive Summaries every month.
- Developed a highly accurate monthly Variance Scorecard to critically compare actual to planned academic, administrative and financial results.
- Developed a monthly Risk and Planned Actions comparative analysis document.
- Provided monthly measurement of revenue, expenses, net income and EBITDA.
- Generated monthly comparative analysis of competitive advantages and disadvantages.

**Additional Competencies:**

- Oversaw all accreditation applications, documents and external reviews.
- Highly successful with Marketing (Search Engine Optimization, Paid Search, and Conversion Optimization).
- Highly successful with Admissions (Competencies of Admissions Representatives) to significantly increase enrollment.
- Very experienced with Retention Models to enhance enrollment and graduation rates.
- Negotiated and executed all real estate contracts.
- Fundraising from donors and represented the College to external constituencies.
- Met with strategic and institutional investors to financially advance company.
- Raised capital to finance new initiatives.
- Collectively raised over \$120 million from public and private investors.
- Experienced with increasing shareholder value.
  - Received “Star Award” from Nasdaq, 2000.
  - Received “Wall Street Bull Award,” 2003.
  - Received “Visionary Award,” 2004.

***TCI College of Technology, (Subsidiary of EVCI). New York, N.Y.***  
*Chairman of the Executive Committee of the Board of Directors,*  
*Chief Executive Officer and President, 2007-2015.*

TCI College is regionally accredited by the Middle States Commission on Higher Education along with the Board of Regents of the State of New York. The College is authorized to offer 21 Associate Degree Programs and has approximately 3,000 students. It has four Academic Divisions: 1) Arts and Sciences, 2) Business and Legal Studies, 3) Engineering and Facilities Technologies, and 4) Health Sciences and Technologies.

***Primary Responsibilities Included:*** Working with the TCI Board of Directors to set the strategic vision and mission for the College, communicate the vision and mission to all internal and external constituencies and secure the needed resources to accomplish the strategic goals.

Specifically:

- Responsible for the academic, administrative and financial operations of the College.
- Managing the administrative, financial, legal and other fiduciary relationships with all public and private shareholders.
- Providing leadership in support of the “Mission of the College.”
- Providing leadership to the Executive Management Team.
- Inspiring entrepreneurship and accountability for entire college community.
- Oversight of the faculty and the promotion of academic excellence.
- Overall administrative departmental oversight for student life including: Admissions, Financial Aid, Academic Advising, Registrar Office, Bursar, Retention Office, Learning Center, Career Placement Office, Library, Information Technology, Human Resources, Student Government,...
- Ensuring academic integrity and high quality of all degree programs.
- Leading efforts to integrate the pedagogical infrastructures at the college.
- Advocating professional development of the faculty.
- Creating annual budgets and updated monthly forecasts, including all assumptions, to reach financial goals.
- Hands-on proactive leadership with respect to continually improving the Balance Sheet, Income Statement and Cash Flows.
- Working with regulatory counsel on compliance.
- Fundraising and serving as an active advocate for the college in the community.

### **Selected Accomplishments**

- Received “Visionary Vanguard Award” from the TCI College Community in recognition of successful entrepreneurial initiatives as Chief Executive Officer and President of the College, 2015.
- Created a culture of innovation and dynamic leadership.
- Created a culture of integrity and complete regulatory compliance.

- Advocated for a culture of shared vision and teamwork.
- Advocated a core value system to have courage, determination and a contagious spirit to do what is right, regardless of the difficulties or consequences.
- Advocacy: Invited to make a presentation to the U.S. Senate Appropriations Committee on “Re-establishing Federal Financial Aid for Ability to Benefit Students,” 2015.

### **Accreditation and Ranking Accomplishments**

- Secured Middle States Commission on Higher Education accreditation for the College. Middle States has accredited five two-year proprietary colleges out of its 527 colleges and universities.
- Secured New York State Board of Regents Reaccreditation for the College.
- Secured recognition from the American Bar Association for the Paralegal Degree Program.
- Ophthalmic Dispensing Degree Program is accredited by Commission on Opticianry Accreditation. It has been consistently rated #1 in New York State.
- Secured accreditation of the Learning Center by College Reading and Learning Association.
- Secured accreditation for the Facilities Management Technology Program by the International Facilities Management Association.
- Engineering Degree Program consistently rated one of the top three Associate Degrees in the United States by “Community College Week.”

### **Additional Accomplishments**

- Opened four new “College Sites” throughout New York City.
- Received “Proclamation” from Brooklyn Borough President for opening a TCI site in the Bedford Stuyvesant section of NYC.
- Developed on-line and hybrid courses throughout the curriculum.
- Created new academic degree program in Robotics and Engineering.
- Partnered with New York City High School Superintendents (who oversee approximately 180 High Schools Principals) with respect to increasing student enrollment at the college.
- Partnered with Pearson Learning to provide General Equivalency Degree (GED) training.
- Significantly improved admissions, retention and graduation rates in all Divisions of the College.
- Advanced TCI’s Career Placement Rates which are consistently higher than 90 percent -- for those students who sought assistance from placement counselors.
- Ex-officio member (President of College) of the Strategic Planning Committee and the Curriculum Committee. Encouraged and created shared pedagogy across the curriculum that integrates theory and professional practice to promote both intellectual and actual competencies to secure gainful employment and/or further higher education.
- Created individualized “Strategic Learning Outcomes” for all academic departments to advance productivity and accountability of the faculty.
- Created new and rigorously evaluated institutional and student outcomes assessment.
- Promoted academic student scholarships in all Academic Divisions.
- Created a culture of service to the students.

- Fostered a culture of continuous improvement through strategic planning, goal setting, assessment and pragmatic use of results.
- Reached agreement with the union for two separate contracts.
- Strong advocate of academic freedom and accountability.

#### **Additional Competencies:**

- Panelist at Middle States Commission on Higher Education Annual Meeting, “What is the Value Proposition of Proprietary Colleges and Universities?” 2006.
- Panelist at the “Association of Career Colleges, Universities and Schools (APSCU) on “Regulatory Compliance” with respect to the U.S. Department of Education, 2014.
- Principal Speaker: “In Defense of Ability to Benefit (ATB) Students”, U.S. Congressional Leaders, 2015.
- Facilitated Articulation Agreements with colleges and universities.
- Completed training for College Presidents by the U.S. Department of Education with respect to federal financial aid guidance, policies, procedures, rules and laws.
- Experienced leadership with respect to Composite Score, Cohort Default Rates, and Gainful Employment metrics and requirements.
- Presidential Lectures to College Community: “Entrepreneurship and Critical Thinking.”
- Research interests: Economics of Higher Education and Investment Strategies.
- Created monthly financial modeling metrics for investors to ensure profitability goals.
- TCI became the second largest two-year proprietary college in the New York metropolitan area.

#### ***Educational Video Conferencing, Inc. (EVCI: Nasdaq, Pacific, and Boston Stock Exchanges). New York, N.Y.***

*Co-Founder, Vice Chairman of the Board of Directors, and President, 1997-2000.*

EVCI’s original mission was to videoconference undergraduate and graduate degree programs from multiple colleges and universities to enhance the academic and professional qualifications of employees at large financial corporations, 1997 to 2001.

#### **Leadership Abilities**

- Negotiated and executed contracts with approximately 20 colleges and universities: University of Notre Dame, Saint John’s University, Adelphi University, Clemson University, Touro College, Manhattan College, Mercy College, Concordia College, and the College of Insurance, ..
- Successfully secured access to over 250 fully accredited undergraduate and graduate degree programs, including Associate Degrees, Bachelor Degrees, Master Degrees, and Doctorates.
- Negotiated and executed contracts whereby EVCI received 50 percent of the tuition from colleges and universities.
- Secured professional continuing education programs from national providers, including: Visiocom U.S.A, Dearborn Institute, and Kaplan Education Centers.

- Negotiated and executed contracts with over 15 corporations including Merrill Lynch for Global Training and Development, Citibank North America, American International Group, Travelers Insurance, Reliance Insurance, General Reinsurance, Zurich Insurance, Lockheed Martin,...
- Secured contract with New York City School Districts. Received recognition from the New York State Council of School Superintendents.
- Partnered with Bell Atlantic to offer “Telecommute to College Program” which became its largest marketing initiative on the eastern seaboard of the United States in 2000. Bell Atlantic provided access for the joint *Telecommute to College Program* to its customer base of corporations and over 25 million households within 13 states from Maine to Virginia. EVCI provided comprehensive training to approximately 900 Bell Atlantic sales executives.
- Secured co-marketing agreement with Excite at Home Telecommunications with access to approximately 60 percent of American public through its affiliated cable companies.
- Entered into agreement with Intel Corporation to provide EVCI with a proprietary system for live interactive multi-media videoconferencing.
- Secured contract with WE MEDIA, (disabled telecommunications).
- Secured contract with the National Football League Players Association.
- Received “Citation” from Congressman Peter King for accomplishments as Chairman, CEO and President of EVCI, 1995.

#### **Media Achievements:**

- Appeared on the “Neil Cavuto News,” television program with a Bell Atlantic senior executive to discuss videoconferencing college degree programs.
- Appeared on “World Business Review” television program with host, former Secretary of State General Alexander Hague, on EVCI’s partnership with Bell Atlantic.

#### **Financial Achievements:**

- Initiated Initial Public Offering at \$12 a share and rose to over \$40 a share in one year.
- Provided vision and leadership whereby EVCI was ranked #1 public company in Westchester County (suburb adjacent to NYC) in 2003.
- Collectively raised over \$120 million from public and private investors.

***Mercy College, Dobbs Ferry, N.Y.*** – Private undergraduate and graduate college with over 10,000 students at five Campuses and seven Extension Centers throughout New York metropolitan area. Accredited by the Middle States Commission of Higher Education.

#### **Special Assistant to the President, 1996.**

Started and ran an initiative called “Educational TeleVideo Communications, (EdTel)” to offer undergraduate and graduate degree programs to non-traditional students throughout New York State. Negotiated and secured contracts with the following corporations:

- New York City Police Department, 1996.
- Chase (Chemical) Bank, 1996.

- Citibank Corporation, 1996.
- First Union Bank, 1996.
- Long Island Savings Bank, 1996.

**Assistant Vice President, 1992-1995.**

Started and ran seven new accredited Extension Centers which registered approximately 1,600 full-time undergraduate students.

- Two in Manhattan, two in Yonkers, Brooklyn, Mount Vernon and Portchester.
- Responsible for writing New York State and Middle States regulation and accreditation documents which were fully approved.
- Responsible for academic, administrative and financial operations of all Extension Centers.
- Won “Program of the Year Award” in New York State for opening the Mount Vernon Extension Center, 1992.
- Won “Program of the Year Award” in New York State for opening the Portchester Extension Center, 1993.
- Received “Key to the City of Mount Vernon, N.Y.” in 1993.
- Added \$2.4 million in annualized net operating profit for the college.

**Dean, White Plains Campus, 1990-1995.**

Chief Administrative Officer of a Branch Campus with over 500 undergraduate and graduate students.

- Created a “Weekend College” (Friday night, Saturday, Sunday) that offered Bachelor Degrees in management, marketing, economics, finance and accounting.
- Brought Master’s Degree Program in Human Resource Management to campus.
- Negotiated and secured contracts with child care agencies for students with children.
- Added \$2.8 million in annualized net operating profit for the college.

**Chairman, Department of Law and Criminal Justice, 1989.**

- Created Licensed Peace Officer Training Program for Court Officers, Correction Officers, Probation Officers, Parole Officers, and Special Security Officers.
- Engaged in outreach initiatives with over 25 police departments, including the NYPD, to recruit students to the college.
- Engaged in outreach initiatives with correctional facilities, including Ossining Correctional Center, Bedford Hills Correctional Center, and Rikers Island Center.
- Hired, evaluated and directed departmental faculty.
- Ensured the quality of all courses in the department.
- Enhanced course curriculum and outcomes assessment.
- Promoted faculty active intellectual engagement in scholarly disciplines.
- Advanced critical thought processes for discovery of new knowledge.
- Created new faculty evaluation metrics.

**Professor, Associate Professor, Assistant Professor, Instructor, 1980-1996.**

- Specializations include: Constitutional Law, Criminal Law, Criminal Procedure Law, Evidence, Paralegal Studies, and Jurisprudence.

- Faculty Advisor for Paralegal Degree Students. Organized “Moot Court Team” that engaged in competition with Fordham University, Pace University, Manhattan College, and Iona College.
- Taught Irish History for the History and Political Science Department.
- Faculty Advisor to Yorktown Campus, 1980-1985.
- Faculty Advisor to Bronx Campus, 1986-1989.
- Voted “Best Teacher” by the student body in 1982.

***Adjunct Associate Professor, Fordham University, Social Theory, 1989.***

***Adjunct Professor, Long Island University, Criminal Justice, 1986-1988.***

***Scholarship as Faculty Member***

- Principal and Organizer: Debate on “Constitutional Constructs for Peace in Northern Ireland,” Fordham University, 1996. Received international press coverage including worldwide coverage by CNN Cable Network.
- Principal Speaker for “Human Rights Symposium,” Pace University School of Law, 1996.
- Principal Speaker: “Criminal Procedure Law: Search and Seizure,” New York City Police Academy, 1996.
- Principal Speaker: “Distance Learning Solutions for Colleges and Universities to Generate Supplemental Tuition Revenue,” Fairleigh Dickinson University, 1996.
- Debate on “Peace in Northern Ireland,” Mercy College, 1995.
- Master of Ceremonies: “Irish Race Convention” at the Jacob Javits Convention Center in NYC, 1994. Endorsed by every major Irish organization in the United States.
- Principal Speaker: Nassau County Police Department, “Constitutional Law and Use of Force,” Nassau County Courthouse, 1994.
- Principal: Debate on “Peace in Northern Ireland,” Manhattan College, 1994.
- Principal Speaker: Constitutional Law Proposals for Ireland,” Rutgers University, 1993.
- Consultant Reader for “Thought Quarterly Review,” Fordham University, 1990-1993.
- Principal Speaker: “Irish Peace Process,” Catholic Alumni Club of the Archdiocese of New York, 1992.
- Expert Witness: U.S. Federal District Court, Immigration and Naturalization Trial, 1989.
- Principal Speaker: “Police Administration and Criminal Justice Ethics,” New York City Police Academy, 1989.
- Principal Speaker: “Constitutional Law and Policing,” Putnam County Sheriff’s Department, 1988.
- Keynote Speaker: “Peace with Justice in Northern Ireland,” Annual Community March, Belfast, Northern Ireland. 1986.
- Principal: Debate on “Violence in Northern Ireland,” Ancient Order of Hibernians, Stamford, Connecticut. 1985. Received national press coverage.
- Keynote Speaker: National Convention of the Ancient Order of Hibernians, Albany, NY, 1984.



- Note: Principal Speaker on Constitutional Law, Criminal Law, Criminal Procedure Law, Evidence and Jurisprudence to many police departments throughout New York State, 1980-1995.

### ***College Committee Leadership***

- Chair of the College Curriculum Committee, 1989.
- Assistant Chair of the College Strategic Planning Committee, 1988.
- Member of College Educational Policy Committee, 1985-1987.

### ***Community Service / Philanthropy***

- University of Notre Dame, Alliance for Catholic Education. Assisted Father Timothy Scully, (Trustee and Fellow of the University and former Executive Vice President of Notre Dame), with the establishment of a “Catholic Retreat Center” at Kylemore Abbey in County Galway, Ireland, 2014.
- Ann’s Place, Ridgefield, Connecticut. Volunteer and donor to support the mission of providing comfort, support and resources to people living with cancer 2013-2015.
- AmeriCares, Stamford, Connecticut. Volunteer and donor to support the mission of responding to major disasters and health crises through the free distribution of medicines, medical supplies and humanitarian aid to hospitals and thousands of health care providers around the world, (Tsunami, Hurricane Katrina, Pakistan Earthquake) 2004--Present.
- Human Services Council, Norwalk, Connecticut: Volunteer to help at risk children, 2011.
- Appointed voluntary Executive Director of “Tara Circle, Inc.,” 1996. Tara Circle was the largest Irish-American Education and Cultural Center in the United States, representing 112 Irish-American organizations in New York, New Jersey, and Connecticut.
- Radio Host: Weekly one-hour radio program “Tara Circle Show,” which was simulcast on three radio stations in the New York metropolitan area.
- President, Ancient Order of Hibernians, Stamford Connecticut, 1984-1985.
- Executive Member, Brehon Law Society of New York City, 1987-1990.
- Criminal Justice Educators Association of New York State, 1980-1995.

### **Law Firm of Bernard Kenny, New York, N.Y.**

Legal Administrator and Paralegal, 1977-1980.

- Primarily engaged in litigation research with respect to trial and appellate memoranda and briefs, 1977-1980.

### **Senior Ocean Lifeguard, Cedar Beach, Town of Babylon, NY.**

- Triathlete and long-distance competitive swimmer, 1971-1984.

### **Personal Information**

- Married with two adult children.
- Excellent health.
- References available upon request.

**Please See Resume for Condensed Academic and Professional Qualifications.**