

JAMES W. PATTI

Accomplished CFO with extensive experience guiding executives, companies and institutions in multiple industries through periods of significant change with creativity, optimism and teamwork.

EDUCATION

Georgetown University, Washington, DC; Master of Business Administration, 1998

Seton Hall University, South Orange, NJ; Bachelor of Science in Finance, 1993

Sophia University, Tokyo, Japan; Certificate in Economics & Asian Studies, 1991

PROFESSIONAL EXPERIENCE

JWPCS, LLC, Business Consultant/Fractional CFO (part time)

Private consulting practice established in 2016 to provide fractional CFO services, entrepreneurship coaching and financial advisory work for clients in a variety of industries. Financial plans, strategic planning, fundraising, leadership coaching, contract negotiation, M&A, debt/equity financing and exit strategies.

Nichols College, Vice President for Planning, 2022-23

Senior executive responsible for strategic & financial planning, marketing, financial aid policy and institutional research. Restructuring and turnaround case for a small, private college with substantial financial challenges.

University of Rhode Island, Director of Administration, Graduate School of Oceanography, 2017-21

CFO/COO role responsible for finance, facilities, human resources, research administration, communications and strategic planning for a leading oceanographic institution with research, educational, policy & outreach operations worldwide. Oversight of a \$50M annual budget comprised of state appropriations, sponsored research and gift monies; responsible for \$200M in capital projects to rebuild campus via debt financing and private support.

Bryant University, Associate Vice President for Strategic Initiatives & Assistant to the President, 2013-16

Cabinet-level VP role with oversight of Human Resources, Athletics, Financial Aid, the Office of Planning & Institutional Research and the President's Office; oversight of \$150M in investments in employee retirement funds; led financial planning for new Physician Assistant program; managed \$15M Athletics budget; reformed \$50M financial aid model resulting in increased yield and record freshmen enrollment; helped negotiate and launch a branch campus in China; supported bond offering for new academic & athletic facilities.

Brown University, Associate Dean for Finance & Planning, Alpert Medical School, 2006-13

CFO role with oversight of a \$150M operating budget for all of Brown's research and educational programs in medicine, public health & the biological sciences; developed financial model for a \$45M renovation project for a new medical school facility enabling a 25% enrollment expansion; oversight of \$275M in endowment and \$60M/year in sponsored research funds; implemented reform of budget process & financial reporting; led efforts to carve out the public health program from the medical school.

Georgetown University, Chief Financial Officer, School of Foreign Service (Qatar) & Associate Director of Development, School of Foreign Service (Washington), 2001-06

CFO role leading the formation and administrative launch of Georgetown's first international branch campus; development & oversight of \$30M budget; managed finance & controller functions with a team of five, responsible for accounting, financial reporting, payroll, tax compliance, purchasing, banking, student accounts and audit; led fundraising initiatives for SFS prospects in Asia, NYC and the Middle East, raising > \$10M in major gifts from alumni and friends of the School.

America Online, *Senior Manager, Business Affairs, 1999-2001*

PriceWaterhouseCoopers, *Senior Associate, Acquisition Advisory Services, 1997-99*

Marriott International, *Financial Analyst, 1994-96*

TEACHING, RESEARCH & PRESENTATIONS

- Bryant University: since 2020, teaching positions with the Departments of Management (MGMT200: Principles of Management; BUS400: Business Strategy), Marketing (MKT410: B2B Marketing; MKT200: Foundations of Marketing) and Economics (ECON114: Macroeconomics).
- Taught “Business & Entrepreneurship” semester-long course to 11 medium-security inmates at the RI Adult Correctional Institute, Fall 2023
- “Growing the RI Blue Economy with Mercenaria Pearl”: \$125K agreement with a private entity to host the production of pearls from quahogs on the Narragansett Bay Campus with URI.
- “Proposal to Acquire & Operate a Regional Class Research Vessel”: \$125M award to URI from the National Science Foundation, April 2017
- “Assessing the Water Quality & Underlying Factors at the Playa Linda Resort”: \$30K contract to determine the root cause of beach degradation and propose solutions at a resort in Aruba.
- "The Academic Impact Reports: Measuring Faculty Productivity at Brown University", NACUBO Annual Meeting, Chicago, IL, (July 2008)
- "Perspectives on the 2008 American Presidential Election", Georgetown University Center for International & Regional Studies, Doha, Qatar, (October 2008)

MEMBERSHIPS, AFFILIATIONS & HONORS

- ❖ Girl Scouts of Southeastern New England (GSSNE): Board Member, Treasurer & Chair of Facilities Task Force, 2015 to 2019
- ❖ National Association of College & University Business Officers, Member, 2002 – present
- ❖ East Greenwich, RI Town Moderator (elected position), 2010 – 2014
- ❖ Rhode Island "40 Under 40" Honoree, Providence Business News, 2009