

## WHO IS DR. L.A. HUFF ?

**Dr L.A. Huff/Economist**<sup>1</sup> is a space less conceptualized human resource capable of successfully carrying out multiple task(s) dedicated to developing emerging market opportunities, achieving business and economic development goals and objectives; including having the ability to coordinate wide spectrums of complex and integrated end users (and clients). The Northeast Corridor, San Francisco Bay Area; including global markets; represent **Dr L.A. Huff/Economist** past and current physical site business entity mobility presence and abilities to perform without being spatially challenged. Business goals include seeking opportunities in the following areas of expertise:

- **Economic Research Projects**
- **Incubating New Business Initiatives**
- **Entrepreneurship, including Human Resource & Economic Development Projects**
- **Sustainable Economic & Community Development Programs**
- **Commercial Diplomacy as Vehicle for Global Change**

Achievements:

### **Dynamic Monitoring / Evaluation Strategist**

- *Designed/helped implement dynamic feedback loop monitoring and evaluation system for successful federal/state level funded programs*
- *Served as program operational level evaluator for the historic New Haven Model City Program*
- *Oversaw a number of special studies and ongoing empirical research projects for the Board of Governors of the Federal Reserve System*

### **Business, Community, & Human Resource Development Planner & Significant Participant**

- *Designed/helped implement a number of business incubation programs & projects, globally*
- *Significant contributor to the design & development of National Development Plans (NDP) for emerging economies*
- *Served as a General Securities Principal (NASD- Series 24) and designed an innovative investment program for small business persons*
- *Served as Country Expert for the Commonwealth Partnership for Technology Management (CPTM)*
- *Served as economic & business/community development consultant for a number of municipalities and corporate interest(s)*

### **Expert in Designing & Implementing Entrepreneurial Training Programs**

- *Designed and helped carryout successful Neighborhood Entrepreneurial Training System (NETS)*
- *Significant contributor to the design & development of National Development Plans (NDP) for emerging economies*
- *Served as founding executive director of a University based Small Business Development Center*
- *Designed and implemented in a number of settings the Dynamic Business Plan Workshop*

### **Options Available for Securing Dr L.A. Huff/Economist's services:**

Combination of salary guarantee, consultant contract, partnership agreement, and/or fee plus expenses

- Public Relations Component

Note: Center for the Establishment of Commercial Diplomacy (CECD) has tax advantages for those interested in assisting in funding CECD's mission

1.

SIC code ( ) classification of **Dr L.A. Huff/Economist** services include:

Commercial Nonphysical Research (8732, including Market analysis, business, and economic research (873201), Economic research (87320104), Economic consultant (87480202), Market analysis or research (87320105 ), Management Services (8741), Management Consulting Services (8742), Business analysis (87320101 ); [Business Services \(73\)](#), including, Lecture bureau (73890104), Speakers' bureau (73890106); [Educational Services \(82\)](#), including, Colleges and Universities (8221), Business training services (824902); [Social Services \(83\)](#), including Job Training and Related Services (8331), Community service employment training program (83310101), Manpower training (83310102), Community development groups (839901), Antipoverty board (83999902), Regional planning organization (83999907), and Social change association (83999908)

# LOUIS A. HUFF, PhD

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## AN ABRIDGED SUMMARY STATEMENT OF SKILLS

Global Economic Projects Business, Community, and Economic Development Projects Public/Private Partnerships

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An accomplished economist and project development leader with domestic and international experiences in designing, developing, implementing, and administering policies, programs, and strategic economic development plans that involve managing multiple objectives and diverse participants.

## Professional History Abstract

### **Faculty Member:**

Commonwealth of Pennsylvania Educational System: 1974 - 2013  
Penn State University/full time  
Lincoln University/full time  
Strayer University/adjunct 2013- 2015

### **Project Development:**

Center for the Establishment of  
Commercial Diplomacy 2009 - present  
San Francisco, Ca.

### **Managing Partner:**

White, Huff, and Associates 2016-present  
Montchanin, De.

### **Adjunct Professor:**

San Francisco State University  
New Course Development-  
International Entrepreneurship 2007 - 2008

### **General Securities Principal**

AXA Financial and MetLife  
DE/NY/PA/CT/NJ 1998 – 2003

### **Principal Economist and Divisional Head:**

Swedish International Development Agency &  
Government of Botswana 1991-1998

### **Executive Director:**

West Chester University, Pa.  
SBDC 1990 – 1991

**Education: PhD, MA, BA, economics, Howard University, Washington, DC**

## **Dr. L.A. Huff Professional Highlights**

*Over the years Dr. Louis Huff has cultivated the reputation as "...a real world economist..." It has been Dr. Huff's view that you need to communicate and make understandable complex ideas and events beyond the narrow audience of theoreticians to "the person in the street" ; and to take pro-active steps toward putting in place, action policy, practices, and effective programs...A summary excursion of his career to date includes: tenures in academia (Lincoln University, Howard University, Pennsylvania State University, and West Chester University); making presentations at technical conferences or delivering talks to more public forums; speaking and making presentations to public legislatures in Delaware, Pennsylvania, Connecticut, New York, U.K., and Southern Africa; serving as a business and community development economist/consultant to such interests as, Sprint, Southland Corp, and the Swedish International Development Agency (SIDA), as well as a number of nonprofit entities; speaking at board meetings and other forums, domestically and globally; including serving a five year tenure as executive producer and host of a regionally televised broadcast ("Economist Corner")...his experience as a small business entrepreneur; including experience as a SEC/NASD licensed general securities principal; has added to his understanding and practical knowledge of how the world of people, business, and the economy work ...real time experience.*

### **AN ABRIDGED SUMMARY STATEMENT OF SKILLS**

*Dr. Louis A. Huff has experience with designing, developing, and managing the financial and/or program resources of various type of entities, including profit, nonprofit, and government agencies that are international/global, national, state, city, or local based. And as a motivated, results-oriented economist with over two decades of experience in assisting people and institutions towards accomplishing their goals. He has demonstrated the ability to design; research & develop; and help implement plans as well as monitor and guide collective energies towards successfully sorting out and accomplishing multiple objectives. His applied research successes have enabled him to provide customized solutions to a diverse client base of individuals, businesses, government entities, and specialized defined targeted market groups. His specialized training and experiences in both financial and economic issues (and concerns), provides clients with an important advantage in the dynamic planning/ implementation/ guiding process. And further, his skills and professional training/experiences are enhanced by his "entrepreneurial way of thinking and approach to the art & science of decision making". His expertise also includes cultivating appropriate public/private partnerships and entrepreneurial management solutions in support of community and economic development objectives. His professional focus has been consistently on the needs of undeveloped and emerging businesses, industries, and economies. And, he has significant experience working with a diverse group of people and communities.*

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### ECONOMIST

Global Economic Issues Entrepreneurship & Community Economic Development Public/Private Partnerships

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**Education:** *PhD, MA, BA, economics, Howard University, Washington, DC*  
*U.S. Grant Foundation, Yale University*

Accomplished economist with domestic and international experiences in designing, developing, implementing, and administering policies, programs, and strategic economic development plans that involve managing multiple objectives and diverse participants.

### CORE COMPETENCIES

<i>Dynamic Monitoring/ Evaluation Strategist</i>	<i>Skilled in Accomplishing Real World Solutions for Economically Challenged Economies</i>	<i>Business, Community, &amp; Human Resource Development</i>
<i>Expert in Coordinating Macro/Micro Issues</i>	<i>Expert in Designing &amp; Implementing Entrepreneurial Training Programs</i>	<i>Knowledgeable in Addressing the Issues of Progress &amp; Poverty</i>

**Career Objectives Include:** Teaching and Economic Research  
Entrepreneurship & Economic Development Projects  
Sustainable Economic & Community Development Programs  
Commercial Diplomacy as Vehicle for Global Change

### Professional History Abstract

<b>Faculty Member,</b>	Commonwealth of Pennsylvania Educational System: Penn State & Lincoln University	1974 - 1990
<b>Project Development:</b>	Center for the Establishment of Commercial Diplomacy	2009 - present
<b>Managing Partner:</b>	White, Huff, and Associates Montchanin, De.	2009-present
<b>Adjunct Professor,</b>	San Francisco State U./course- International Entrepreneurship	2007 - 2008
<b>Business Development Economist, Consultant</b>	Wilmington, De & West Haven, Ct.	2003 – 2006
<b>General Securities Principal, NASD 24,07,06,65,63</b>	AXA Financial & MetLife DE/NY/PA/CT/NJ	1998 – 2003
<b>Principal Economist &amp; Divisional Head</b>	headquartered at the Botswana Technology Centre (BTC) and position funded by the Swedish International Development Agency (SIDA), Botswana, incl. sub – Saharan African Regional Governments, & The Commonwealth Partnership on Technology Management (CPTM/UK)	1991 - 1998
<b>Executive Director &amp; Business Development Economist, SBDC</b>	West Chester University, Pa.	1990 - 1991

### Community Service:

Founding Executive Director, Neighborhood Entrepreneurial Training Systems (NETS) De/ Pa/NY  
Technical Advisor, Botswana Association of Small Enterprises (BASE) sub-Saharan Africa

### Professional Memberships:

*American Economic Association (AEA) / Western Economic Association International (WEAI)*

*numerous books and publications*

*Papers Presented at Technical and Professional Meetings*

*Huff, L.A. "The Social Opportunity Cost of Public Subsidized Employment: Comments", Presented at the Western Economic Association's 59th Annual Conference, Los Vegas, June 24th, 1984.*

*Huff, L.A. "Correctional Work and Macroeconomic Planning: Towards a New Direction", Presented at the Atlantic Economic Society's 18th Annual Conference, Montreal, Canada, October 12th, 1984.*

*Huff, L.A. "The Economic and Social Security Status of the U.S. Black Population: Towards a Solution", Presented at the ASALH 69th Annual Conference, Washington, D.C., October 19th, 1984.*

*Huff, L.A. "Centralized Private Sector Planning Within the U.S. Black Sub-Economy as a Viable Economic Development Strategy", Presented at the International Atlantic Economic Society's 19th Annual Conference, Rome, Italy, March, 1985.*

*Huff, L.A. "An Innovative Strategy to Capital Formations in the U.S. Subsector Economy: A Review and Analysis", Presented at the Annual Meeting of the Atlantic Economic Society, Washington, D.C., September 1st, 1985.*

*Huff, L.A. "Entrepreneurship and Economic Development - An Innovative Approach to an Old Problem", Presented at the 16th Annual Conference of the Eastern Economic Association, Philadelphia, Pa., April 26th, 1986.*

*Huff, L.A. "Micro-Foundations of Factor Market Failure - Case of a Labour Intensive Sub-Economy", Presented at the 61st Annual Meeting of the Western Economic Association, San Francisco, Ca., July 5th, 1986.*

*Huff, L.A. "Creating a Conducive Environment for Attaining a Sustainable Small Scale Business Sector", Presented at the Ministry of Commerce and Industry's Industrial Extension Coordination Committee Small Scale Entrepreneurs' Workshop, Gaborone, Botswana, Southern Africa, March 9th, 1995.*

*Huff, L.A. "Employment and Macro-Economic Performance in Botswana: Role of the Botswana Technology Center (BTC) as a National Policy Advisor and Role of the Central Statistics Office (CSO) as Primary Data Source Provider to BTC as one of its Major End Users", Presented at the 1991 Census Dissemination Seminar, Gaborone, Botswana, May 4th 1995.*

*Huff, L.A. "Age of the Quickening and the Economic Behavioral Model of Mixed Entrepreneurism" Western Economic Association International 84th Annual Conference Special Session: ANTI-POVERTY PROGRAMS AROUND THE WORLD, Vancouver B.C., Canada, July 3, 2009*

#### *Journal Articles and Other Publications*

Huff, L.A., and Davis, F.G. "The Economics of an Unorganized Economy", Publ. by *Debate and Understanding*, vol1, no 3, 1978.

Huff, L.A. "An Evaluation of the Learn Earn Advancement Program", final report submitted to the Pennsylvania Department of Education, Harrisburg, Pa., 1980.

Huff, L.A. "Economic Development Program and Research on the Point Breeze section of South Philadelphia, final report to UNICEF, Inc and U.S. Department of Labor, Phila., 1980

Huff, L.A. "Institutional Planning in Higher Education", publ by Pa. Journal of Higher Education, Summer Issue, 1980.

Huff, L.A. "Economic Signals of Small Business Activities", final report to the Business Development Organization (BDO), UNH, 1981.

Huff, L.A. "Economist Corner", syndicated column publ. and distr. by HEDCO, New Haven, Ct., 1981-82.

Huff, L.A. "Combination of Technical and Fundamental Analysis of Emerging Growth Companies' Equity Issues", report to Patten Securities Corporation, Maple Shade, NJ, 1983.

Huff, L.A. "Correctional Work and Macroeconomic Planning: Towards a New Direction", *Atlantic Economic Journal*, vol xii, no 1, March 1985.

Huff, L.A. "Private Sector Planning within the U.S. Subsector Economy", *AEJ*, vol xiii, no 3, September 1985.

Huff, L.A. "An Innovative Strategy to Capital Formations", *AEJ*, vol xiv, no 1, March 1986.

#### *Most recent book published*

Huff, L.A., *The Age of the Quickening, Mixed Entrepreneurism: An Understanding of Micro-Human Behavior in a New Age Macro-economy*, Red Lead Press, Pittsburgh, PA 15222; ISBN: 978-1-4349-6232-4; April/2009

# TDC:

## A Positive Vehicle For Change

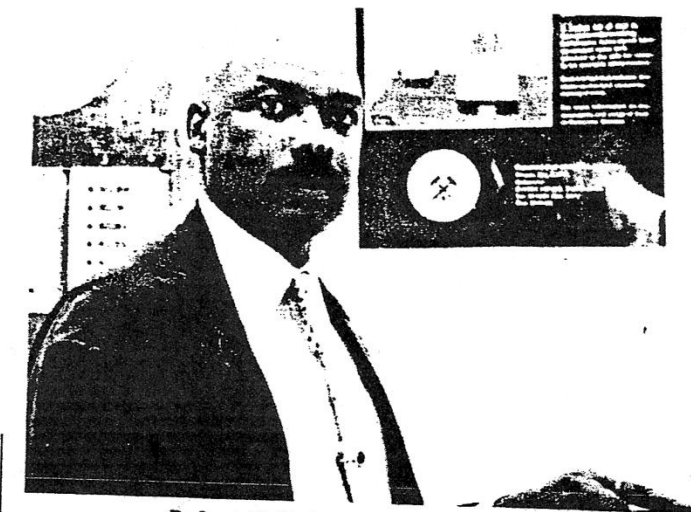
The Principal Economist and divisional head of the Technical Assessment Unit (TAU), Dr LA Huff, recently addressed delegates at a Scientists/Entrepreneurs Symposium held in Gaborone. The following is his edited speech.

### SYNOPSIS

An important career goal of mine includes dedicating my professional and intellectual energies towards the realisation of a newly industrialized African Nation. The intent of this meeting and my discussion with you today in reference to the new initiative that is being put forward at this meeting, is indeed consistent with my aspirations and professional direction.

Now, the reasons that there are no Newly Industrialized Economies (NIEs) in Africa to date can be rationalized in a multiplicity of ways. But we can summarize these rationalizations under one primary explanation, "The lack of the creative application of Human Capital to Problem Solving".

That is, part of the "rationalization" can be attributed to financial resource shortages (money), but the overwhelming factor that has contributed greatly to the current deficiency in the industrialization process in Africa is what we can refer to as the "imagination gap" (which we shall discuss later). But, it is in this context that I confidently say, "that here in Botswana there is a National Readiness" for successfully establishing such a new initiative as put



*Dr Louis Huff: there is a national readiness in Botswana for such a new initiative*

forward today. And this new initiative will be a positive signal that there is indeed a National Readiness to move forward with an effort towards Science led Development. This initiative includes the establishment of a proposed Technology Development Club (TDC).

My discussion will cover:

- \* The logic for establishing a TDC, with a rationalization in terms of applying a classical economic theory;
- \* A review of "lessons to be learned" from other places; especially the NIEs of Southeast Asia;
- \* TDC as positive vehicle for change, including its prospective membership and agenda;
- \* The Creative Partnership - Entrepreneur/Technologist and
- \* A final note on the significance of the "Botswana/African Entrepreneurial Culture"

### INTRODUCTION

The President of Botswana, Sir Ketumile Masire, pointed out recently (at the Presidential Forum on S&T) the glaring gap between developing economies, especially African nations and the more de-

veloped industrialized states. That "gap" which he was referring to includes the gap in the percentage of Gross National Product (GNP) dedicated to Science and Technology type of expenditures. That is, developing economies spend drastically less than their more developed counterparts.

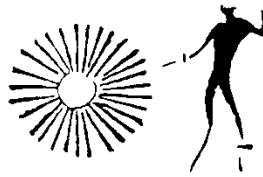
He also referenced the success of the newly industrialized Asian "miracle" states and their successful efforts towards Science and Technology (S&T) led development. In this context, Sir Ketumile committed Botswana to a more aggressive direction supportive of S&T led development. In this light, we are putting forward a specific initiative earmarked to establish a Technology Development Club (TDC). The TDC will be designed to address the broad mission of achieving a greater effort towards providing for a more Science and Technology (S&T) literate Botswana entrepreneurial community as well as a more (S&T) literate citizenry in general.

And, given this purpose, the TDC, through the informal networking established between entrepreneur and scientist, should facilitate, a greater effort towards a more diversified spectrum of products and entrepreneurial

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## THE BOTSWANA TECHNOLOGY CENTRE

23 December 1995

To Whom It May Concern,

Dr. L. A. Huff will be leaving the employment of the Botswana Technology Centre (BTC) sometime late 1996. In the short five years he has worked for BTC he has secured a place in Botswana's history as a significant contributor to this nation's economic development. His ideas as an economist have been integrated into the Botswana National Development Plan Eight.

LA's efforts in the context of pursuing creative institutional linkages, advise to Industry and the business community, as well as the national workshops, conferences, seminars, etc. that he has successfully facilitated, are all achievements reflective of his hard work and innovative professional character.

Whatever professional pursuit Dr. Huff endeavors upon, we do hope he will continue to be professionally active in his second home, Southern Africa.

Faithfully,

John Diphaha  
Managing Director

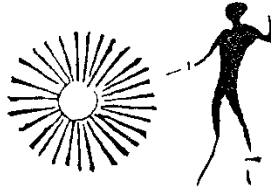
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M. MBAKANYI, F.O. MOTLATHEFI, G.I. MOTSEMMI, T.E. SEBETSE, T. THOU



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## THE BOTSWANA TECHNOLOGY CENTRE

21 December 1996

To Whom It May Concern,

As Manager of the Technology Information Services Division of the Botswana Technology Centre, I have had the fortunate pleasure of working with Dr. L.A. Huff, who was Divisional Head of the Technology Assessment Unit. He was without question the most helpful and knowledgeable colleague, not only to senior management, but just about everybody he came into contact with. Many of my Divisional programmes were launched and successfully assisted through the efforts of Dr. Huff.

I'm thoroughly convinced that where ever or whatever Dr. Huff chooses to go and do professionally, the institution, individuals, etc who will be affected by his efforts or associated with him will be significantly better off because of it.

Thank you.

Sincerely yours,

K.B. Basaako

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