

STEPHEN F. MAYER, Ph.D., P.E.

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EDUCATION / LICENSES / AWARDS

STATE UNIVERSITY OF NEW YORK AT BUFFALO

Ph.D., Doctor of Philosophy, 2005 ⁽¹⁾ ⁽²⁾

M.B.A., Business Administration, 1983

B.S.C.E., Civil Engineering, 1980

SYRACUSE UNIVERSITY

B.S., Forestry, 1974

SUNY COLLEGE OF E.S. & FORESTRY

B.S., Photogrammetric Engineering, 1974

- Licensed Professional Engineer - New York 1983, Maryland 1987, Virginia 1988
- NYS Society of Professional Engineers - Statewide Award - P.E. Manager of the Year (1999)
- NYS Society of Professional Engineers/Erie-Niagara Chapter - Engineering Manager of the Year (1999)
- US Customs Service Award of Appreciation for Technological Leadership

⁽¹⁾ **Ph.D. Dissertation Title:** *Sources of Competitive Advantage in US Engineering Firms*

⁽²⁾ Program of Study – Economic Geography, International Trade and World Business

ACADEMIC EXPERIENCE

Niagara University, Niagara University, New York

2005-Present

Assistant Professor

Teach capstone business research and strategy courses and international management in the MBA program. Teach international management and entrepreneurship courses in the undergraduate business program.

Director-Technology Transfer Center (2008-present)

Direct the technology transfer center, one of four universities in a statewide consortia affiliated with Syracuse University Law School and funded by the New York State Office of Technology and Research. Direct graduate student research teams in assisting new or established businesses to commercialize new technologies in areas such as life and material sciences.

PARSONS CORPORATION (PART TIME), WASHINGTON, D.C.

2005 – Present

Market Development/Special Projects Consultant– Public/Private Programs

Provide consulting services to a major global engineering firm specializing in projects in the public private partnership market. Work on projects throughout the world focusing on planning, design, financing, implementation, and operational issues.

PROFESSIONAL EXPERIENCE(MOST RECENT)

BUFFALO AND FORT ERIE PUBLIC BRIDGE AUTHORITY, Buffalo, New York

1993 -2003

The Peace Bridge (U.S./Canada) is one of the world's busiest commercial crossings with \$40 billion in annual merchandise trade.

Co-Chief Executive Officer – General Manager/Operations, Peace Bridge

Served as General Manager and American Officer in a co-CEO model. Led an organization of 110 U.S. and Canadian (union & non-union) employees with \$33 million in revenues and a \$24 million operating budget in

a politically complex, environmentally sensitive, and technologically challenging environment. Consulted with business, community, and special interest groups. Oversaw capital programming, bridge/facilities maintenance, and general operations. Completed a \$53 million public bond offering. Prepared and tracked annual operating and capital improvement budgets. Recruited, trained, mentored, and developed staff. Negotiated agreements with labor and government stakeholders.

PROFESSIONAL EXPERIENCE (PRE-1993 SUMMARY)

President, Engineering Manager, Marketing Director, Village and Town Engineer 1977-1993
Worked in the employ of four different engineering firms assuming ever increasing responsibilities and roles in developing infrastructure for both public and private sector clients.

PROFESSIONAL AFFILIATIONS

International Bridge, Tunnel & Turnpike Association (IBTTA), Board Member (1995 - 2000; 2002); President (2005); Member, Board of Regents for IBTTA Leadership Academy (2007 – 2010). Active Past President. Currently teach the strategy module in the Association’s Leadership Academy. The Academy prepares senior managers for General Manager roles and includes students from toll agencies throughout the world.

Association of International Border Agencies (AIBA), President (1997 - 1999); Board Member (1994 - 2002)

Bridge and Tunnel Operators Association (BTOA), Board member (1993 – 2003); President (2002 - 2003)

Continental One-International Trade Corridor, Founding Member and Board Member (1999 - Present)

Town of Aurora, NY, Board Member, Planning and Conservation Board (2002 - Present)

American Society of Civil Engineers, Member (Co-Chair, Transportation & Development Institute, Subcommittee on Homeland Security-Professional Discourse, 2004-2005)

PRESENTATIONS

Over a 30 plus year career have delivered in excess of 50 professional presentations to groups such as the Buffalo World Trade Association, the International Bridge, Tunnel and Turnpike Association, the American Consulting Engineers Council, the Strategy Institute of Canada, the Society for Marketing Professional Services, The American Society of Civil Engineers, The SUNY at Buffalo School of Engineering, the Border Trade Alliance, The CAN-AM Border Trade Alliance, and numerous community groups. Have also testified before New York State Legislative Committees and US Congressional Committees on topics related to infrastructure development, public private partnerships, infrastructure security, and international trade.