

DAN J. SMITH

**9911 Pico Blvd., Suite 800
Los Angeles, California 90035
(310) 556-4170**

PROFESSIONAL EXPERIENCE

**THE CORPORATION FOR AMERICAN EDUCATION
Hawthorne, California**

October 1982
- Present

President

- Owner of company that provides management services to colleges and universities by assembling ad hoc groups of professionals to do compliance, financial, and administrative problem-solving.
- Appointed by Governor's office to negotiating team that drafted the Private Postsecondary and Vocational Education Reform Act of 1997.
- Author, *Smith's Annotated California Education Code* (900 pages)
- Served as President of Morristown College, Morristown, TN, as part of a institutional rehabilitation project.
- Participated as consultant and principal architect of an effort initiated in 1984 by the U.S. Department of Education to develop new management tools to assist universities at risk:

Conceived and developed the Fisk University Board of Advisors, a distinguished group of management, education, and development professionals recruited nationally to oversee private assistance to Fisk University (1984);

Conceived, and directed the Fisk Management Assistance Project (MAP), a 12-month, volunteer-based consulting project that aided Fisk's survival and served as a national model for a new approach to schools at risk (1985); and

Was principal editor of the 600-page Fisk University Five Year Strategic Plan: 1986-91, a \$51 million plan containing 80 objectives designed to re-establish Fisk as a leading university (1985-1986).

March 1981
- October 1982

WHITE HOUSE OFFICE OF POLICY DEVELOPMENT
Washington, D.C.

Senior Policy Adviser (Last position; -- received promotion)

- Responsible for providing policy development and administrative support for the White House Cabinet Council on Commerce and Trade.
- Was the White House Representative to the April 1981 talks in Tokyo with the Government of Japan on U.S.-Japanese automobile trade.
- Chaired two Cabinet Council Working Groups:
 - Small Business Policy; and
 - Minority Business Policy.
- Supervised the creation of the 1982 State of Small Business: A Report of the President, a 360-page report to the Congress.
- Received Top Secret Security Clearance.
- Participated in a NATO-related military and economic study mission to West Germany, Belgium, and the United Kingdom in June and July, 1981.
- Participated in the framing of Administration policies on the maritime industry and enterprise zones.
- Was the principal author of Presidential Executive Order Number 12320 concerning higher education (Sept., 1981).

April 1979
- March 1981

THE CENTER FOR NONPROFIT MANAGEMENT
Los Angeles, California

President and Executive Director

- Founded and managed a first of its kind nonprofit organization that provides a variety of high quality, low-cost management consulting and education services to 500 nonprofit organizations in Southern California.
- Developed new methods for recruiting, training, and deploying MBAs and other professionals to serve as volunteer management consultants and trainers to non-profit institutions.

August 1973

FIRST INTERSTATE BANK OF CALIFORNIA

- April 1979

Los Angeles, California

Assistant Vice President and Manager (Statewide) Urban and Community Services (Last position; received four promotions)

- Principal bank officer responsible for developing policies and strategies to improve urban areas.

Responsible for management of a million dollar portfolio of Bank urban and community involvement programs.

- Vice President of the Bank's Charitable Foundation; supervised an annual contributions program of \$2 million.

Secretary of the Bank's Social Policy Committee.

Departmental Strategic Planning Officer, 1976-1979.

Initiated and managed the first Braille banking program for the visually handicapped in the Western United States.

EDUCATION
1976-1978

CLAREMONT GRADUATE SCHOOL, Claremont, California
Post-graduate work in Executive Management.

-- Study emphasized management of large governmental, corporate, and nonprofit organizations; studied under Peter F. Drucker.

1973

OCCIDENTAL COLLEGE, Los Angeles, California
Master of Arts in Urban Studies.

-- Work focused on urban economics. Thesis on Impact of General Revenue Sharing on State of California. Received scholarship.

1972-1973

CORO FOUNDATION, Los Angeles, California
Certificate in Public Affairs.

Selected from among 500 in a national competition to be one of 24 Coro Foundation Fellows. Served month-long internships with L.A. City Department of Water and Power, Joint Council of the Teamsters Union, Los Angeles Newspaper, Economic Resources Corporation, and the Center for Social Research. Directed successful state-wide new voter effort against ballot proposition during November, 1972 election campaign internship. Received fellowship.

1968-1972

UNIVERSITY OF SOUTHERN CALIFORNIA,
Los Angeles, California

Bachelor of Arts, English.

- Senior recognition at graduation.
- During senior year was paid staff director of the \$1.1 million student-funded Norman Topping Student Aid Fund for Low Income Students; co-founded fund during sophomore year.
- Served two years as director of student community action agency having 1,000 volunteers and 16 projects.

1972

CAMBRIDGE UNIVERSITY (Trinity College)
Cambridge, England

Certificate. Summer program for foreign students.

- Studied Shakespeare and modern Britain. Selected by USC to participate in program.

PUBLICATIONS

- Co-Author, *The Talk of Washington: An Uncommon Dictionary of the Language of Government* (1989).
- Authored several op-ed articles, including ones for the *Los Angeles Times* and the *Santa Register*.

*CIVIC,
EDUCATIONAL,
& CHARITABLE
INVOLVEMENTS*

- Chairman, Board of Directors, the National Center for Neighborhood Enterprise (Washington, D.C.) (1984-1987).
- Commissioner, California State Commission for Economic Development (Gubernatorial Appointment) (1979-1982).
- Adjunct Professor of Management, School of Management, School of Business and Economics, California State University, Los Angeles (1976-1980).

*AWARD
& HONORS*

- Elected President Emeritus, Morristown College (1987).
- Conferred rank of Distinguished Professor, Prairie View A&M University, Prairie View, Texas (1982).
- National Citation for Volunteerism, National Center for Voluntary Action (1971).
- Citation for Community Involvement, Los Angeles City Council (1971).

REFERENCES

References will be provided upon request.