

SETH A. GROSSMAN, Ph.D.
POB 111, Harpursville, NY 13787
973-493-4251
cpsgrossman@aol.com

CURRICULUM VITA

EDUCATION

Ph.D. - (2008) Public Administration, Dissertation: "The Role of Entrepreneurship in Public-Private Partnerships: The Case of Business Improvement Districts", Rutgers University, School of Public Affairs & Administration, Newark, NJ. - PKK Honor Society

CERTIFICATE IN BUSINESS DISTRICT MANAGEMENT, (2006), Rutgers University, School of Public Affairs & Administration, Newark, NJ.

CERTIFIED PUBLIC SUPERVISOR, (1989) State of NJ, Trenton,, NJ

ED.M. – Education – (1981) Arts & Human Development, Rutgers University, New Brunswick, NJ.

B.A. – Humanities – (1980) Edison State College, Trenton, NJ.

PROFESSIONAL CERTIFICATION – (1976) Hartt College of Music, University of Hartford, W. Hartford, CT. Studied with Arnold Francetti.

PUBLICATIONS

Books

Non-Fiction

Grossman, Seth. A., (2018) Exploring Our Humanity: A Curriculum for Enhance Living, Infinity Publications, West Conshohocken, PA

Grossman, Seth A, (2016), The Business District Improvement Movement, Routledge-CRC Press, NY, NY

Grossman, Seth A. & Marc Holzer, (2016) *Partnership Governance in Public Management*, The Public Solutions Handbook Series, Routledge, Taylor & Francis Group, New York, NY

Grossman, Seth A., (2006), Business Improvement District Handbook, NJMDA, Verona, NJ

Fiction

Grossman, Seth A., (2015), "The Neologist", novel, Infinity Publications, West Conshohocken, PA

Articles

Grossman, Seth A. (2017), *Trust in Public Service Competency*, Building a Public Sector -Oriented Government and Administrative System Innovation, Cambridge Scholars Publishing, Newcastle, UK

Grossman, Seth A. (2016), *Identity Management and the Digital Marketplace*, white paper, Newark, NJ

Grossman Seth A., (2015), BID Manager Contracts & Performance Agreements, Downtown NJ, Inc., New Brunswick, NJ

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Grossman, Seth A. (2015), "Partnership Governance", 2015 International Conference on Public Policy, Milan, Italy

Grossman, Seth A. (2015) BID Manager Contracts & Performance Agreements, Downtown New Jersey, Inc Conference, Rahway, NJ (<http://www.downtownnj.com/wp-content/uploads/2015/06/BID-CONTRACTS-PERFORMANCE-WORKSHOP-2015Participants.pdf>)

Grossman, Seth A. (2014) PPP, BID & Managed Business District Performance Survey, Downtown, NJ, Inc., New Brunswick, NJ, (<http://www.downtownnj.com/wp-content/uploads/2015/06/PPP-BID-PERFORMANCESURVEY20141.pdf>)

Grossman, Seth A. (2013), Understanding Performance Measures for Public-Private Partnerships: Starting off on the Right Foot, 2013 International Conference on Public Private Partnerships: "Global challenges in public private partnerships: cross-sectoral and cross-disciplinary solutions?", Antwerp, Belgium

Grossman, Seth A. (2012), Elements of strategic public-private partnership management: Examining the promise and performance criteria of business improvement districts, The Sixth Sino-US Public Administration International Symposium, June 5th-6th, 2012, Renmin University of China, Beijing.

Grossman, Seth A.,(2012), Introduction to Special Issue on Public-Private Partnerships: The Emerging Role of Partnership Governance, *Public Performance & Management Review*, Vol. 35, No. 4, June 2012, pp. 575-577.

Grossman, Seth A., (2012), The Management and Measurement of Public-Private Partnerships Toward an Integral and Balanced Approach, *Public Performance & Management Review*, Vol. 35, No. 4, June 2012, pp. 595-616.

Grossman, Seth A., (2011), Elements of strategic public-private partnership management: Examining the promise and performance criteria of business and economic development partnerships in public organizations, 7th Transatlantic Dialogue on Strategic Management of Public Organizations ,Rutgers University, Newark, New Jersey – June 2011

Becker. Carol J., Seth A. Grossman & Brenda Dos Santos, (2011), Business Improvement Districts: Census & National Survey, International Downtown Association, Washington, DC

Cole, Thomas J.B. & Seth A. Grossman, (2010),"The Chestnut Hill Business Improvement District: Learning from other BIDs (case study) Vol. 3, No. 1, pp. 125-138, *Drexel Law Review*, Drexel University, Philadelphia, PA

Grossman, Seth A, (2010), Business Improvement Districts: Promise and Performance, Editor's Introduction, *Public Performance & Management Review*, Vol. 33, No. 3, March 2010, pp. 355-360. 2010 M.E. Sharpe, Inc., New York, NY

Grossman, Seth A,(2010), Reconceptualizing the Public Management and Performance of

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Business Improvement Districts, *Public Performance & Management Review*, Vol. 33, No. 3, March 2010, pp. 361–394, 2010, M.E. Sharpe, Inc., New York, NY

Grossman, Seth A., (2010), Public-Private Partnerships: Business Improvement District Collaboration in Philadelphia PA, Spring 2010, *The Public Manager*, Vo. 39, No. 1.640 King Street Box 1433, Alexandria, VA

Grossman, Seth A. (2009), Business District Management Certification Program, Rutgers University, School of Public Affairs & Administration, Newark, NJ

Van Ryzin, Gregg, Seth A. Grossman, Erik Bergrud;& Laurie Di-Pavova Stocks, (2009) Portrait of the social entrepreneur: Statistical evidence from a US panel, *Voluntas: International Journal of Voluntary and Nonprofit*, Volume 20, Number 2/June, 2009,pp. 129-140, Springer, Netherlands

Grossman, Seth A, (2008),"The Case of Business Improvement Districts: Special District Public-Private Cooperation in Community Revitalization", *The Public Performance & Management Review*, Vol. 32, No. 2, pp. 290-308, Dec. 2008, M.E. Sharpe, Inc., New York, NY

Listokin, David, Seth A. Grossman, and Stuart Koperweiss, (May 2008), "Special Improvement Districts (SID): A Downtown Revitalization Strategy for Communities in the Meadowlands, The Meadowlands Institute, Rutgers University, New Brunswick, NJ

Grossman, Seth A., (2008), *The Role of Entrepreneurship in Public-Private Partnerships: The Case of Business Improvement Districts*", (dissertation. advisor Marc Holzer), Rutgers University, Newark, NJ

Grossman, Seth A. (2003), *Urban Enterprise Zone Program Policy & Procedures for Business Improvement Districts, UEZ Program* , State of New Jersey, Trenton, NJ

EXTERNALLY FUNDED RESEARCH & PLANNING

- 2017** - Management, planning and implementation - Bloomfield Avenue-Lower Broadway BID (BALB) North Ward BID planning, Newark, NJ
- 2016** - Management, planning and implementation -West Ward BID, Partnership West, Inc., South Orange Avenue, etc., Newark, NJ
- 2015** - Management, planning and implementation - Bergen-Lyons-Clinton SID (BLCSID) North Ward & South Orange Avenue-West Ward BID planning, Newark, NJ
- 2012** - Downtown Revitalization Study Frenchtown Borough, NJ, USA
- 2011** - Nationwide study of BIDs in the USA, funded by the International Downtown Association, Washington, DC
- 2010** - Planning & Feasibility Study for Flemington, Business Improvement Districts, NJ

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– funded by the Borough of Flemington, NJ

- 2010** - Business Improvement Districts - National Census and Survey, International Downtown Association (IDA), Washington, D.C
- 2000 -to 2010** Planning & Feasibility Studies for Business Improvement Districts in New Jersey: Audubon, Gloucester City, Seaside Heights, Collingswood, Franklin Township (Somerset), Flemington, Passaic, Point Pleasant Beach, Lambertville, Scotch Plains, Wildwood, Washington Borough, (3) Newark, NJ – funded by the State of NJ.
- 2009** - Planning & Feasibility Study for Palmyra Business Improvement Districts, NJ
– funded by the State of NJ
- 2008** - Parking & Wayfinding Study for the Ironbound Business Improvement District – funded by the State of NJ – Smart Futures.
- 2007** - Downtown Revitalization Study for Communities in the Meadowlands – funded by the NJ Meadowlands Commission.
- 2006** - Comprehensive Neighborhood Revitalization Planning Study for the Ironbound, Newark, NJ – funded by the State of NJ.
- 2003** - Feasibility Study of Centralized Special Improvement District (SID) management and Integrated Service Capability - funded by Jersey City Economic Development Corp., Jersey City, NJ
- 2002** - Parking Infrastructure Improvement Study for the Ironbound Business Improvement District – funded by the State of NJ.
- 2000** - Planning & Feasibility Study of the Ironbound Business Improvement District, Newark, NJ – funded by the City of Newark, NJ
- 1997** - Planning & Feasibility Study for Newark Downtown Business Improvement District, NJ – funded by the State of New Jersey

TEACHING

- 2016** - Dissertation Committee Member, School of Public Affairs and Administration
Rutgers University - Newark, Jung ah (Claire) Yun, Creating Public Values through Cross-sector Collaboration: Case of Business Improvement Districts in New Jersey.
- 2014 to Present:** Partnership Intensive Courses, Cooperative Professional Services, Frenchtown, NJ
- 2010** – Design – Public Private Partnership Administration Program (PPPA). Rutgers University-School of Public Affairs & Administration, Newark, NJ
- 2006 – Present:** Designed, instruct, and direct the Business District Executive Management Certification Program with the Rutgers University – School of Public Affairs & Administration,

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Newark, NJ – first of its kind online training program for professional business district managers worldwide.

1995-1998 - Business Improvement District Program, State of NJ, Trenton, NJ

SPEAKER/ LECTURER

Suffolk University: The Future of Public Service, Leadership Newark, NJ, American Society of Public Administrators, International Conference on Public Private Partnerships (Antwerp & Milan), International Downtown Association, National Center of Public Performance, Public Performance Measurement and Reporting Conference, New Jersey League of Municipalities, NJ State Chamber of Commerce, NJ Neighborhood Preservation Program, NJ Affordable Housing Network, Rutgers University-School of Public Affairs & Administration, New Jersey Department of Community Affairs, Leadership NJ, Downtown Pennsylvania Conference, 7th Transatlantic Dialogue on Strategic Management of Public Organizations, Rutgers University, Newark, New Jersey.

Keynote speaker -Downtown New Jersey Conference. **Keynote speaker** - Downtown New Jersey Conference. **Keynote speaker** - International Cities & Town Centers Society, Hobart, Australia.

ADDITIONAL TRAINING, EDUCATION EXPERIENCE

2017 to present: Russell Scott: Enlightenment Intensive, Toronto, Canada

2012 - 2016: Clare Soloway - Satori and Enlightenment Intensive, UK and Germany.

2004 - 2016: Landmark Education Corporation, NY, Full and graduate curriculum

1998 - 2002: Shambhala Meditation Training, New York City, NY, and Philadelphia, PA

1997 - 98 : Justin Sterling, NYC, NY

1996 - 2004: Paul Lowe Seminars, NY

MUSIC

Recordings

2016 - Seth Andrew Jazz, Sampler, SethAndrewJazz.com, Miller Productions, Plainsfield, NJ

2007 - Rev. Truman Goines: Livin' & Lovin' In The Sourlands, Squirrel Ranch, Hamilton, NJ

2006 - The Legend of Bliggins & Goines, Vol. 2, Squirrel Ranch, Hamilton, NJ

2004 - The Legend of Bliggins and Goines, Vol. 1, Squirrel Ranch, Hamilton, NJ

1997 - Seth Andrew: Rumble, Rattle & Roar, Sorcerer Sound, New York City, NY

Ensembles

2014 -present - Seth Andrew, Jazz, vocalist.

2005 - 2014 - Rev. Truman Goines Folk/BLues. Singer/Songwriter, Guitar & vocals

1988 - 2005 - Seth Andrew, Singer/Songwriter. Blues/Jazz, Pianist and vocalist

1980 -1986 - Teachers Plus Three - Soul R&B. Keyboards

1979 - 1980 - Turbo Gheezho - Jazz fusion, keyboards and composer.

1978 - NJ Improvisational Jazz Ensemble. Keyboards

1977 - 79 - Modulus - jazz fusion as pianist, keyboards, and composer.

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1975 - 76 - TRIAD, Jazz. Keyboards, composer
1973 - 74 - Your Mama's Belly, Folk, Stand-up bass
1971 - 1973 - The Ripsnorters - Rock & Roll, percussion.

EMPLOYMENT – EXPERIENCE

Over 40 years consulting, teaching, planning, implementing, and managing effective public-private partnerships and public services that provide community and economic development, interface business with the public sector, resolve private sector conflicts in community settings, and provide for effective planning and implementation of organization and entrepreneurship technologies. A life of public service, education, and management serving as an officer on numerous community boards, non-profits organizations, and governmental committees including: City of Trenton, NJ Zoning Board President, Mercer County Human Services Advisory Board, The Trenton YMCA, Trenton Kiwanis Club-Vice President, Friends of (Trenton) Ellarslie Museum, Newark Work Force Development Board, New Jersey Managed Districts Association Founder & President, Downtown NJ, NJ League of Municipalities, the International Downtown Association, and elected Councilman-Borough of Frenchtown, NJ.

1998 to present: President - Cooperative Professional Services (CPS) providing professional community and economic development planning, management, organizational, and communications services. Expert in Business Improvement Districts and public-private partnership planning and management. One First Place in 2012 for Ironbound BID Visitors Guide with NJ Dept. of Travel & Tourism, and 2008 International Downtown Association - Downtown of the Month Award. CPS specializes in the management and planning of over 50 business improvement districts and non-profits: act as CEO of the Newark, NJ - Ironbound Business Improvement District from 2002 to 2022, CFO of the Newark, NJ - Ironbound Business Improvement District from 2022 to present, Manager of Bloomfield Ave.-Lower Broadway BID 2017-18, Manager of the Flemington, NJ BID in 2013, and the Washington Borough, NJ BID in 2004. Chief planner for the Newark: South Ward, West Ward, North Ward (2), Central Ward, and Downtown Newark BIDs. Obtained over \$22 million in business development funding, over \$10 million in streetscape construction and façade improvement grants, \$250,000 in marketing grants, and \$450,000 in planning grants. Designed and published the Ironbound Explorers Guide and Update, and advisor to the NewarkBound Magazine.

2001 to 2016 - Newark Community Economic Development Corp. (NCEDC) - Business Improvement District Planning consultant. Downtown Newark District, West Ward BID, South Ward: Bergen-Clinton-Lyons SID, North Ward: Mount Prospect Ave. BID and Bloomfield Ave.-Lower Broadway BID, East Ward: Ironbound BID.

2011 to 2014 - Borough of Frenchtown, NJ, Councilman and President of Council.

2009 to 2014 –Director and Founder of the Institute for Business District and Public-Private Partnership Management (BD&PPPM, Rutgers University – School of Public Affairs & Administration, National Center for Public Performance Newark, NJ. The Institute of Business District Management is established to provide timely and current research on the purpose, process and performance of special districts with a concentration on business improvement districts, and public-private partnership administration.

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2004 to 2017 -Co-founder & President – New Jersey Managed Districts Association (NJMDA), Verona, NJ.

2002 to 2006 – Board member – Downtown, NJ Inc.

1988 to 1998: Director--Designed and administered the State of New Jersey - Downtown Revitalization and Business Improvement District Program. This program worked towards the establishment of over 70 Special Improvement Districts (SID/ BID), and developed and administered various loan and grant programs and provided oversight for the Main Street and Neighborhood Preservation Programs. Created a successful planning and training process using community development and business technologies for downtown revitalization. Developed Community Reinvestment Act strategies with the Federal Reserve and NJ Dept. of Banking. Managed, administered (HUD) Community Development Block Grant (CDBG) program, and economic development programming and policy for over 350 diverse communities, administered over \$15 million in community and economic development grant and loan contracts.

1983 to 1988 – As Senior Planner, administered the City of Trenton, NJ – Homeless and Hunger Prevention Program – Directed a Congressional Hearing on Homeless and Hunger in 1984, designed and planned programs and administered over \$5 million in CDBG contracts. Obtained a \$1.5 million HUD grant for renovation of a Women’s Shelter at the Trenton YWCA.

1979 to 1983 – Director, Juvenile Detention Center, Mercer County, Trenton, NJ, member of Mercer County, NJ Human Services Advisory Board.

1976 to present - Professional manager, musician, keyboardist, guitarist, composer and vocalist, TRIAD, Modulus, Teachers Plus Three, Bliggins & Goines, Seth Andrew.

AWARDS

2015 - Ironbound Business Improvement District, Newark, NJ - Community Service Award

2015 - Borough of Frenchtown, NJ - Certificate of Appreciation

2012 - NJ Travel & Tourism, 1st place Award for best Travel Brochure- Ironbound Explorers Guide

2011 - Key Note Speaker - International Town and Cities Conference, Hobart, TZ, Australia

2011 - Downtown, NJ Inc.-Rick Mariani Excellence Award for the Business District Executive Management Certification Program, Rutgers University, Newark, NJ,

2011 - City of Newark, NJ - Newark Police Department - Citizenship Award

2010 - Economic Development Award - Brick City Economic Dev. Corp., Newark, NJ

2009 - NJ Society of Civil Engineers - Best Streetscape Design Award-Ironbound-Newark, NJ

2008 - Phi Kappa Kappa - Honors Society of Public Administration

2008 - International Downtown Association - Downtown of the Month Award - Ironbound Business improvement District, Newark, NJ

2008 - National Honor Society (PKK) – Public Administration

1993 - Man of the Year – Community Service - NAACP – Trenton, NJ Chapter

1984 - Employee of the Year, City of Trenton, NJ