

JOE COYNE
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(307) 359-1640
Joe@consultCBI.com

Proven leader with more than 20 years of development experience. Well-respected and visionary planner. Successful innovator, creating and implementing programs that drive bottom-line goals and strategies to accomplish mission. Effective manager of people, partners and programs. Catalyst for collaborative efforts to improve rural economies. Strategic and creative thinker. Skilled problem-solver with strong fiscal management performance.

Core Competencies

- Executive Management
 - Fund Raising/Grant Writing
 - Project Development
 - Strategic Planning
 - Rural Development
 - Fiscal Management
 - Workforce Development
 - Devotion to Excellence
 - Public/Private Coalitions
 - Infrastructure Development
 - Research & Analysis
 - Volunteer Development
 - Youth Development
 - Business Development
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CONSULTING EXPERIENCE

COMMUNITY BUILDERS, INC. 2009 – present
Co-Founder/Consultant

Started consulting service firm that focuses on community and economic development. Prepare feasibility studies and needs assessments for variety of projects. Have conducted several consulting projects for senior services and elder housing. Developed extensive databases for objective analysis of local demographics and economies.

BUSINESS EXPERIENCE

HELPERS AND DOERS, INC. 2008 – present
Founder and Co-Owner

Created company that provides Medicaid Waiver services to children and adults with disabilities. Secured and currently maintaining license from Wyoming Dept. of Health. Services include case management, personal care, respite care, residential habilitation, and specialized equipment. Grew corporation from start-up to 10 employees, 20 clients, and annual contracts totaling about \$300,000.

PROFESSIONAL EXPERIENCE

CONVERSE AREA NEW DEVELOPMENT ORGANIZATION (CANDO) 2000 – 2010
Executive Director

Provide leadership, direction and management to nonprofit city/county economic development corporation. Responsible for developing infrastructure, growing existing businesses and developing new business and industry. Initiated and grew CANDO

Continued...

Tech Center as a tool to grow workforce. Developed 92-acre Douglas Business Park with City of Douglas. Secured and managed more than \$10 million in grants, donations and contracts. Successfully implemented several projects and programs in technology, energy and manufacturing industries. Grew volunteer organization into \$500,000/year high performance model. Reported to 12-member Board of Directors. Supervised up to 7 full-time employees, 4 part-time employees, numerous contractors, and multiple collaborative relationships with other organizations. Received inaugural Governor's Bravo Award for Economic Development (2004).

STATE OF WYOMING/WYOMING BUSINESS COUNCIL 1998 – 1999

Director of Research & Information Services

Conduct economic development research and analysis for start-up agency. Developed econometric models, measuring policy impacts and program effectiveness. Organized interagency teams to collaborate on research projects. Directed contractors to meet agency goals. Developed entrepreneurship programs. Created appropriate public presentations and materials supporting analysis as needed.

STATE OF WYOMING/ COMMERCE DEPT./DIVISION OF TOURISM 1995 – 1998

Program Manager

Supervised all aspects of Wyoming Visitor Information Centers. Responsible for creation and implementation of comprehensive staff training program. Developed computer programs and applications for tracking visitors and materials. Operated all centers statewide, managing 2 full-time and 24 seasonal staff plus several contractors.

STATE OF WYOMING/DEPT. OF FAMILY SERVICES 1994 – 1995

Contractor

Assisted with development of computer program, database and user policy for new process to enforce child support obligations. Provided extensive review, analysis and testing of Wyoming divorce, child custody and paternity cases. Led implementation team. POSSE program is recognized nationwide as a "best practice" program.

ATTORNEY AND COUNSELOR AT LAW 1988 – 1994

Self employed/Own business

General law practice, with emphasis in commercial real estate development, tax law, government contracts, business and employee law, and public planning. Lead attorney for several shopping mall and hotel/resort developments.

EDUCATIONAL DEGREES AND CERTIFICATIONS

- ***JD (Law)***, awarded in 1988 by University of Michigan, Ann Arbor, Michigan
 - ***BA (Government)***, awarded in 1984 by Beloit College, Beloit, Wisconsin
 - ***Economic Developer Certification (partial)***, International Economic Development Center
 - ***Certified Business Councilor***, Wyoming Small Business Development Center
 - ***Main Street Certification***, Wyoming Main Street
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