

CORNELIUS E. GEARY
452 Depot Street -- Box 974
Dennisport, Massachusetts 02639
617-394-8060

SUMMARY OF QUALIFICATIONS

A mature executive with top-level experience in the management of educational, social service and health care programs and projects in both the public and private sector. Successful record of accomplishment as a marketing and public affairs executive with a major business corporation. Experienced as a manager and consultant in the structuring, staffing and personnel training of both government and private non-profit health care organizations. Effective in establishing and maintaining compatible and productive working relationships among divergent vested interest groups. Thoroughly familiar with federal, state and local government operational procedures. Experienced in proposal preparation, grants management, contract administration, research techniques, data analysis, and policy development.

EDUCATION:

1940 University of Notre Dame, A.B.

 Additional Formal Studies

1940-42 . Boston College Law School

1953 . General Electric Co., Advertising and Public
 Relations Training Program

1960 . General Electric Co., Management Development
 Institute

1963 . New York State School of Industrial and Labor
 Relations at Cornell University

WORK EXPERIENCE:

Present

CITY OF CAMBRIDGE, MASSACHUSETTS

Manager, Business and Industry Relations. Responsible for organizing a Business Assistance Program for the City of Cambridge as an adjunct to the total economic development effort. Establish relationships between the city government and the business and industry community of the Metropolitan Boston area. Establish program objectives and recruit and train personnel to accomplish the objectives.

WORK EXPERIENCE: (cont'd.)

MIDWEST CENTER FOR HEALTH PLANNING

Consultant. Responsible for accomplishing an HEW A-6 Performance Standard Review and a needs assessment of the HSA's, SHPDA's and SHCC's in the area served by the Midwest Center for Health Planning. (Michigan, Indiana, Illinois, Minnesota, Ohio and bi-state Iowa.)

2/76 - 11/77 OFFICE OF THE GOVERNOR, STATE OF NEW HAMPSHIRE

Chief Consultant and Director, "Project Implementation." Responsible for directing the implementation of P.L.93-641 (The National Health Planning and Resource Development Act) in the State of New Hampshire. Developed the State policy on implementation of the Act, prepared the State plan and organized the State Agency. Advised and coordinated the effort of a private non-profit group to successfully apply for HSA status. Conducted public hearings on the State plan and achieved an acceptable balance of effort between rural and urban community interests. Analyzed and adjusted state statute interfaces with the Act. Developed structure and by-laws for the Statewide Health Coordinating Council.

6/77 OFFICE OF THE GOVERNOR, STATE OF WEST VIRGINIA

Special Consultant. Developed a transitional organizational structure to facilitate the implementation of a 1977 state statute mandating the consolidation of existing Departments of Health, Mental Health and Public Institutions into a single state Department of Health.

1972 - 76 MEDICAL CARE AND EDUCATION FOUNDATION, BOSTON, MASS.

Associate Director. Responsibilities included the evaluation and monitoring of selected programs and projects funded under Regional Medical Program grants. Established management procedures and administrative structures. Assured conformity with federal and state statutes and regulations. Refined by-laws for Board of Trustees. Directed the organizing and structuring of the Rhode Island Health Science Education Council and secured federal and state funds for its programs. Established RIHSEC management, administrative and fiscal control procedures.

1975 OFFICE OF THE GOVERNOR, STATE OF RHODE ISLAND

At the request of the Governor, provided grants management and fiscal control of a federally funded study of the effect of U.S. Navy Base closings on the health care delivery system of Rhode Island. Drew up contracts with sub-grantees and audited performance.

1970 - 1971 MASSACHUSETTS BAY UNITED FUND, BOSTON, MASSACHUSETTS

Director, Corporate Gifts Division. Responsible for management and direction of corporate contribution programs in excess of \$5 million. Specific tasks included analyzing corporate gift trends, attitudes and problems; organizing volunteer solicitation and follow-up; and establishing a positive support relationship with corporate management in the Massachusetts Bay Area.

1968 - 1969 URBAN COALITION OF PITTSFIELD, MASSACHUSETTS

Executive Director. Organized and directed the Coalition's efforts. Established budgets, goals, objectives and programs. Directed the formation of committees and task forces to address basic community problems in the social, health and educational areas. Established poverty/minority group programs for city, state and private social and health service agencies. Raised private support funds for all the Coalition programs.

1953 - 1969 THE GENERAL ELECTRIC COMPANY

Marketing and Public Affairs Executive. Worked in the Company's industrial systems, transportation and power transmission businesses. Managed million dollar programs in advertising, sales promotion, sales training and market research. Responsible for elements of state government relations for businesses in Erie, Pennsylvania and Pittsfield, Massachusetts. Variety of special assignments in product and market development, customer service, share-owner and financial analyst information, employee/union relations and urban affairs.

1948 - 1951 PUBLIC RELATIONS CONSULTANT (Self-employed)

Clients included educational institutions, charitable organizations, business and industry.

1946 - 1948 THE UNIVERSITY OF NOTRE DAME

Assistant Director of Public Relations. Responsible for development work for the Graduate Schools of Science and Engineering.

MILITARY EXPERIENCE:

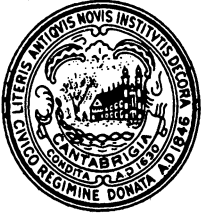
1951 - 53 UNITED STATES ARMY

Recalled for service in Korean War.

1942 - 46 Served as cavalry officer (Captain) in the European Theatre.

PERSONAL:

Born: Fitchburg, Massachusetts
Marital Status: Married, 2 children
Health: Excellent



CITY OF CAMBRIDGE

CAMBRIDGE, MASSACHUSETTS 02139
Tel. 876-6800

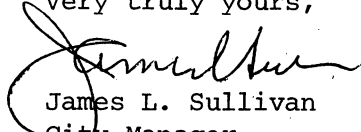
EXECUTIVE DEPARTMENT
JAMES L. SULLIVAN
City Manager

October 2, 1978

To the Honorable, the City Council:

In order to keep you informed, I wish to advise you that I have appointed Cornelius E. Geary, 452 Depot Street, Dennisport, as the Director of the Office of Economic Development. Enclosed you will find a copy of Mr. Geary's resume and also a copy of a memo forwarded to the Economic Development Cabinet pertaining to the Office of Economic Development.

Very truly yours,


James L. Sullivan
City Manager

JLS/b

A-140

Appointment of Cornelius E. Geary as the
Director of the Office of Economic Development

In City Council,

October 2, 1978

10/2/78

- Placed on File

Cornelius Geary

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Recorded in the

Register