

# Tom Plastino

## Business Advisor

PO Box 8561 Clarkson University  
Potsdam, New York 13699-8561  
ph 315.268.3778 x 24  
plastino@citec.org

# CITEC

Manufacturing & Technology Solutions

### Objective:

Provide management assistance to manufacturing companies, technology-based business, and economic development organizations located in Northern New York in order to help them improve their competitive positions by identifying and implementing new business management methods.

### Summary:

Prior to becoming a CITEC Business Advisor, Tom has had almost 30 years of experience in economic development work in the North Country. He spent 18 years as the executive director of a not-for-profit economic development consulting firm and 11 years as the assistant director of an industrial development agency. He has also been a solid waste manager (garbage collector), construction manager, contractor, electrician, coremaker, and teacher.

### Activities in Northern New York:

- Helped design, finance, construct, and manage two industrial parks; designed and managed the construction of four industrial / commercial buildings (over 100,000 square feet); and, managed numerous vacant properties pending reuse.
- Helped finance, structure, and/or administer five revolving loan funds and one equity fund.
- Prepared more than 50 successful funding applications on behalf of private businesses, organizations and governmental agencies.
- Grew a two-employee consulting firm with a \$75,000 budget to one with eight employees and a \$1.2 million budget.
- Helped 15 companies and agencies prepare and execute strategic plans.

### Proven Capabilities:

- Construction planning and estimating and facility management.
- Financial structuring, with a specialty in accessing public economic development programs.
- Grant and loan application preparation and management.
- Business and strategic planning.
- Enterprise-wide business analysis.

### Experience:

CITEC, Inc., Business Advisor (2010 – present); Adjunct Instructor of Consulting, Clarkson University (2006-08); CITEC, Inc., Executive Director, Potsdam, NY (1992-2010); St. Lawrence County Solid Waste Disposal Authority, Executive Director, Ogdensburg, NY (1990-92); St. Lawrence County Industrial Development Agency, Assistant Administrative Director, Canton, NY (1980-90); Village of Potsdam, Rehabilitation Specialist (1979-80); St. Lawrence County Office of Economic Development, Project Assistant, Canton, NY (1978-79); P&D Construction Company, Part Owner, Electrician, Carpenter, Lancaster, PA (1972-78); Lancaster Malleable Castings Company, Electrician, Journeyman Coremaker, Laborer, Lancaster, PA (1971-76); Murray State University, Murray, KY and Towson State University, History Instructor, Murray, KY and Towson, MD (1969-71); Instructor of English, John Adams High School, South Bend, IN (1967-68).

### Education:

BA, History and English, University of Notre Dame (UND), 1964 (cum laude); MA, European History, UND, 1966; MAT, English, UND, 1968; ABD, American History, UND, 1969

### Professional Training:

Certified Economic Developer (CEcD), International Economic Development Council, 1999; Personal Business Advisor - NIST MEP University, 2003; Strategic Planning & Enterprise Assessment - NIST MEP University, 2003

a NIST | Network  
MEP | Affiliate

