

JOHN J. MCGRATH, Ph.D.

Inspirational Entrepreneurial Leader

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CHIEF EXECUTIVE OFFICER / PRESIDENT STRATEGIC LEADERSHIP FOCUSED ON PERFORMANCE & VALUE CREATION

EXECUTIVE LEADERSHIP. Extensive experience running operations to achieve aggressive financial goals. Deep operational expertise, financial acumen, and intuitive ability to assess risks and allocate capital. Solution-focused thinker for full spectrum of corporate decision-making challenges. Creates innovative strategic vision that inspires teams to come together and empowers people to achieve spectacular results.

- **Due Diligence Sophistication:** Highly experienced with mergers and acquisitions; expert assessment of financial modeling, budgetary assumptions, analytics, and expected returns on investment.
- **Took a Company Public on Nasdaq Exchange** at \$12 a share and rose to over \$40 a share in one year.

LASER-FOCUSED ON ACHIEVING TARGETED GOALS. Equipped to lead full range of organizations, from startups through large, complex, multi-million dollar enterprises. Talent for engineering transformational change in underperforming firms to rapidly restore and/or enhance profitability, creating seamless vision, strategy, and tactical plans to reach sustainable goals. Adept at increasing revenue while containing costs. Passion for driving financial and operational teams to success.

- **Turnaround Specialist:** Successfully restructured numerous companies to increase efficiencies, reduce costs, and continue improving Balance Sheet, Income Statement, Cash Flow, and Company Valuation.

PERSUASIVE COMMUNICATOR. Formulates & achieves Board of Directors' goals by collaboration, team building, delegation, and celebrating successes. Builds cohesive culture and connects easily with stakeholders at all levels to inspire top-tier performance toward a shared vision. Can make complex simple, and ties individual actions to achievable objectives.

- **Received "Star Award" from Nasdaq Stock Exchange.**
- **Received "Wall Street Bull Award" & "Visionary Award".**

MISSION DRIVEN LEADERSHIP - ENTREPRENEURIAL PASSION - ROCK SOLID VALUES

- Optimizing Shareholder Value
- Engaging Stakeholders
- Corporate Turnaround Specialist
- Crisis and Risk Management
- Driving Aggressive Growth
- Meticulous Strategic Planning
- Operational Analytics Expert
- Complex Financial Modeling
- Capital Formation / P&L / ROI
- Start-Ups/M&As /Capital Investments
- Teambuilding and Empowerment
- Culture of Excellence & Accountability

DRIVING FINANCIAL & ORGANIZATIONAL EXCELLENCE

American Collegiate Acquisitions, Inc. (ACA), Ridgefield, CT 2015 - Present.

CHAIRMAN OF THE BOARD, CHIEF EXECUTIVE OFFICER & PRESIDENT

ACA's mission is acquiring underperforming colleges and other institutions of higher education and restructuring the academic, administrative and financial operations to create highly attractive investments.

Leverage financial acumen and business development expertise for acquiring and/or accelerating existing colleges' potential for achieving optimal profitability. Lead Private Equity negotiations, due diligence, and raising capital. Direct company efforts to turn around and significantly improve acquired operations, including:

- Inspiring strong and entrepreneurial executive management.
- Creating new strategic plans for acquisitions and mergers. Coordinating with Stifel Investment Banking.
- Developing realistic business models that provide attractive returns on investment.
- Opening and securing accreditation for new college campuses.
- Working with Private Equity Firms, Hedge Funds and Investment Banking Firms.

President of Empire Education Corporation, Albany (NY), New York (NY), Pittsfield, (MA), 2016-Present.

Empire Education Corporation owns and operates Mildred Elley College which offers Associate Degrees and Certificate Programs. The college serves approximately 2,000 students in Medical Assisting, Practical Nursing, Business Management, Paralegal Studies and Information Technology.

Responsibility includes working with the Chair of the Board of Directors with respect to the academic, administrative and financial operations of the college. Oversight includes assuring high quality education, accreditation and regulatory compliance, financial planning / modeling, and execution of the "Mission of the College".

In addition, responsibilities include the creation and execution of policies towards enhancing shareholder value and raising capital from qualified and accredited investors.

Founder of EVCI Career Colleges Holding Corp., Yonkers, NY 2000 - 2015.

EVCI is a public company (originally on the Nasdaq Stock Exchange) that owns and operates colleges. The enterprise value is currently represented by non-public & non-voting convertible preferred stock.

CHAIRMAN (2007-2015), CHIEF EXECUTIVE OFFICER (2003-2015) & PRESIDENT (2000-2015)

Worked with EVCI Board to advance corporate strategic mission. Insured proper resource allocation and instituted financial controls. Directed fundraising, admissions, retention, and academic leadership. Worked with attorneys to maintain 100 percent commitment to regulatory compliance. Represented the company to external constituencies.

Business Leadership

- Chairman of Executive Committee of the Board of Directors.
- As CEO & President, supervised and evaluated multiple College Presidents.
- Developed and executed business plans -- experienced with sophisticated financial models.
- Overall responsibility for capital budgets including due diligence, analytics and profitability.
- Met with strategic and institutional investors to financially advance the company.

Administrative and Financial Achievements

- Opened more Extension Center Campuses than any other college administrator in New York State.
- Raised equity and debt capital to finance collegiate initiatives, including new degree programs and locations.
- Collectively raised over \$120 million from public and private investors.

Awards

- Received "Star Award" from Nasdaq Stock Exchange.
- Received "Wall Street Bull Award" and "Wall Street Visionary Award".

Educational Video Conferencing, Inc. (Nasdaq, Pacific & Boston Stock Exchanges), Yonkers, NY 1997 - 2000.

Educational Video Conferencing's mission was to videoconference undergraduate & graduate degree programs from multiple colleges and universities to enhance the academic & professional qualifications of employees at large financial corporations. Currently, non-public and non-voting convertible preferred stock represents the enterprise value of the company.

FOUNDER, VICE CHAIRMAN OF THE BOARD OF DIRECTORS, & PRESIDENT

Business Leadership

- Negotiated and executed contracts with approximately 20 colleges and universities including the University of Notre Dame, Saint John's University, Clemson University, Manhattan College, and the College of Insurance.
- Successfully secured access to over 250 fully accredited undergraduate and graduate degree programs, including Associate Degrees, Bachelor Degrees, Master Degrees, and Doctorates. Negotiated and executed contracts whereby EVCI received 50 percent of the tuition.

- Negotiated and executed contracts with over 15 corporations including Merrill Lynch for Global Training and Development, Citibank North America, American International Group, Travelers Insurance, Reliance Insurance, General Reinsurance, Zurich Insurance, and Lockheed Martin.
- Partnered with Bell Atlantic to offer “Telecommute to College Program” which became its largest marketing initiative on the eastern seaboard of the United States in 2000. Bell Atlantic provided access for the program to its customer base of corporations and over 25 million households.
- Entered into agreement with Intel Corporation to provide EVCI with a proprietary system for live interactive multi-media videoconferencing.
- Secured contract with the National Football League Players Association.

Financial Achievements

- Initial Public Offering at \$12 a share which rose to over \$40 a share in the first year.
- Provided vision and aggressive leadership whereby EVCI was ranked the #1 Public Company in Westchester County (adjacent to New York City).

TCI College of Technology, New York, NY 2005 – 2015.

TCI College is regionally accredited by the Middle States Commission on Higher Education along with the New York Board of Regents. The College is authorized to offer 21 Degree Programs with approximately 3,000 students.

CHAIRMAN OF THE EXECUTIVE COMMITTEE OF THE BOARD OF DIRECTORS

CHIEF EXECUTIVE OFFICER, PRESIDENT, & DISTINGUISHED PROFESSOR OF BUSINESS

Responsible for executing the vision and mission for the College. Collaborated and communicated the vision and mission to internal and external constituencies. Secured needed financial resources to accomplish strategic goals.

Business Leadership

- Received “Visionary Vanguard Award” from the TCI College Community in recognition of successful entrepreneurial initiatives as CEO and President of the College, 2015.
- Inspired a culture of 100% regulatory compliance.
- Increased student enrollment 61 percent between 2005 and 2012.
- Opened four new College Sites throughout New York City.
- Provided strong innovative leadership to the Executive Management Team.
- Managed the financial relationships with all public and private shareholders.
- Unprecedented partnership with New York City High School Superintendents who oversee over 180 High School Principals to increase new student enrollment at TCI College.
- Created a culture of innovation, dynamic leadership, shared vision and teamwork.
- Advocated a core value system to have courage, determination and a contagious spirit to do what is right, regardless of the difficulties or consequences.

NON-PROFIT CORPORATE LEADERSHIP / FUNDRAISING

Mercy College, Dobbs Ferry, NY.

Private non-profit college with over 10,000 undergraduate and graduate students at five Campuses and seven Extension Centers in the New York. Accredited by Middle States Commission on Higher Education.

Special Assistant to the President / Assistant Vice President / Campus Dean / Chairman of Law and Criminal Justice

- Started seven accredited Extension Centers which registered approximately 1,600 additional full-time students.
- Oversaw for all academic, administrative and financial operations at Extension Centers.
- Increased operational net income profitability by \$2.8 million per year.
- Led college-wide Capital Campaign. Significantly increased financial donations and endowment of the college.

- Organized external fundraisers averaging \$550,000 per year.
- Made presentations to high net worth individuals and corporations for significant financial contributions to the college.

Professor -- Constitutional Law, Criminal Law, Criminal Procedure Law, Evidence, Jurisprudence and Irish History.

COMMUNITY SERVICE / PHILANTHROPY / VOLUNTARY LEADERSHIP

Non- Profit Organizations:

- **University of Notre Dame, Alliance for Catholic Education**, Assisted Father Timothy Scully, (Trustee and Fellow of the University and former Executive Vice President of Notre Dame), with the establishment of a "Catholic Retreat Center" at Kylemore Abbey in County Galway, Ireland.
- **Ann's Place, Inc.** Ridgefield, Connecticut. Volunteer and donor to support the mission of providing comfort, support and resources to people living with cancer.

COMMUNITY SERVICE / PHILANTHROPY / VOLUNTARY LEADERSHIP

Non- Profit Organizations:

- **AmeriCares Foundation**, Stamford, Connecticut. Volunteer and donor to support the mission of responding to major disasters and health crises through the free distribution of medicines, medical supplies and humanitarian aid to hospitals and thousands of health care providers around the world, (Tsunami, Hurricane Katrina, Pakistan Earthquake).
- **American Red Cross**, Long Island, New York: Raised donations as an "Ocean Lifeguard Triathlete" competing in Iron Man Competitions.
- **Tara Circle, Inc.**, Appointed voluntary Executive Director. Tara Circle was the largest Irish-American Education and Cultural Center in the United States, representing 112 Irish-American organizations in New York, New Jersey, and Connecticut.
- **Ancient Order of Hibernians**, President, Stamford Connecticut. Membership of over 700 men and women. Raised capital and negotiated for new building. Keynote Speaker at National Convention.

COMMITMENT TO HIGHER EDUCATION

Post Doctorate Business Education:

University of Notre Dame, Entrepreneurship, Graduate School of Business.

Harvard University, Program for Experienced College Presidents, Graduate School of Education.

Doctorate: Ph.D. in Law and Criminal Justice (Highest Honors), Fordham University.

Master of Professional Studies: M.P.S. in Criminal Justice, Long Island University.

Bachelor of Arts: B.A. in Philosophy (Summa Cum Laude), Long Island University.