

Linda C. Feltman
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PENN STATE EXPERIENCE:

Faculty/Lecturer: Donald P. Bellisario College of Communications August 2018 - present
Assigned classes: Comm 493: Entrepreneurship in the Information Age
 Comm 380: Telecommunications Management
 Comm 009: Entrepreneurship Themed FYS
 Comm 384 Sales Skills and Innovation (Spring 2023)

Faculty Associate: ENTI Student Ambassador Program March 2022 – present
Manage a cohort of third and fourth year ENTI minor students who will promote the Entrepreneurship and Innovation Minor to first year students as well as to student orgs related to e-ship

Pitch Coach For Student Startup Showcase August 2019 – April 2022
Coached the student startups during the Venture and IP Conferences sponsored by Invent Penn State. Also helped select the IncU teams for the Investment Competition

Faculty Associate: Lion Launch Pad Living Learning Community August 2018 – May 2022
Managed, recruited and mentored first and second year students who signed up to be part of this residence hall Maker Space and e-ship community. Included purchase decisions for Maker Space equipment and in spring 2022 worked to disburse same equipment to appropriate channels when this LLC was discontinued. Also managed field trips, identified guest speakers, guided event planning during GEW and SUW

Coordinator: Global Entrepreneurship Week and Business Consultant, Student Entrepreneurship Small Business Development Center August 2014 to 2018

- Consult with student entrepreneurs
- Present to e-ship related classes
- Invited as a judge and mentor at various campus business competitions
- Coordinate and supervise graduate and undergraduate students interns and graduate assists
- Manage, coordinate and implement November GEW event: planning and branding 12 months
- Identify, collaborate and help implement e-ship based programs with Penn State colleges

Faculty Associate Donald P. Bellisario College of Communications January 2005 to August 2018

- Instruct senior seminar: Communications 493 *Entrepreneurship in the Information Age*
- Recipient of College of Communications Dean's Excellence Award for Outstanding Faculty Associate for academic years 2008-2009 and 2015-2016

Senior Business Consultant Small Business Development Center April 2002 to August 2014

- Assist Centre and Mifflin County small businesses in a variety of capacities, including developing marketing and public relations plans including crafting news releases, writing business plans and assembling an entire set of proforma financial spreadsheets for purposes that include seeking commercial funding
- Supervise undergraduate and graduate students working directly with businesses, in internship and similar situations
- Regularly present to various Penn State classes on business related topics
- Work with student entrepreneurs from various colleges on many aspects of business planning
- Interact with professors and students on various projects related to entrepreneurship
- Plan Penn State's response to International event: Global Entrepreneurship Week

- Efficiently work with critical management information system databases, tracking SBA deliverables per PA SBDC guidelines
- Design and deliver training seminars; audience size six to 100
- Recipient of Outreach Vice President's Award for Engagement **February 2011**
- Recipient of Pennsylvania Business Central Top 100 Business People **January 2014**

Business Analyst I Small Business Development Center April 1999 to April 2002

- Responsible for efficiently serving client base from office. Other duties as assigned

Other current or recently held positions include:

Faculty Advisor (Volunteer Service Work)

- Happy Valley Communications, a student run public relations firm: **October 2009 to present**
- GEW Club, a student org for highlighting events during Penn State GEW: **August 2017 to 2018**

Columnist: *Pennsylvania* magazine January 1992 to present

- Have traveled the state extensively, visiting all 67 counties a minimum of three times since inception of column. www.pa-mag.com

Business Consultant, USDA TAA program through University of MN May 2011 to June 2013

- Worked in coastal Maine with Lobstermen on writing a business plan to secure FSA grant

Instructor: *Strong Woman*® fitness program certified instructor May 2009 to August 2016

EXPERIENCE PRIOR TO PENN STATE EMPLOYEMENT:

Small Business Owner Rest and Repast August 1982 to June 2000

- In 1982 launched Rest & Repast Bed & Breakfast Reservations to fulfill a lodging shortage during peak Penn State weekends. Grew to a year-round business with two employees. Model was similar to AirBnB except before the Internet
- Sold business in June 2000 subsequent to accepting position at Penn State SBDC

General Manager Blatek Inc. August 1979 to March 1988

- Managed small high tech firm from startup stages through first eight years
- Secured Army ordnance contracts, including multiple orders for nose cones for 22 mm anti-tank rockets from a Norwegian firm who had contracts to build weaponry for Israeli Army
- Left position to pursue own business

Assistant Sales Manager Linden Laboratories, Inc. May 1977 to March 1979

EDUCATION:

The Pennsylvania State University, University Park, PA Fall 1973 to May 1976

- B.A./ Advertising

University of Manchester, Manchester, England March to August 1976

- Participated in one of the first Penn State study abroad programs. Following completion of program, backpacked through Europe for three months before returning to states

Université de Montréal, Montréal, Quebec, Canada Fall 1972 to May 1973

- Curriculum, taught in French, included: Linguistics, Translation, Russian and Spanish

College of DuPage, Glen Ellyn, IL

Fall 1970 to May 1972

- Associate degree: Business Management with Spanish, French and Russian Minors
- Selected in 2016 as a College of DuPage Distinguished Alumni

PUBLICATIONS PRIOR TO PENN STATE EMPLOYMENT:

- Highways and Byways, Bed and Breakfasts in Pennsylvania, copyright 1988, updated version published in 1989. Self-published both editions.
- Bed & Breakfasts and Unique Inns of Pennsylvania, copyright 1991, Published by Crystal Springs, Inc., Photographer: Bruce Muncy, Author: Linda C. Feltman
- *Keystone Gazette*, weekly newspaper, columnist 1990-92
- Other articles in miscellaneous regional magazines and newspapers
- **Columnist: *Pennsylvania magazine*** January 1992 to present

COMMUNITY SERVICE:

- Facilitate gift drive for residents of State College teen youth shelter through Outreach, Women of Color. Dec 2008 to 2014
- Spearheaded annual drive for personal care items for the Congleska Woman's Center. Pine Ridge Reservation of Lakota Sioux, South Dakota 2000 to 2009
- Advisory Council member for Delta, SCASD High School: 2001/02, 2004/05, 2006/07, 2008/09
- Member of State College Business and Professional Women from 1983 to 2001
 - President 1989 to 1990
 - Established the BPW Silent Auction to benefit women returning to college or tech school. Held annually in December from 1993 to 2002