

# Frank J. Gallucci

179 Milldam Rd, Centerport, NY 11721 | [fgallucci@whitestone.net](mailto:fgallucci@whitestone.net) | Cell: (516) 446-2416, Office: (631) 261-8893

## Work experience:

- 1992-present **WHITESTONE ASSOCIATES, LLC** **CENTERPORT, NY**  
*Managing Director and Founder* ([www.whitestone.net](http://www.whitestone.net))
- Boutique investment banking firm specializing in M&A services and strategic planning
  - Facilitated transactions in niche markets for small to mid-sized international and domestic clients
  - Client assignments included strategic planning, business development, acquisitions, divestitures, and equity/debt facilitations across five continents
- 2000-present **MILLDAM PROPERTIES, LLC** **CENTERPORT, NY**  
*Sole Owner*
- Owns and operates a commercial facility that encourages entrepreneurs and start-ups to lease office space, share ideas and network
  - NY office of Whitestone Associates, LLC is located there
- 1991-1992 **TRINOVA, FLUID POWER GROUP** **MAUMEE, OH**  
*Director of Planning*
- Responsibilities included strategic/business development, and niche expertise on mergers and divestitures
- 1987-1990 **ELLSWORTH GROUP, INC.** **GARDEN CITY, NY**  
*Managing Director*
- Founded the Ellsworth Group to facilitate M&A in the lower end of the middle market
- 1978-1986 **ABEX CORPORATION** **BOSTON, MA**  
*Director of Strategic Planning, Director of Financial Planning, Financial Analyst*
- Responsibilities included strategic business development, financial valuations and M&A Analytics Support

## Leadership:

- 2016-present **Spirit of Huntington:** Advisory Board  
2015-present **Stevens Institute of Technology:** Business School Advisory Board  
2013-present **Adelphi University:** Willumstad School of Business Advisory Board  
(2015) **Adelphi University, Search Committee:** *Dean*, Willumstad School of Business  
2010-2011 **Triad Technologies, private company:** Advisory Board  
(2010) **Clean Diesel Technologies (CDTI), public company:** Strategy-arm Committee  
2009-2010 **Bronx Red Cross:** Advisory Board

## Teaching:

- 2003-present **ADELPHI UNIVERSITY, GOAL MBA PROGRAM** **GARDEN CITY, NY**  
*Adjunct Professor*
- Entrepreneurship/Intrapreneurship (BUS 662)
  - Leadership and Innovation in Complex Systems (BUS 666)
  - Management Styles and Team Building (MGT 791)
  - Statistical Methods (OPR 670)
  - Best Practices, Operations, and TQM (OPR 678)
  - Management and Information Systems (OPR 573)
  - Strategic Management (BUS 679)
  - Marketing Research (MKT 780)
  - Negotiation for the Business Professional (BUS 689)
  - Corporate Finance (FIN 630)
  - Management Theory & Organizational behavior (MGT 561)
- 2017-present **STEVENS INSTITUTE OF TECHNOLOGY**  
*Adjunct Professor*
- Financial Management (FIN 623)
  - Discovering & Exploiting Entrepreneurial Opportunities (MGT 663-WS)
  - Field Consulting Program (MGT-810)

(2006) **STATE UNIVERSITY OF NEW YORK** **FARMINGDALE, NY**  
*Adjunct Professor*  
• Investments (BUS 291)

**Education:**

(1978) **HOFSTRA UNIVERSITY** **HEMPSTEAD, NY**  
MBA, Accounting

(1974) **HOFSTRA UNVIERSITY** **HEMPSTEAD, NY**  
M.S., Counseling & Education

(1972) **STATE UNIVERSITY OF NEW YORK** **ONEONTA, NY**  
B.A., Psychology

1974-present **PROFESSIONAL ENHANCEMENT STUDIES**  
New York University, University of Michigan, Northwestern University

**Publications:**

- Gallucci, Frank (2009). Value: What it is and How to measure it, The Hauppauge Reporter
- Gallucci, Frank (2009). Value: How do we create it, The Hauppauge Reporter
- Gallucci, Frank (1996). Capital Resource Advisor, Economic and Business Development Program. S. California: Southern California Edison.
- Gallucci, Frank (1986). The New York Phone Company (pp. 77-97). The Impact of Zero Base Budgeting on Managerial Behavior, Volume 1(Series 21). Hempstead, NY, Hofstra University Yearbook of Business.
- United States Patent No 3,949489. April 13, 1976. Teaching Apparatus

**Guest lectures, interviews and special events:**

(2016) New York Financial Press	Interview, Entrepreneurship
(2016) Adelphi University	Pitch Long Island, Judge
(2016) Adelphi University	Principles for Living: What Matters
(2016) Adelphi University	Student mentor program
(2015) Adelphi University	Student mentor program
(2015) Adelphi University	Principles for Living- What Matters
(2015) Adelphi University	Cutting a Deal: Life Lessons for a Global Marketplace
(2015) Adelphi University	Leading You Inc.: Creating Value in a Global Marketplace
(2015) Adelphi University	Developing Your Personal Brand
(2013) Lillehammer University College	Entrepreneurship
(2013) Adelphi University	Prominent Corporations in the US You May Want to Know
(2013) Adelphi University	Are You an Entrepreneur
(2012) SUNY at Farmingdale	Italian Innovations in the Areas of Money, Banking, and Commerce
(2012) Axial Market	Interview: The M&A Market
(2011) SUNY at Farmingdale	Italy: Economic Influences and What matters

**Personal:**

I love history, baseball, the equity markets and a good glass of wine.