

# Kelli A. Chaney

## Executive Leadership Qualifications

BIG SANDY COMMUNITY AND TECHNICAL COLLEGE – Prestonsburg, Kentucky

### *Member of President's Leadership Cabinet*

*Aug 2015-present*

- Six-member team leads all areas of the college including budget development, accreditation, workforce development, student services, and facilities.

### *Dean of Career Education and Workforce Development*

*Jan 2016-present*

- **Executive leadership including accreditation and fiscal oversight to sixteen technical programs:** Auto Technician, Collision Repair, Cosmetology, Electrical, Auto CADD, Civil Engineering Technology, Construction, Masonry, Welding, Air Conditioning Technology, Diesel Mechanics, Computer Information Technology, Business Studies, Industrial Maintenance, Criminal Justice, and Visual Communications.
- Dual Credit for high school students. Created “Tech Ed Signing Day.”
- **Executive leadership Workforce Solutions Division:** Created Advanced Manufacturing Business Incubator, Digital Careers Now, and Verizon Innovative Learning project for middle school girls.

Leads the *Commercial Driver License* professional truck driver training program for Class A, Class B, Tanker and Hazmat Endorsement.

Leads *Certified Nurse Aid* Program and created *Healthcare Fast Path* for Pikeville Medical Center to give students access to training and immediate employment.

Workforce Solutions is located on four campuses and serves five counties. Directly responsible for strategic partnerships and resource development that supports technical programs and workforce solutions.

Develops and maintain operational budget with efficiency and fiscal responsibility. Workforce Solutions is responsible for meeting the needs of business and industry with relevant customized training.

This unit is the revenue generator for the college and also developed eastern Kentucky's first state registered apprenticeship.

***Satellite Campus Director, Pikeville Campus***

***Jan 2016-present***

- **New Building Construction:** 15,000 square feet Broadband Technology Center– Jan 2019
- **Campus Management:** fastest growing satellite campus serving approximately 2200 students.

**RESOURCE DEVELOPMENT**

- EDA/ARC/CDBG/City of Pikeville ATC Building Fund \$3.5M
- POWER Initiative/Appalachian Regional Commission \$3.5M  
East KY Coal Counties Transformation project branded as Digital Careers Now
- Verizon Innovative Learning \$166k
- Kentucky Coal Academy \$766k
- Perkins \$451k
- KPEGG – KY Power \$ 75k
- EntreEd/NACCE K-12 entrepreneurship \$ 24k
- Project Case Next Step – Office for the Blind \$ 15k
- Big Sandy Rural Electric Cooperative \$ 30k
- Lincoln Electric – gift in kind \$ 500

**OTHER KEY CONTRIBUTIONS**

- Re-engineered technical programs to meet industry demands and foster entrepreneurial mindset
- Customized training for new and emerging industries in eastern Kentucky, specifically Bit Source, Silver Liner and EnerBlu
- Fostered relationships with Project C.A.S.E a division of Office of Vocational Rehabilitation, Job Corp, Kentucky Career Center and Remake Learning

***Director of Workforce Solutions***

***July 2014-Jan 2016***

Manages all business concerning the department and serves as director for Kentucky Coal Academy. Provides leadership in areas of business development, industry training, community education and non-credit workforce training. Develops annual business plan and operations budget for both departments.

**KEY CONTRIBUTIONS**

- Chair of Regional Unified Business Team as selected by Workforce Investment Board (East Kentucky Concentrated Employment)

- Delivers customized corporate training
- Utilize KCTCS – TRAINS funding to support corporate and small business training
- Work Ready Communities certification committee for Floyd, Magoffin and Johnson Counties
- Developed leadership program – certified instructor The 7 Habits of Highly Effective People
- Relationship management
- Generate revenue for the college
- Career Craze initiative of KCTCS and Lt. Governor – listed as Best Practice

***Director of Institutional Advancement***

***July 2012-July 2014***

Executive Director of Big Sandy College Educational Foundation, Inc. Serve as legislative liaison for Speaker of the House, Senators and State Representatives in the Big Sandy region. Plan and implement fundraising initiatives for the college. Manage donor gifts and endowments. Cultivate relationships with current and prospective individual and corporate donors.

**KEY CONTRIBUTIONS**

- Captured KCTCS matching funds utilizing two private donor gifts – Varia Family Foundation and Bill Forsyth
- Secured endowment for naming of library on Prestonsburg Campus
- Secured Varia Family endowment
- Naming of Gazebo at Prestonsburg Campus
- Fundraising for creation and naming of Mayo Park at Mayo Campus
- Provide leadership and coordination of all advancement initiatives
- Chair of committee for President’s Anniversary Gala
- East Kentucky Science Center Gala
- Assisted president in selection of KCTCS Benefactors Gala honoree
- Led the local planning efforts for KCTCS Gala – work closely with system office
- Developed and coordinated Big Sandy Community and Technical College Leadership Institute on behalf of President George Edwards

***Interim Director, Workforce Solutions***

***March 2009 – June 2012***

Manager of Workforce Competitive Initiative charged with re-engineering workforce education and training to be more responsive to needs of business and industry. Provide relevant short-term and long-term training opportunities to meet the demand of local industry and students. Direct day-to day operations of the department, supervising staff, hiring adjunct instructors, maintain departmental budget and seek grant opportunities. Manage all operations for Kentucky Coal Academy.

**KEY CONTRIBUTIONS**

- Implemented Workforce Competitiveness Initiative as directed by KCTCS
- Developed business plan for department
- Tracked revenue and expenses in real-time using QuickBooks
- Utilized sales pipeline report

- Expanded training opportunities for business and industry
- Delivered for-credit coursework that equated thirty percent of total college enrollment
- Increases number of businesses served to 180
- Rejuvenated community education courses and developed the driver's education program
- Served on enrollment management committee, integrated marketing committee
- Fundraising for Big Sandy College Educational Foundation golf tournament
- Served on planning council
- Developed and coordinated Big Sandy Community and Technical College Leadership Institute on behalf of President George Edwards

***Coordinator, Workforce Solutions***

***July 2008-March 2009***

Report directly to the interim director and carry out daily functions of the department by providing training to business and industry.

**KEY CONTRIBUTIONS**

- Re-organized the department
- Trained staff on new business procedures
- Developed new course offerings for-credit and non-credit enrollment
- Served on enrollment management committee
- Responsible for delivering 25% of the college's total enrollment
- Developed and coordinated Big Sandy Community and Technical College Leadership Institute on behalf of President George Edwards

***Director, Kentucky Highlands Entrepreneur Center***

***August 2005-July 2008***

Manage daily operations of the Center. Recruit start-up businesses to the incubator. Provide consulting and business planning services to resident clients. Report monthly to the board of directors, the college and the city of Paintsville. Maintain budget and grant funding through city of Paintsville. Serve in dual role as center director and director of East Kentucky Innovation Center. Recruit high technology businesses that meet the funding requirements for Kentucky Innovation Center. Assist with business planning and funding documents as required by Kentucky Economic Development Finance Authority.

**KEY CONTRIBUTIONS**

- Recruited High Tech Company and secured funding through Kentucky Economic Development Finance Authority
- Business Incubator operated at full-capacity
- Developed and coordinated Big Sandy Community and Technical College Leadership Institute on behalf of President George Edwards

CITIZENS NATIONAL BANK – Paintsville, Kentucky

June 2004-August 2005

***Branch Manager***

Branch operations including managing and coordinating staff, servicing loan customers, training new staff, achieves sales goals for the branch and customer satisfaction.

## KEY CONTRIBUTIONS

- Largest growth in deposits in single year by outlying branches
- Trained staff in customer service
- Offered and accepted position at Center Point Branch (larger branch/customer base)
- Developed sales strategies for front line tellers
- Identified Top 10 depositors
- Relationship management/business development strategies

MOREHEAD STATE UNIVERSITY – Morehead, Kentucky

August 2001- June 2004

### **General Management Consultant, Morehead State University, East Kentucky Small Business Development Center**

Consulting service for starting up or expanding a business in Kentucky, prepare SBA loan documents, drafting business plans and creating financial projections. Develop training workshops for business and industry.

## KEY CONTRIBUTIONS

- Opened Paintsville office of SBDC
- Coordinate Regional Entrepreneur Conference
- Coordinate Big Sandy Women’s Business Symposium

### **Other Professional Experience**

*Legal Assistant, Sheridan Martin Attorney at Law Office (March 2000 – August 2001)*

*Owner, Eastern Home Furnishings, Inc. (1995-2000)*

*Office Manager, Buckhorn Coal, Inc. (1990-1995)*

*Staff Assistant, Christian Appalachian Project (1989-1990)*

*Owner, McDowell Car Wash, 1985-1997*

### **Community Leadership**

***Kentucky Chapter Advocacy, chair, Juvenile Diabetes Research Foundation*** **2014-2015**  
Met with Kentucky members on Capitol Hill to lobby Congress for successful passage of Special Diabetes Program (\$150M)

***Treasurer, Floyd County Public Library Board of Trustee*** **2003-2013**

- Provide leadership to the public librarian by managing the fiscal responsibilities of local, state, and federal library funds. Greatest accomplishment is the preparation and submission of loan documents to USDA that secured funding of \$3M for library renovations and building of new children’s wing.
- New branch library built in rural area of county. Funds secured through coal severance dollars for the purchase of new book mobile.

- Secured USDA funds for second project to renovate remaining section of old existing library.

**Board member, Floyd County Chamber of Commerce**

**2007-2010**

### **Education**

EASTERN KENTUCKY UNIVERSITY

**Doctoral Candidate – Fall 2018 Educational Leadership and Policy**

KENTUCKY COMMUNITY AND TECHNICAL COLLEGE

**McCall Leadership Academy – Class of 2015**

MOREHEAD STATE UNIVERSITY - Morehead, Kentucky

**Master of Arts in Community College Leadership, 2014**

**Bachelor of Business Administration, 1989**

PRESTONSBURG COMMUNITY COLLEGE – Prestonsburg, Kentucky

**Prestonsburg Community College, Associate of Arts, 1987**