

Gerald R. Shaye

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Gerald Shaye, a native of Albany, New York, was educated at Dartmouth College, where he majored in Economics and the MBA program at Columbia University Graduate School of Business, where he majored in Public Accounting. Upon completing his education, Mr. Shaye entered the Peace Corps for service in Venezuela after extensive Spanish language and cultural training in Arizona and Mexico. He worked in the promotion of cooperatives in both urban and rural areas and was instrumental in the foundation and development of the country's largest farmers' cooperative in the Venezuelan Andes.

Upon the conclusion of his Peace Corps assignment in 1970, he provided consulting services to an affiliate of an American company involved in the growing and canning of mushrooms near Quito, Ecuador. Returning to Venezuela in 1971, Mr. Shaye and several partners founded the first commercial mushroom farm in that country.

The Boulton Group, a large one hundred and seventy-five year-old Venezuelan trading and manufacturing business, provided Mr. Shaye with diverse professional experience from 1974-1984. Starting in Maracaibo and later working in Valencia, Puerto La Cruz and Caracas with Boulton, a conglomerate with \$250,000,000 in annual sales, Mr. Shaye occupied positions of increasing responsibility, including sales manager, general manager and vice-president. The Boulton Group specializes in the manufacture, importation and distribution of food products, wines and liquors, construction materials and oilfield equipment as well being the country's largest customhouse broker and steamship agent. Boulton affiliate operations include insurance, aviation, banking, food processing, cement, ceramics and the manufacture of parts for the auto industry. Mr. Shaye frequently traveled to Europe, Latin America and North America in representation of The Boulton Group.

From 1984 through 1989 Mr. Shaye was General Manager of Cooperativa La Andina, then Venezuela's largest agricultural cooperative, which he had helped initiate during his Peace Corps service. La Andina is dedicated to the production and sale of vegetables to Venezuelan and multinational clients such as supermarket chains and food processors. During those years, Mr. Shaye provided significant assistance to Venezuela's Ministry of Agriculture in the development of policies regarding post-harvest handling and commercialization of vegetables.

In January 1990, Gerald Shaye assumed a position as International Trade Specialist with Empire State Development (The New York State Department of Economic Development). His responsibilities included the promotion of exports from New York State as well as the attraction of foreign direct investment. His work involved individual consulting with businesses as well as participation in seminars and networking meetings. Mr. Shaye has been successful in assisting diverse New York State companies to initiate and to expand their export operations. He was instrumental in developing plans for the four newest New York State trade promotion offices, which opened in early 1999 in Latin America and South Africa.

In August 1999, Mr. Shaye was named to his current position as Director, International Trade Development. In this position, he is responsible for the development and execution of trade promotion strategies, working with New York State staff and nine foreign-based NYS offices. He has led trade missions to Japan, Europe and especially Latin America. Co-manager of the three-year, \$1.2 million New York Interamerican Commerce for Consulting Engineers program, an innovative public-private effort to promote the export of professional services, Mr. Shaye has pioneered the development of opportunities for New York consulting engineers in Latin America. In 1995 he was invited by the Japanese government to participate in the Export Japan Study Program in Tokyo and Kyoto. He has represented New York State in domestic and international trade promotion conferences such as the World Conference of Trade Promotion Organizations, celebrated in Santiago, Chile, the GloBus conference chaired by the US Secretary of Commerce held in Long Island, Trade Dimensions, World Trade Week programs throughout the decade from 2000-2009 and the US-China Exchange Association's program in Shanghai and Beijing in 2003. Mr. Shaye has worked intensively in the development of a creative export education program, ExportNY, for small and medium-size businesses, which he has delivered in several cities in upstate New York. He has consulted with more than one thousand businesses in New York State

Gerald Shaye teaches International Business and International Marketing in the MBA programs at Union Graduate College State University of New York at Albany and in the undergraduate program at Siena College. He teaches International Business in the MBA program at the Universidad del Salvador in Buenos Aires, Argentina. In 1999, 2002 and 2005, he consulted with the Tula, Russia city government and lectured on trade promotion to businesspeople and students at two Russian universities. In 2008, he consulted with governmental authorities in Kazan, Tatarstan on export and entrepreneurship issues. His work involves constant contact with consular authorities in New York City as well as close coordination with the U.S. Department of Commerce.

Mr. Shaye is married to Maria Adela Shaye. They have three children, all born in Venezuela. Daniel is a graduate of Dartmouth College who received his Ph.D. in Developmental Genetics from Columbia University, where he currently works. Ana Maria is a graduate of SUNY Plattsburgh and works as a registered nurse in Denver, Colorado. Richard, a graduate of SUNY Plattsburgh with dual majors in International Business and Latin American Studies, holds an MBA degree from Clarkson University and is employed by a large exporting company based in New York City.

Past-president and board member of the Tech Valley Global Business Network of New York's Capital Region, Mr. Shaye has been a member of the board for 19 years. He currently serves as chair of the Albany-Tula Alliance, serves on The Upstate New York District Export Council and is on the board of the Albany Roundtable. Mr. Shaye is a frequent speaker on topics related to areas of his professional interests. He is completely fluent in spoken and written Spanish and travels frequently for both business and pleasure.