

EVA KLEIN



AB, French/Liberal Arts
Douglass College
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Ms. Eva Klein is co-founder and managing member of IDEA Partnerships, and is president of Eva Klein & Associates, Ltd. She has 35 years of experience in work with universities, public agencies, and not-for-profit entities. She is known as an expert in higher education strategic planning, facilities planning, and financing strategies, as well as for her international leadership in defining strategies for university engagement in *knowledge-based economic development*.

Ms. Klein has led studies in organization, governance, strategic planning, facilities planning, capital finance, administrative operations, and financial management for public and private colleges and universities and for not-for-profit agencies. Her clients for strategic or business planning for research parks, incubators, technology development, and regional economic development initiatives include universities, local/state governments, and economic development agencies.

Ms. Klein is the only US consultant who has focused, for more than 20 years, on the emerging challenges that higher education institutions face, as they become core resources in regional economies. These interests arose from Ms. Klein's career experience in higher education strategy, management, and finance—in consulting, investment banking, and university administration. Prior to forming EKA in 1990, she was vice president for corporate development of a subsidiary of Sallie Mae, responsible for marketing activities with higher education institutions. From 1987 to 1989, as vice president/group manager, higher education finance at Chemical Bank, Ms. Klein was responsible for public finance services for university and not-for-profit clients. Prior to joining Chemical, she was senior manager in the Higher Education Consulting Group of KPMG Peat Marwick (NYC).

Earlier, Ms. Klein was employed at American University (Washington, DC) as founding director of the Cooperative Education Program, executive assistant to the provost, and executive assistant to the president.

Ms. Klein served on the boards and as vice president of the Association of University Research Parks (AURP) and International Economic Development Council (IEDC). She has been an invited speaker at many conferences of: Association of University Technology Managers (AUTM); National Association of College and University Business Officers (NACUBO); Association of Physical Plant Administrators (APPA); International Economic Development Council (IEDC); Council for the Advancement and Support of Education (CASE); Society for College and University Planning (SCUP); Association of University Research Parks (AURP); International Association of Science Parks (IASP); and National Business Incubation Association (NBIA). Ms Klein's publications cover strategic planning, capital planning and finance, research parks, incubators, commercialization of university research, real estate asset utilization, and *engagement* roles of higher education in *economic development*.

Ms. Klein has provided technology development consulting to university and government clients in six countries and given keynote addresses and major conference presentations in Canada, France, Italy, Brazil, Russia, Hungary, Czech Republic, Uzbekistan, Senegal, and the People's Republic of China.