

John R. Fugazzie MBA
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Professional Summary

A transformational, authentic leader, with extensive experience in economic/workforce development, community impact and engagement, education, nonprofit, with industry expertise and contacts in health care, retail, food, e-commerce, and publishing. Expertise includes: relationship building, formation of strategic partnerships, branding with purpose and bringing creative solutions to complex problems. Nationally recognized for community work in workforce development, unemployment, jobs creation, and as a policy advisor. An innovative professor, mentor, coach, and motivational speaker with a sincere passion for *helping* people.

Business

- Branding
- Marketing
- Management
- Strategic Planning
- Business Development

Education

- Leadership Development
- Relationship Building
- Inspire Passion Within
- Mentoring
- Partnership Building

Community

- Economic Development
- Empowerment
- Community Engagement
- Social Impact
- Assisting with Barriers

Leadership Experience

**Corporate Manager Workforce Development
RWJ Barnabas Health - West Orange, New Jersey**

2019 to Present

Responsible for corporate workforce development and managing, creating and building partnerships with workforce development programs and accessing public labor funding from grants including GAINS, CCOG. Scaling, and local WIOA grants. Collaborating with local, state and federal workforce and training grant agencies. Building innovative networks and relationships to create talent pipelines for the organization's current and future workforce needs, with a focus on diversity and inclusion, local hiring from low income communities and assisting employees and community members in overcoming barriers to be hired and to advance within the organization. Nurse recruiting from 2 and 4 year schools. Career ladder training programs for Medical Lab Technicians, Medical Assistants, Nurse Assistants, Patient Service Reps, Nurses, Respiratory Therapists and Paramedics www.rwjbh.org

**Adjunct Professor at Becton College of Arts and Sciences
Fairleigh Dickinson University – Hackensack, New Jersey**

2014 to Present

Hispanic Center at Becton College of Arts and Sciences at Fairleigh Dickinson University conducting innovative learning experience with a collaborative learning model. Master level classes in leadership, human resource and community engagement classes in Hispanic Center. Students create real world class projects in areas they are passionate about to help their communities and have social impact. Practicing and developing their personal leadership style to assist them in changing lives, grow professionally and advance their careers well beyond their university experience.
www.fdu.edu | www.askprofessorjohn.com

Business Development **2018 to 2019**
New Jersey Manufacturers Extension Program Cedar Knolls NJ

Responsible for the business development, program implementation, sales, and oversight of training and consulting programs that focus on growth of member manufacturers. Special focus food manufacturing, TLD sectors and workforce development. Oversee of customized on site engagements, apprenticeships, open-enrollment training programs and expanding the self-paced web based training. www.njmep.org

Executive Director Hudson County Workforce Development Board **2016 to 2018**
County Plaza Building, Jersey City, New Jersey

Responsible for planning, organizing, directing, coordinating and evaluating the Workforce Development Board (WDB) activities. The Executive Director serves as the chief staff person to the Board Members and works closely with the City of Jersey City, Hudson County Board of Freeholders and County Executive. Oversee **\$13 million** in Federal and State. Awarded grant funding for County of **\$1 million** dollars in training funds and support for county businesses. Led county team to win **\$500,000** for Federal Leap 2 prison reentry grant to open one stop inside jail to train clients before release. Served as Vice Chair of North Jersey Partners.

Program Coordinator for Ready to Work New Jersey –based Bergen CC **2014 to 2016**

New Jersey Community College Consortium for Workforce and Economic Development
Leadership role for Ready To Work in NJ with the New Jersey Community College Consortium for Workforce and Economic Development, that won **\$10 million** federal competitive grant for New Jersey and a matching **\$2 million** from the state. Led the strategic design, implementation, and marketing of this grant and helping connect employers with the Long Term Unemployed of New Jersey www.njccc.org

The Great Atlantic & Pacific Tea Co., Montvale, NJ - Director Dairy Frozen **2011 to 2012**
Managed **\$1.2 billion** in annual retail sales, **17% of total company** retail business, and category management staff of 8, responsible for the Dairy and Frozen business chain wide. Closed Nov 2015.

- Drove sales, margins and allowances. Department had **\$7 million** increase 7 months YTD 7.2% increase over 2011. Dairy-Frozen team outperformed all other departments in all scorecard areas.
- Oversaw category business plans, store re-merchandising and remodels, cycle category assortment, annual planning and weekly advertising programs for 6 banners achieving strong results outperforming total company numbers.
- Implemented full range new technologies to support the ‘store of the neighborhood’ concept. Member of Project Management team to implement Computer Grocery Ordering.

Retail Marketing Partners, Ho-Ho-Kus, Allendale, River Edge, NJ - Founder **2000 to 2011**
Established entrepreneurial consulting firm that focused on business development, sales, marketing, and general management that represented a wide variety of consumer goods companies. Lead a wide variety of key clients engaged in both full-time and fixed-term consulting projects. Created CPG and magazine programs for all retail classes of trade including dollar, mass market, supermarkets and specialty retailers.

General Manager - Anco Fine Cheese, Fairfield, NJ **2006 to 2007**
Led Northeast HQ Division of Schratte Foods, a national cheese importer, marketer and distributor, owned by Bongrain, sales of **\$50 million** and staff of 65 people. P&L responsibility managed sales, customer service, purchasing, importation, warehousing, cheese conversion, transportation and facility management. **Ile de France** brand, **Bongrain** brands, and **Il Villaggio** Italian import brand.

Executive Director - Eastern Perishable Products Asso. - Hasbrouck Height NJ **2001 to 2003**
Managed a not-for-profit regional perishable food trade organization, NY Metro (EPPA).

Director Retail Marketing - Ziff-Davis Inc., New York, NY **1996 to 2000**
Managed sales and retailer relationships for consumer magazines sales of **\$200 million**

Executive Vice President - Globe Communications Corp., Boca Raton, FL **1991 to 1995**
Managed business side of a mass market **\$80 million** dollar publisher with 800 employees.

Director of National Purchasing - Atlantic & Pacific Tea Co., Montvale, NJ **1987 to 1991**

Community Impact Efforts

Founder & Chief Community Officer *helping-Brands.org* **2011 to Present**
Neighbors-*helping-Neighbors* USA

Social entrepreneur, visionary creator and implementation leader for a nationally recognized, community based career advancement/ transition, job search education support and networking group. Helping those with barriers including women, Latinos, and veterans, Volunteer leadership training, and mentorship. Over 55 local weekly meetings were establish and now transitioned to all virtual meetings. nhnusa.org
International partnership with university and foundation in [Madrid Spain](#) to help job seekers there.

Special community efforts to help:

Bergen County Police layoffs

Toy R Us employees – Business closure | Marcal Paper employees due to plant fire

Lucky Markets employees closure rapid response effort

[Veterans efforts](#) | [Latinos efforts](#) | [Womens efforts](#) | [Food Bank](#) and [Food Desert](#) efforts

[Bergen Dog](#) Organization site creation [The Dog Park at Van Saun](#) - Paramus NJ

Education

Masters Business Administration - Marketing

Rutgers University – Graduate School of Business Administration, Newark, NJ

Bachelor of Science - Business Administration

Montclair State University, Montclair, NJ

Bergen Catholic High School – Oradell, New Jersey

Awards and Recognition

Russ Berrie “Making a Difference” Award Nomination in 2022, 2019, 2017, 2016, 2014

Bergen County Board of Chosen Freeholders Commendation in 2018, 2013, 2012

Hackensack High School-Certificate of Honor 2018

Spirit Award NJCCC in 2017

Hero’s Nomination NJ Governor in 2013

White House – Faith Based and Neighborhood Partnership 2012-2017 / 2021-Present