

# JANET L. TANGUAY

Schenectady, NY

(518) 527-6397

janettanguay@hammockwayoflife.com

## SKILLS

---

Business & Community Connector  
Certified NY MWBE Analyst  
Curriculum Development  
Diversity, Equity & Inclusion  
Fiscal Oversight  
Grant Writing  
Innovation  
Inspirational Team Leadership  
Marketing & Public Relations  
Operations Management  
Product & Project Management  
Relationship Builder  
Staff Development  
Strategic Partnerships

## EDUCATION

---

### Certification

Expressive Arts Therapy/

Creativity Coaching

*European Graduate School*

### BA, English

*University of Vermont*

## WORK EXPERIENCE

---

### Entrepreneur in Residence

**Hofstra University / IdeaHUB**

January 2021 – Present

- Advising graduates, entrepreneurs and business owners on marketing, board participation, venture capital, angel investors, crowdfunding, business plans, financing, accounting, MWBE, WOSB and more.

### Disaster Recovery Business Advisor

**U.S. Small Business Administration/The Research Foundation @ SUNY**

2020 – Present

- Advise business owners on Paycheck Protection Program, New York Forward Loans, Targeted EIDL Advance, Shuttered Venue, Restaurant Revitalization and other SBA programs.
- Assist entrepreneurs in pivoting and launching during the Covid-19 pandemic.

### Director of Entrepreneurship

**Capital Region Chamber of Commerce / Albany, NY / 2005 - 2018**

- Entrepreneurship expert in the Capital Region for Entrepreneur Boot Camp training course – advising in all areas on starting and growing a business
- Trained over 1,000 entrepreneurs on the tools to launch & expand their businesses
- Assisted 500+ minorities and women with New York State MWBE certification applications
- Assisted 236 firms in increasing sales by 24.7 million
- Helped 90 firms secure 121 loans totalling more than \$5.5 million by developing loan portfolios and relationships with credit unions, banks and alternative lending resources
- Worked with new and existing businesses to retain and hire new employees that totalled 1078.5 job opportunities and impacted economic development
- Collaborated with stakeholders to identify underserved communities have knowledge and access to programs and resources that support small businesses including the Community Loan Fund, Key Bank Business Boost & Build Jumpstart program, the Black & Hispanic Chambers of Commerce, and SCORE
- Authored annual Empire State Development grant application securing over \$1M in grant and sponsorship funding
- Assessed needs of business owners in ethnically diverse communities and developed curriculum
- Analyzed financial, economic, and demographic factors affecting small businesses
- Compiled data on increased employment, sales, loans for NYS on critical business statistics
- Participated as coach and panelist in business plan competitions at banks & universities (Siena, SCCC, SUNY, Community Loan Fund, VetCon, NYSOPDD, Sunmark, Berkshire)
- Directed and guided military veterans in starting new businesses
- Worked with Office of New Americans in helping immigrants start new businesses
- Piloted projects for New York Business Express and Business Mentor NY

# JANET L. TANGUAY

Schenectady, NY

(518) 527-6397

janettanguay@hammockwayoflife.com

## PROFESSIONAL ASSOCIATIONS

---

Capital Region  
Chamber of Commerce, 2021

Capital Region Initiative  
Supporting the Arts, Since 2007

Sales Performers Club, 2020

Upstate Independent  
Filmmakers Network, Since 2000

Women Make Movies, Since 1995

## SPECIALIZED TRAINING

---

XperienceU, 5 Must Do's of  
Courageous Women Leaders, 2016

FBI Citizen's Academy, 2010

Leadership Tech Valley,  
Capital Region Chamber, 2010

## WORK EXPERIENCE (continued)

---

### President / Owner

Hammock Way of Life | Biz Idea Shower | Tanguay Productions  
Schenectady, NY / 2018 - present

- Business coach, Life coach, Speaker, Instructor, Trainer
- Strategic planning/Team building/Employee Engagement/Mentorship
- Vision boarding/Inspirational Leadership
- Webinars/Training courses/Video interviews/Podcasts

### President / Owner

Art-n-Soul, Inc. / Amsterdam, NY / 2006 - 2017

- Visual Mixed Media Artist/Creativity Coach/Expressive Arts Therapist
- Represent over 150 artists in selling their work to galleries, private collectors & corporations
- Create and organize unique workshops on a variety of topics related to holistic wellness
- Provide personal coaching to individuals on achieving their goals, dreams and visions

### Annual Fund & Alumni Activities Coordinator

Schenectady County Community College / Schenectady, NY / 2004 - 2005

- Coordinated alumni events, luncheons, dinners, fundraisers, board meetings
- Wrote speeches, program scripts, direct mail marketing materials, and press releases
- Visited prospective donors and corporate sponsors including GE and Golub Corp.
- Produced 35th anniversary video

### Branch Manager

Manpower Staffing Agency / Troy, NY / 1994 - 2004

- Managed four permanent staff members and over 100 temporary and contracted employees
- Top performing sales office regionally
- Successfully passed ISO9000 certification audits with zero instances of non-compliances
- Consistently exceeded annual sales quotas and met budgetary goals

### Associate Producer/Account Executive

Mountain View Productions / Schenectady, NY / 1989 - 1991

### Associate Producer

Northland Video / Lebanon, NH / 1987 - 1989

- Coordinated cast and crew for video and film productions and scouted locations
- Wrote scripts, press releases and proposals
- Developed business through cold calling

# JANET L. TANGUAY

Schenectady, NY

(518) 527-6397

janettanguay@hammockwayoflife.com

## AWARDS

EAP Statewide Award of Excellence, 2008, 2011, 2013, 2015, 2018  
Fearless Advocate of Entrepreneurs Award from Elaine Houston/WNYT, 2018  
Nominated for Schenectady Human Rights Commission Award, 2018  
50 Over 50 Making a Difference, Channel News 10/WTEN, 2018  
Nori Award, Ad Club Association of Communication Professionals, 1991  
Graniteer Award, New Hampshire Radio Broadcast Excellence, 1989  
Golden Mic Award, Broadcast Journalist Award, 1987

## ADVISORY BOARDS / VOLUNTEER WORK

Mission Accomplished, C-Suite Mentorship for Entrepreneurs, 2019  
SUNY Albany, Center for the Advancement and Understanding of Social Enterprises, 2016  
518Innovate, 2016  
Margination, 2015  
New World Empowerment, 2014  
Mildred Elley, 2012  
Educational Opportunity Center, Perkins LAC, 2000-2009  
Literacy Volunteers of America, 2004

## PODCASTS

Brassy's World on Blog Talk Radio *with Lucas Brassy*  
Capable Wealth *with Jared Paul*  
Creativity Conversations *with Nina Lockwood*  
Dare to be Human *with Kat Koppett*  
Growth Mindset *with Paul Potratz*  
Success Sisters *with JoDee Kenney*  
SuperConscious Soul *with Sandy Vo*  
The Unconventional Path – Entrepreneurship and Innovation Stories and Ideas *with Bela Musits*  
Working Lunch *with Maggie Fromm*

## SPEAKER ENGAGEMENTS

Arts Center of the Capital Region, 2020  
NYS Empire State Development EAC Conference, 2019  
Berkshire Farms Youth Services, 2019  
Entrepreneur Boot Camp, Capital Region Chamber, 2005-2018  
Office of New Americans, US Committee on Refugees & Immigrants, 2018  
Savvy Professional Women's Network, 2018  
Schenectady County Community College, Entrepreneurship Marketing & Hospitality Classes, 2018  
P-Tech, Watervliet, NY, 2021