

Scott Ray, Ph.D.
Scott Ray & Associates, Inc.

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Ph.D. in Social Science Research (1981) Ball State University;
M.A. in U.S. History (1975); B.S. in Political Science (1974).

SPECIAL SKILLS

- ▶ Marketing & econometric assessment, profiling and forecasting
- ▶ Sophisticated statistical analysis and technical reporting
- ▶ Strategic program planning, management and evaluation
- ▶ Development, procurement & implementation of new & large scale projects

EXPERIENCE 35 years in

- ▶ Private consulting in management, marketing, research & evaluation
- ▶ Hundreds of technical reports: industry studies & academic publications
- ▶ Grant writing netting over \$100 million & Federal revenue maximization
- ▶ Managing service & technical personnel & operations

PAST POSITIONS

President	Scott Ray & Associates	1982-17
Consulting in: Education; Federal, State & Local Health & Human Services; Mental Health & Substance Abuse; and Juvenile, Drug & Mental Health Courts & Diversion.		
Special Assistant to the Director	Hawaii Department of Human Services	2003-10
Program Development, Implementation, Administration & Monitoring; Development of Administrative Rules, Legislation & Federal Funding in Child Welfare, Youth Services, TANF, Employment, Childcare, SNAP, Medicaid & Homeless Services		
Director of Quality Assurance, MIS & Evaluation	Center for Substance Abuse Treatment: New Orleans Target Cities Project	1993-99
Director of Research	National Institute of Drug Abuse: New Orleans AIDS Demonstration Research	1988-92
Senior Market Analyst	Regional Transit Authority (RTA)	1985-88
Assistant Professor, Sociology	Xavier University of Louisiana	1983-85
Director of Research	Xavier University of Louisiana	1978-83

Courses Taught: Introductory, Intermediate & Advanced Statistics & Research Methods in six disciplines (Psychology, Sociology, Social Work, Political Science, Pharmacy & Marketing), Organizational Management, Medical Sociology, Marriage and Family, Social Problems, Criminology, and Introductory Sociology at Xavier University, Loyola University, Dillard University and Southern University at New Orleans.

Complete vitae attached, including clients (pp. 2-4), grants (p. 5), & publications (pp. 6-9).

Abbreviated Client Listing

Clients

New Orleans Jazz and Heritage Festival
Festival Productions, Inc.

Essence Communications

People En Espanol Festival

New Orleans Young Leadership Council

HUKA Entertainment

HUKA Entertainment

Festival Productions, Inc.

Festival Productions, Inc.

Festival Productions, Inc.

Festival Productions, Inc.

Oak Street Merchants' Association

New Orleans Jazz & Heritage Festival &
Foundation

Wein Productions

Music Business Institute

Storyville District

Projects

Market Surveys, Economic Impact
Analyses & Event Evaluations 1985-2017

Essence Festival Market Surveys &
Economic Impact Analyses 1995-2017

Economic Impact Analysis 2013-2016

Wednesday at the Square Concert Series
Market Surveys 2014-2016

Pemberton Music Festival
Economic Impact Analysis 2014-2016

Tortuga Music Festival
Economic Impact Analysis 2014-2016

Bayou Country Superfest Market Survey &
Economic Impact Analysis 2010-2017

Buckeye Country Superfest Market Survey
& Economic Impact Analysis 2014-2017

Daytona Country Superfest Market Survey
& Economic Impact Analysis 2017

Florida Country Superfest Market Survey &
Economic Impact Analysis 2016

New Orleans Po Boy Festival
Market Survey 2015

Legislative Expert Testimony on the
Economic Impact of Sales Taxes

Projected Spending Impact of Three
Proposed New Orleans Music Festivals

Market Surveys, Economic Impact Analyses
& Event Evaluations 1993-1999

Market Assessment for Financing

Bourbon Street Merchants Association
Music & Entertainment Commission
City of New Orleans

Marketing Surveys
Econometric projections, Market Surveys,
Event Evaluations & Grant Writing

New Orleans Music & Entertainment
Association (NOM\$E)

*Economic Impact Analysis of Live Music
Industry in New Orleans*

Black Radio Exclusive

Economic Impact Analysis

Partners in Development Foundation

QI & Outcome Evaluation of USDOE and
ANA Native Hawaiian Education Programs
2010-2017

EXCELth, Inc.

Federally Qualified Health Centers in
New Orleans, Strategic Planning & QI
2008-2017

New Orleans Recovery School District
Safe Schools Healthy Students

QI & Outcome Evaluation
2014-2016

Greater New Orleans Metropolitan
Human Services District

QI Design and Monitoring

Department of Social Services
State of South Carolina

Program Development, Funding, Training &
Quality Improvement (QI) Monitoring

Department of Health, Alcohol and Drug
Abuse Division, State of Hawaii

Program Development, QI &
Grant-Writing

Department of Health & Hospitals, Office
of Addictive Disorders, State of Louisiana

Program Development, QI
& Grant-Writing

Positive Directions, State of Louisiana

Evaluation of Independent Living Training

LA Office of Culture Recreation and Tourism

Surveys of African-American Visitors

Regional Transit Authority

1993 & 1999 Baseline Marketing Study

Metropolitan Atlanta Rapid
Transit Authority (MARTA)

Demand Analysis

Jefferson Parish Juvenile Court

Management Audit

New Orleans Health Department

Statistical Analyses of Public Health
Issues and Projects

D-Metro, LLC	QI & Treatment Outcome Evaluation
Dryades Bank Orleans Parish Prison	Market Survey Jail-Based Treatment Evaluation
New Orleans Criminal District Court Mental Health Court (NIJ)	Evaluator Grant Writing
Odyssey House of Louisiana	Outcome & QI Evaluation & Grant Writing
New Orleans Criminal District Court Drug Court Project (NIJ/CSAT)	Evaluator
New Orleans District Attorney Diversion Program (DADP)	Evaluator
Center for Substance Abuse Prevention (CSAP)	QI Evaluator, New Orleans/Baton Rouge Community Coalition
Center for Substance Abuse Treatment (CSAT)	Outcome/QI Evaluator, Claire House Women & Children's Treatment
Infinity: Treatment for Women & Children	Evaluator/QI Consultant Demonstration
Institute for Mental Hygiene	Child Counseling Program, QI & Evaluation
Independent Service Coordination for the Disabled, State of Louisiana	Demographic and Cost Analysis & Evaluation
The Catalyst Group (TCG)	Statistical Analysis and Reporting
State Outcomes Measurement & Management System (SOMMS; CSAT, TCG)	Technical Consultant -- SOMMS (TCG/RTI) Northern Marina Islands and Palau
Imua Mau `Ohana Program Maui Youth & Family Services and the Marimed Foundation (CSAT;TCG)	Technical Consultant on Adolescent Residential Treatment Outcome & QI Evaluation & Analyses
Ke Ola Hou Project (CSAT; TCG) Adolescent Residential Treatment	Project Planning/Proposal Development Technical Consultant on Evaluation
Hui Ho `ola Program (CSAT; TCG) Outpatient Treatment & HIV Prevention for Women	Technical Consultant on Statistical Analysis & Evaluation Reporting
Kokua Mau Lima Youth Mentoring Project	Evaluation Consultant

Kalihi YMCA (CSAP Prevention Project) Pulama I Na O`pio O`Hawai`i (CSAP; TCG) Adolescent Prevention Project	Analysis & Evaluation Reporting Technical Consultant on Evaluation and Replication Manual
Desire Narcotic Rehabilitation Center	Outcome & QI Evaluation
Christian Community Youth Against Drugs	Management, QI and Evaluation
Southern Spectrum Research	Survey Design, Analysis & Reporting
City of New Orleans & Caesar's World Harrah's New Orleans	City Disparity Study Marketing Surveys
Data Newsweekly Magazine	Site Location Study
United Way	Analysis of Baseline Market Data
YMCA of Greater New Orleans	Analysis of Market Data
New Orleans Urban League	Summer Youth Program Evaluation
Gunner & Associates	Strategic Precinct Analysis
Multi-Quest International	Market and Electoral Analyses
New Orleans Video Access Company	Program Evaluation
Family Service Society	Longitudinal Needs Assessment
Sam Dalton, Attorney	Death Penalty Analyses, Clemency Appeals

Selected Awarded Grants

Successful track record in writing awarded grants totaling for over \$50 million

<u>Funding Agent</u>	<u>Program</u>	<u>Role</u>
US Department of Education Native Hawaiian Education	Native Hawaiian Education Projects (e.g. pre-school, STEM, family literacy)	Co-Author/Evaluator
Administration for Children & Families (ACF)	Family Connections Hawaii	Project Director Co-Author
Centers for Medicare & Medicaid	Criminal Background Checks	Co-Author
Administration for Native Americans	Recruitment, Training and Certification of Native Hawaiian Foster Parents	Author State Project Director
Center for Substance Abuse Treatment (CSAT)	Hawaii Access to Recovery	Author
Baptist Community Ministries	Adolescent Prevention and Treatment	Author
CSAT	Adolescent Residential Treatment	Co-Author/Evaluator
CSAT	Target Cities Project	Co-Author/Evaluator
CSAT	Claire House: Women & Children Infinity Treatment: Women & Children	Co-Author/Evaluator Co-Author/Evaluator
CSAT (OSAT)	Primary Care for Drug Tx Clients	Co-Author
Center for Substance Abuse Prevention (CSAP)	New Orleans-Baton Rouge Prevention Partnership Coalition	Co-Author/Evaluator
National Institute for Drug Abuse	N.O. AIDS Demonstration Research	Co Author/Evaluator
Housing & Urban Development	Supportive Housing (Homeless)	Co-Author
National Institutes of Health	Minority Bio-Medical Research Program	Co-Author/Investigator
Institute of Mental Hygiene	Children of Substance Abusers	Author/Evaluator
LA Office of Public Health	HIV/AIDS Preventive Intervention	Author
Endowment for the Humanities	African-American Literature Forums	Author/Manager
Greater New Orleans Foundation	Teen Pregnancy Prevention	Author
HEW Title III Dev. Institutions	Xavier University	Co-Author/Manager

Publications, Presentations, and Reports

Selected from more than a score of academic publications and over 100 academic addresses and industry reports.

- Ray, S., Dill, J.E., Masutani, A. and Dang, L., "Ke Ana 'Ike: implementation and results of a model for agency-wide evaluation." Culturally Responsive Evaluation Association. Chicago, September, 2014.
- Ray, S. and Talarachek, G. "Efficacy of Substance Abuse Treatment for Women and Children: A Case Study." International Association for Social Sciences Meeting, Honolulu, July, 2005.
- Kim, R., Gnomes, F. and Ray, S. "Efficacy of the Hawaiian Experiential Model of Substance Abuse Treatment." Presented to the Substance Abuse Section of the American Psychological Association Annual Meeting. Honolulu, July, 2004.
- Becnel, J., Ray, S., Wolf, T., Detiege, J., Dollar, S. Dixon, T. and Gable, W. "Target Cities as an Effective Solution to the Special Problems of Treatment and Recovery in the City of Laissez Le Bon Temps Roulet." *Journal of Psychoactive Drugs*. 31(3) (1999): 225-32.
- Becnel, J., Ray, S., Wolf, T., Lotten, T. Williams, J., and Gable G. "The New Orleans Patient Tracking System (NOPTS): Automated Centralized Slot Management, Matching, Referral and Data Management for a Network of Community-Based Alcohol and Drug Treatment Providers." *Journal of Computers in Human Services* 14(3/4)(1998): 73-98.
- Ray, S., Becnel, J., Wolf, and Detiege, J. "Treatment Impacts on Recidivism Among Drug-Involved Offenders." Presented to Society of Behavioral Medicine Annual Meeting, San Diego, March, 1999.
- Becnel, J., Wolf, T. Dennis, M. Ray, S., Detiege, J. and Dollar, S. "An Analytic Model for Assessment and Matching of Patients to Treatment Modalities." Presented to the Society of Behavioral Medicine Annual Meeting, New Orleans, March 1998.
- Dollar, S., Ray, S., England, S., Torres, B., Becnel, J., Wolf, Detiege, J. and Gable, W.. "Retention of Poly-Drug Abusers in Treatment in Therapeutic Communities." Presented to the Society of Behavioral Medicine Annual Meeting, New Orleans, March, 1998.
- Ray, S., Becnel, J., Wolf, T., Detiege, J. and Dollars, S. "The Impact of Centralization on Staff and Client Satisfaction with Intake Services." Presented to the American Public Health Association Annual Meeting, Indianapolis, November, 1997.

- Ray, S. and Finigan, M. "The Impact of Alcohol and Drug Treatment Interventions in the Criminal Justice System on Criminal Recidivism in Seven Cities." Presented to the Center for Substance Abuse Treatment Target Cities Technical Assistance Meeting, St. Louis, May 1997.
- Ray, S., Mumm, R., Meicocowski T. "The Impact of Case Management, Drug Treatment and Drug Use Monitoring on a Population of First Time Drug Offenders Diverted from Prosecution to Treatment by the New Orleans District Attorney's Diversion Program." Presented at the APHA Annual Conference, New York, 1995.
- Ray, S., Bouie, J., Becnel, J., and Hayes, D. "Impacts of Family Counseling on the Children of Substance Abusers (COSAs) in Treatment." Presented at the APHA Annual Conference, New York, 1995
- Ray S. "The Economic Impact of the 1993 New Orleans Jazz and Heritage Festival." *Louisiana Business Survey*. 25(1)(Spring 1994):6-9.
- Simpson D., Knight K., and Ray S. "Psychosocial Correlates of AIDS-Risks, Drug Use and Sexual Behaviors." *Aids Education and Prevention*. 5(2)(1993):121-130.
- Watson, D., Kail, B., and Ray, S. "Sex for Money or Drugs" in Brown B. and Beschner G. *Handbook on Risk of AIDS*. Westport CT: Greenwood Press, 1993.
- Ray S. and Bouie J., "Drugs in the Desire/Florida Neighborhood." Report commissioned by the CCYADF. Presented to the National Crime Prevention Center Regional Conference, Charleston, S.C., August 1992.
- Kail B., Watson D. and Ray S. "Needle-Using Practices of Sex-Traders." Presented to the American Sociological Association National Meeting, May 1992.
- Ray, S., Bouie, J., Shorty, V., and Jones, A. "HIV Risk Among Black Intravenous Drug Users." Proceedings of the Third Annual NADR Conference. Washington D.C.: October 1991.
- Ray, S., Bouie, J., Shorty, V., and Jones, A. "The Methadone Dosage Debate and HIV Risk." Proceedings of the Third Annual NADR Conference. Washington D.C.: October 1991.
- Menon, R., Knezek, L., Williams, M. Ray, S., Votsberger, K., and Estrada, A. "Mobility and AIDS Risk Behaviors." *Research in Progress*. December (1990): 22-23.
- Ray, S., Jones, A., Bouie, J., Shorty, V., Ratcliff, S. and Wise, G. "Comparison of HIV Sex Risk Behaviors Among IVDUs and Crack Users." *Research in Progress*. December (1990): 31-33.

- Ray, S., Jones, A., Bouie, J., Shorty, V., Ratcliff, S. and Wise, G. "Pretest and Drug Treatment Effects on AFA Outcome Measures Among IVDUs." *Research in Progress*. December (1990): 11-14.
- Copher, J., Simpson D., Jones, A. and Ray, S. "Reducing AIDS-Risky Behaviors: One-Month Post-Intervention Follow-up." Proceedings of the Second Annual NADR Meeting. Bethesda, MD: November 1990.
- Simpson D., Joe, G., Knight, K., Ray S. and Watson D. "Psychological Correlates of AIDS-Risky Behavior" Proceedings of the Second Annual NADR Meeting. Bethesda, MD: November 1990.
- Washington L., Ray, S. Jones, A., Bouie, J., and Shorty, V. "Hepatitis A, Hepatitis B, and Cytomegalovirus Among HIV-1 Positive IVDUs." Proceedings of the Second Annual NADR Meeting. Bethesda, MD: November 1990.
- Ray, S. and Ladd, A. "Public Attitudes Toward Municipal Waste Incineration." Presented to the session on Environmental Issue at the Annual Meeting of the Southern Sociological Association in Chapel Hill, North Carolina, April 1989.
- Ray, S. and Ryan, T. "Economic Impact of the Live Music Industry in New Orleans." Presented to the Mayor's Forum on Music and Economic Development, October 1987.
- Miederhoff, P., Ray, S., and Talarachek, G. "The Constraints of Professional Socialization: Nursing Student Attitudes Toward Drug Abusers." *Research Communications in Substance Abuse*. VII(1&2)(1986):70-80.
- Ray, S., and Miederhoff P. "The Role of Pharmacists in Sexual Health." *American Journal of Pharmaceutical Education*. (Fall, 1984):226-271.
- Ray, S. "Barriers to the Achievement of Black Women." Presented to the Xavier University Faculty Forum with Funding from the Louisiana Committee for the Humanities, November 1984.
- Ray, S. Occupational Stress and Hypertension Among Firefighters. Presented as expert testimony and published in the record of the Connecticut State Legislature, April 1983.
- Ray, S. "Issues in the Assessment of Historical Trends in Occupational Mobility: A Mobility Table Method for Registry Data." Presented to the Annual Meeting of the Southern Sociological Association, Memphis, April 1982.
- Ray, S. "The Blocked-Mobility Thesis: The Case of Middletown and the Lynds." Presented to the Mid-South Sociological Association Annual Meeting, Shreveport, Oct., 1981.

Miederhoff, P. and Ray S. "Counseling Students Attitudes Toward Drug Abusers." *Counseling and Values*. 26 (October, 1981): 26-34.

Sommervill W., and Ray S., "Sexism in Social Work." Presented to the Mid-South Sociological Association Annual Meeting, Little Rock, October 1980.

Ray, S. "Demography of the Seventh Ward of New Orleans." Presented at the Southern Conference on Afro-American Studies, Texas Southern University, Houston, 1980.

Miederhoff, P. and Ray, S. "Attitudinal and Behavioral Changes Resulting from Participation in Drug Abuse Education Courses." Presented to the American Association of Colleges of Pharmacy Meeting, Boston, July 1980.

Miederhoff, P. and Ray, S. "Sexual Knowledge and Attitudes Among Pharmacy Students." Presented to the American Association of Colleges of Pharmacy Annual Meeting, Denver, June 1979.

Selected Industry and Other Commissioned Reports

Customer Satisfaction Survey, Harrah's Casino (54 volumes).

Regional Transit Authority (RTA) Baseline Market Research Study: Seven Integrated Studies, 1993 & 1999.

Projected Fare Box Revenue Impacts of Alternative RTA Fare Prepayment Plans.

African-American Visitors to Louisiana, Department of Culture, Recreation & Tourism: Three Integrated Studies

Cost Analysis of State Residential Facilities, Independent Service Coordination Project, Louisiana Planning Council on Developmental Disabilities.

Program Evaluation & Tax Revenue Impact Assessment of the Music Business Institute.

New Orleans Jazz & Heritage Festival Marketing & Economic Impact Analysis, 1985-2016.

Essence Music Festival Marketing & Economic Impact Analysis, 1995-2016

Projected Spending Impact of Three Proposed Scenarios for New Orleans Music Festival Events, Wein Productions.

Process Evaluation, New Orleans Criminal District Court Drug Court.

Economic Impact of the Live Music Industry in New Orleans, New Orleans Music and Entertainment Association.