

Tammira Lucas, DBA

tammiralucas@gmail.com

Summary

Energetic and motivated professional with a proven record of generating and building relationships, managing projects from concept to completion, designing educational strategies, and coaching individuals to success. Skilled in building effective revenue generating business models and impactful programming whom demonstrates exceptional communication skills, and making critical decisions during challenges. An adaptable and transformational leader with an ability to work independently, creating effective presentations, and developing opportunities that further establish organizational goals.

Education:

Walden University, Baltimore, Maryland, **March 2018**
Doctorate Degree in Business Administration, Concentration in Entrepreneurship

Strayer University, Baltimore, Maryland, **September 2012**
Masters of Science in Business Administration, Concentration Acquisitions

Coppin State University, Baltimore, Maryland, **December 2009**
Bachelor of Science in Management Science

Teaching Experience:

Coppin State University, Baltimore, Maryland, **July 2023-Present**
Professor (College of Business)

Harford Community College, Bel Air, Maryland **August 2018- 2023**
Assistant Professor (Community, Education, Business, Accounting Technology)

Coppin State University, Baltimore, Maryland, **January 2015-Present**
Adjunct Professor (College of Business)

George Washington University, District of Columbia **August 2015- Dec. 2018**
Adjunct Professor (Department of Organizational Science & Communication)

Community College of Baltimore County, Baltimore, Maryland, **October 2014-2016**
Adjunct Professor (Continuing Education Department)

Tammira Lucas, DBA

tammiralucas@gmail.com

Professional Experience:

Founder

(2016-Present)

The Cube Cowork

The Cube Cowork is Maryland first coworking space that focus on giving work from home parents time back by providing all the amenities needed to balance work and family in one location. The Cube provides on-site baby-sitting services and business resources. As founder I established and executed the business concept and raised start-up funding. Currently, we have scaled to increase revenue by 90% since starting and increase membership and expanded from 1200 sq ft to 15,000 sq ft. The Cube has helped over 80 mothers balance their businesses and their families.

Executive Director

(2017-2020)

Warnock Foundation

Appointed by the foundation Chair to oversee all operations, functions and activities to provide a platform for Baltimore's thought leaders and community that provide them an opportunity to utilize their talents and energy to move Baltimore in a positive direction. I oversee the administration, implement strategic programming of the overall foundation and management of the financial giving of over two million dollars yearly

Selected Achievements and Experiences

- Awarded over \$500k a year in funding to social justice, social innovation, and education
- Appointed board member for Green Street Academy and CLIA
- Developed programming for social innovators to scale their programs and positively impact Baltimore

CEO

(2010-Present)

The Business Dr. Consulting Firm

The Business Dr. Consulting firm provides strategic business strategies to business owner to help them start and scale their enterprises. Through the Business Dr. consulting firm staff consist of expert business consultants who are certified in Growthwheel. Each consultant has a specialty focus that range from finance to business scalability.

Selected Achievements and Experiences

- Partners with Morgan State University Entrepreneur Development Assistance Center

Tammira Lucas, DBA

tammiralucas@gmail.com

- Consultant with TEDCO Builder Fun
- Consultant with Morgan State University Women's Business Center
- Lexington Market Vendor Committee member
- Disney Institute Leadership Certification
- Baltimore City Ecosystem Builder

Project Director

(2016-2018)

Community College of Baltimore County

Provided leadership, guidance and vision of program development to expand CCBC's Center for Business Innovation to increase the success, sustain the involvement, and build a strong network of support for CCBC students and alumni aspiring to become small business owners through the program activities that include: offering a continuum of training opportunities designed specifically for those aspiring to be small business owners; expanding target marketing efforts for CCBC's Business Plan Competition and increasing the start-up capital awarded; and deepening the resources and support services provided by the Center for Business Innovation including scholarships, mentoring, online resources, and professional development opportunities.

Selected Achievements and Experiences

- Awarded over \$25k year in start-up funding to students and alumni
- Developed, maintain, and implemented entrepreneurship certificate programming that engaged over 400 students yearly
- Maintained relationships with external funders to support programming and increase funding for Center for Business Innovation.
- Developed and maintained relationships with directors across the institution leading to the expansion of the program from one program to four entrepreneurship programs
- Developed reporting data points to show programming impact and effectiveness
- Expanded target marketing efforts for CCBC's Business Plan Competition
- Developed mentorship program with connecting advisors outside the institution with students

Interim Director

(2015-2017)

Coppin State University

Provided strategic planning, staff supervision, budget management and development of new courses and manage revisions of courses as well as overall communication to current and prospective students. Analyzed comprehensive data to enhance recruitment and retention numbers. Develop communication plan to increase enrollment and positive outcomes.

Tammira Lucas, DBA

tammiralucas@gmail.com

Selected Achievements and Experiences

- Developed and implemented all online business courses with instructional
- Developed and implemented entrepreneur certificate program
- Expanded support services to online students through online tutoring and mentoring
- Increased enrollment by 20% by implementing social media marketing strategies
- Increased enrollment through strategic partnerships with corporate partners
- Expanded awarded scholarships/grants funding for college education to reach a total of \$2 million annually through implementation of international honour society.
- Developed and implemented system and performance metrics to track student progress through program completion that to 90% completion
- Assisted faculty in the ACBSP Accreditation process.

Program Director

(2012-2015)

LIGHT Health and Wellness Comprehensive Services

Provided oversight of 1.2 million dollar federal funding to implement comprehensive support services to families impacted by health disparity issues. As Program Director I oversaw budgets, program activities and evaluation of the program. Attended professional policy meetings and performed all marketing and recruiting duties.

Selected Achievements and Experiences

- Organized and facilitated quarterly provider meetings with 100 service providers in Maryland.
- Implemented entrepreneurship programming to help increase household income of program participants by 10%.
- Convene with national programs on ways to increase program participating and utilize creative programming to bridge the gap of resources for participants.
- Developed youth leadership fellowship program.
- Enhanced organization leadership outcomes.
- Improved organization programming through data collection and analysis

Research Papers

Lucas, T., & Sines, C. (2018). Marketing Strategies to Increase Sales in Small Family-Style Restaurant Businesses. *The Journal of Social Media in Society*.

Professional Memberships:

Delta Sigma Theta Sorority Incorporated
Golden Key Honour Society Advisor

Mar. 2018

Jan. 2017

Tammira Lucas, DBA

tammiralucas@gmail.com

Black Speakers Network	Jan. 2016
National Black MBA Association	June 2014
Golden Key Honour Society Member	June 2012
Alpha Chi National College Honor Society	June 2012

Professional Presentations

- “An exploration of impact-based enterprise and implementable pedagogical practices.”* John Hopkins University, Baltimore, MD February 2019
- “Why Diversity and inclusion matter to Maryland’s workforce,”* Maryland Workforce Outlook Forum, Baltimore, MD, May 2018
- “Access to capital,”* Baltimore Times, Baltimore, MD July 2017
- “Makerslab@lightcity,”* Light City, Baltimore, MD April 2017 & 2018
- “Community Economic Empowerment through Entrepreneurship,”* Network for developing conscious communities, Baltimore, MD October 2016
- “Co-Creating Economic Opportunity in Baltimore,”* Baltimore Innovation Week, Baltimore MD September 2016
- “Business & Marketing Strategies,”* Mom 2 CEO Symposium, Woodland CA September 2015
- “Unleashing the Spirit of Innovation,”* Coppin State University Deans List, Baltimore, MD August 2015
- “Increasing economy through entrepreneurship,”* National Abandoned Infants Assistance Conference, Baltimore, MD April 2015

Recognition and Honors:

American Express Leadership Academy Fellow	Sept. 2018
Living Classroom Rising Star Recipient	Oct. 2017
Baltimore Business Journal Top 40 under 40 2016	Sept. 2016
Associated Black Charities Women on the Move 2016	Sept. 2016
2015 Baltimore City Chamber of Commerce Small Business Innovator	Feb. 2015
Baltimore’s 92q 2014, Top 30 under 30	Oct. 2014
The Fab Empire: Top 30 under 30	Dec. 2014
Co-Founder of MAE (Moms As Entrepreneurs)	Feb. 2014

Professional Growth Activities:

- Youth Voices for Community Change Board Member **Jan. 2019**
- University of Maryland School of Social Work Board member **Dec. 2018**
- College Bound Foundation Alumni Board Member **May 2016**
- Wiley Funeral Home Wishing Well Board Member **May 2016**
- The Warnock Foundation Baltimore Social Innovator Journal Recipient **Jan. 2016**
- Trustee Gethsemane Baptist Church **Nov. 2015**
- Self-Published Author- 64 Things You didn’t Know about Becoming a MAE **Nov. 2014**
- Cofounder Paul Laurence Dunbar High School Vickie Coleman Scholarship **Sept. 2013**

Tammira Lucas, DBA

tammiralucas@gmail.com