

JAMES HENRY DUNNE, Esq.

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[SUNY SBU College of Business Profile](#)

[LinkedIn](#)

PROFESSIONAL SUMMARY

Educator:

- ⇒ Accomplished entrepreneurship, management and business law [educator](#) delivering impactful instruction to undergraduate and graduate students on topics including but not limited to:
 - Business start-up and growth, business law and policy, leadership strategy, business ethics, commercial dispute resolution, HR / employment, collective bargaining, operational controls, management principles, several hospitality management topics, and more.
 - Demonstrated capacity to develop and execute strategies that increase representation through the values of diversity, equity, inclusion, and accessibility, resulting in the cultivation of an impartial and collaborative environment with improved academic outcomes.
 - History as school administrator with successful record of raising scholarship funds.

Entrepreneurship:

- ⇒ Attorney-at-law with over 90% of practice work dedicated to [counseling entrepreneurs](#) at all stages of the business cycle, including strategy, start-up, multi-unit franchising, transactions and compliance.
- ⇒ Extensive history of real-world industry operations experience and [small business consultation](#) providing growth, leadership and marketing strategies, as well as employee training and development.
- ⇒ Founder of a successful and innovative [entertainment company](#) for corporate and group events.

Research, Publication and Media:

- ⇒ [Published research](#) on various business and legal topics, with a demonstrated record of recent publication, including ABDC “A”, “B” and “C” ranked high-impact business research journals.
 - Publication in research journals, trade magazines, trade journals, and newsletters.
 - Presentations at academic conferences.
- ⇒ [Expert source](#) on various business and legal topics.
 - Extensively sourced in various media platforms, including digital, broadcast, radio, and print.
 - Speaking engagements at professional business conferences.

Technology:

- ⇒ Effective utilization of synchronous and asynchronous technologies and software platforms to facilitate engaging remote education to offer an accessible, engaging and tech-driven academic experience.
- ⇒ Command of SEO, Google Analytics and Google AdWords to drive web traffic to businesses.
- ⇒ Fluent in Microsoft Office suite, Adobe suite, WestLaw and Lexis research platforms; experience with Blackboard, Canvas and Brightspace learning platforms.
- ⇒ Exceptional ability to communicate, teach, train and inspire across various platforms, modes of delivery and diverse populations to deliver academic content accurately and engagingly.

Professional License and Practice:

- ⇒ Persuasive and effective legal counsel, with a focus on transactional corporate and commercial law, backed by New York state licensure and [practice-area expertise](#) including but not limited to:
 - Corporate counsel, commercial transactions, contract review, drafting and negotiation, corporate governance, HR / employment, entrepreneurship, commercial real estate, regulatory compliance (state and federal), risk management, intellectual property, and commercial dispute resolution.

UNIVERSITY EDUCATOR

FACULTY APPOINTMENT

SUNY Stony Brook University, Stony Brook, NY

Professor of Practice

9/2023 – present

College of Business

* Course Instruction (anticipated):

Traditional course delivery (Brightspace Learning System)

BUS 353 – Entrepreneurship

BUS 441 – Business Strategy

BUS 447 – Business Ethics

MBA 507 – Ethics in Management

MBA 512 – Business Strategy

MBA 570 – Entrepreneurship

Adjunct Lecturer

1/2023 – 8/2023

College of Business

* Course Instruction Taught:

Traditional course delivery (Brightspace Learning System)

BUS 353 – Entrepreneurship

NY INSTITUTE OF TECHNOLOGY, Old Westbury, NY

Assistant Professor

1/1997 – 8/2023

School of Management (AACSB Accredited)

* Course Instruction Taught:

*100% Online, Blended, Distance Learning and Traditional course delivery
(Blackboard and Canvas Learning Platforms)*

- Business Administration:

Small Business Management

Business Plan Development Capstone

Legal Environment for Business

Business Law

Ethics & Social Responsibility (MBA / graduate)

Business Enterprise Environment (MBA / graduate)

- Hospitality Management

Entrepreneurship, Franchise & Multi-Unit Management

Purchasing, Procurement & Supply Chain Management

Leadership & Employee Relations

Law for the Hospitality Industry

Operations Cost Control

Customer Service Excellence

Casino & Gaming Operations

Beverage Management

Menu Development & Design

Fieldwork / Internship

Senior Seminar Capstone

* Study Abroad Programs:

- Organized and escorted 5 summer studies abroad programs through western European countries in conjunction with University of Nevada Las Vegas

Select NYIT School of Management Contributions

Assistant Dean 8/2010 – 8/2012

Division of Business | School of Management

Department Chair 1/2008 – 8/2012

Department of Hospitality Studies

Fundraising for School of Management

*Raised **\$100,000+** in Scholarship Funds* 1/2002 – 5/2020

*Raised **\$60,000+** in 'In-kind' Donations* 1/2002 – 5/2020

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PROFESSIONAL LICENSE

Attorney and Counselor-at-Law

State Admission

2nd Judicial Department; 10th Judicial District
Supreme Court; Appellate Division
NYS Unified Courts System Registration #5468384

Federal Admission

United States District Courts:
Eastern District of New York
Southern District of New York

Active Legal Memberships

NYS Bar Association
American Bar Association
Suffolk County Bar Association

Supreme Court Roster

Suffolk County Supreme Court's Roster of Commercial Division Mediators

Continuing Legal Education & Advanced Training

2017 to present

Commercial Arbitrator (NYSBA Advanced Training – 24 MCLE credit hours*)

Commercial Mediator (NYSBA Training – 24 MCLE credit hours*)

Commercial Mediator (NYSBA Advanced Training – 16 MCLE credit hours*)

**** 40 MCLE credit hours fully satisfies training compliance as Arbitrator and Mediator pursuant to Part 146 of the Rules of the NYS Chief Administrative Judge***

Additional CLE Training Topics Completed (90+ hours):

Business, Corporate Governance, Entrepreneurship, Risk Management, Employment, Collective Bargaining, Franchising, Intellectual Property, Dispute Resolution (Arbitration and Mediation), ADA Compliance, Estate Planning, Real Estate Transactions, Liquor Law / Licensing, Professional Responsibility / Ethics, Not-for-Profit Counsel, and more.

PROFESSIONAL PRACTICE

LAW OFFICES OF JAMES HENRY DUNNE, Esq., Melville & Shelter Island, NY 2/2017 – Present

Attorney and Counselor-at-Law

www.JHDunneLaw.com

Areas of Practice:

Business Law | Corporate Counsel

- Contract Drafting & Review
- Corporate Governance
- Risk Management
- Business Purchase and Sale
- Partnership and Shareholder Disputes

- Incentive Plans
- Executive Separation Agreements
- NYS and Federal Regulatory Compliance

Entrepreneurship | Business Startup

- All Phases of Start-up and Launch
- Business Plan Drafting
- Franchising
- LLC and Incorporation
- Intellectual Property
- Shareholder Agreements
- Operating Agreements
- Buy-Sell Agreements
- Capital Investment
- Trademark
- Business Succession Planning

Employment Law

- Hiring and Termination
- Counseling, Discipline and Evaluation
- Employee Policy and Handbooks
- Wage and Hour Compliance
- Department of Labor Violations
- Unions and Collective Bargaining
- EEOC, Discrimination, Harassment
- Workers' Compensation
- FMLA, NYS Paid Family Leave

Hospitality Industry

- NYSLA Liquor Licensing
- County Board of Health
- ADA Website Compliance
- NYS Wage Order
- Department of Labor Violations
- Catering and Event Contracts
- Vendor Agreements
- Music Licensing
- County and NYS Regulatory Compliant Permits

Real Estate

- Rental Agreements
- Commercial Leasing

Alternative Dispute Resolution

- Commercial Arbitrator (NYSBA Advanced Training – 24 MCLE credit hours)
- Commercial Mediator (NYSBA Training – 24 MCLE credit hours)
- Commercial Mediator (NYSBA Advanced Training – 16 MCLE credit hours)

Pro Bono Legal Counsel

- Nassau / Suffolk Law Services – 50 hrs

Fall 2016

- [LIHA](#) – 50+ hrs per year 1/2018 – Present

Organization Affiliation

- Huntington Township Chamber of Commerce *Fall 2021 – Present*
- Alliance Defending Freedom *Spring 2021 – Present*

ENTREPRENEURSHIP

SV DYNAMICS INC., Huntington, NY 1/1995 – Present

President

dba **Service Dynamics** 6/2005 – Present

www.JHDunne.com

www.Service-Dynamics.com

- Customer service and salesmanship training
- Orientation and employee development programs
- Operations standardization and employee manual drafting
- Brand management
- Marketing analysis, implementation and menu design
- Facility layout, decor and design for retail areas
- TIPS® certification training (certified trainer since 1997)
- Management systems, training and development

dba **Vino U.**

www.VinoU.com

- Entertainment programs that utilize the sensory experience of tasting wine to build bridges between colleagues and engage clients in fun, enlightening, and memorable events
- Corporate client engagement programs
- Professional development team-building workshops

* For review of partial list of Sv Dynamics, Inc. clients and client testimonials, [click here](#)

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EDUCATION

TOURO LAW CENTER, Central Islip, NY Juris Doctor	2005
NEW YORK UNIVERSITY, New York City, NY Master of Arts Food Service Management	1996
NASSAU COMMUNITY COLLEGE, Garden City, NY Associate in Applied Science Restaurant Management	1992
HOFSTRA UNIVERSITY, Hempstead, NY Bachelor of Arts Psychology	1990

COMMUNITY SERVICE

Pro Bono Legal Counsel LIHA (non-profit) – 50+ hours per year	1/2018 – Present
Nassau / Suffolk Law Services (low-income clients) – 50 hours	9/2016 – Present
Executive Board LIHA (non-profit)	1/2018 – 6/2022
Advisory Board Western Suffolk BOCES Advisory Board	9/2009 – Present
TIPS Certified Trainer Training for Intervention Procedures Certification Trainer	1/1997 – Present

RESEARCH / PUBLICATION / MEDIA (2017 to present)

Refereed Papers & Proceedings (Published):

March 2023

J. Dunne, P. Harris, K. Kinkela

“Case Study: Impact of Regulatory Restrictions and Tax Policy on Breakeven and Risk Management”

Journal of Risk and Financial Management, Volume 16, Issue 3, 179. [View Here](#)

ABDC “B” Rank

October 2022

B. Mutharaj, R. Chaudhary, J. Dunne, J. Bienstock, C. Seaman

“Green supply chain management: A theoretical framework and research directions”

Computers & Industrial Engineering, Volume 172, Part A, 108441. [View Here](#)

ABDC “A” Rank

September 2021

J. Dunne, P. Harris, T. Jalbert

“Mitigating Risk Amidst Catastrophic Events: A focus on shareholder and operating agreements”

Outstanding Research Award

Review of Business and Finance Studies, Volume 12 (1), pg 69-78. [View Here](#)

25% acceptance rate / double blind peer review

January / February 2021

J. Dunne, P. Harris

“Risk Management and COVID-19: Business Resiliency Recommendations”

Lead / Cover Article

Internal Auditing - Thomson Reuters, pg 6-15. [View Here](#)

ABDC “C” Rank

October 2017

V. Vaccaro, V. Yucetepe, D. Cohn, **J. Dunne**.

“Pleasant music’s relationship to congruence, consumer behavioral intentions, unplanned purchase, and time spent in retail and service environments”

Journal of International Management Studies, Volume 17 (2), pg 35-48.

21% accept rate / double blind peer review [View Here](#)

Refereed Papers & Proceedings (Under Review or Being Readied for Submission):

Being Readied for Submission

R. Sawhey, B. Mutharaj, **J. Dunne**

“Impact of transformational leadership on supplier responsiveness: An empirical study”

Academic Conference Presentation / Proceedings

May 2021

J. Dunne, P. Harris, T. Jalbert

Best in Session Award

“Mitigating Risk Amidst Catastrophic Events: A focus on shareholder and operating agreements”

The Institute for Business and Finance Research, May 25-28, 2021, Costa Rica.

May 2021

J. Dunne, P. Harris, R. Koenig

“Case Study: Main Street Retailer Response to Covid-19 Related Government Restrictions on Operations”

The Institute for Business and Finance Research, May 25-28, 2021, Costa Rica.

October 12-14, 2017

V. Vaccaro, V. Yucetepe, D. Cohn, **J. Dunne**.

“Pleasant music’s relationship to congruence, consumer behavioral intentions, unplanned purchase, and time spent in retail and service environments”

International Academy of Business and Economics 2017 Conference, New York.

Professional Publications:

August 2018

“Expert Advice: Can I Refuse Service Based on Differing Views?”

Business News, Queens Chamber of Commerce, Vol. 14, Issue 8 [View Here](#)

June 2018

“Q&A: James Henry Dunne, Esq., on The Red Hen and Sarah Huckabee Sanders”

The Box [View Here](#)

Media / Expert Source:

June 2021

"Why are Restaurant Jobs Going Begging on Long Island?"

by Victor Ocasio, LI Newsday [View Here](#)

April 2020

"11 Ways to Help Small Businesses Affected by Coronavirus Right Now"

by Nicole Spector, NBC News [View Here](#)

June 2018

"Red Hen owner had legal right to tell Sarah Sanders to leave, but it's bad for business, experts say"

by Michael Bartiromo, Fox News [View Here](#)

December 2018

"Dining at the Grand Hotel"

by Adina Genn, Long Island Business News [View Here](#)

February 2018 / 2019

"Liquor Liability Insurance Cost, Coverage & Who Needs It"

by Kent Thune / Virginia Hamill, Fit Small Business

Professional Conference Presentations:

May 2023 – Moderator

"The Long Island Food Council Education Series: License and Permit Regulatory and Compliance Panel Discussion with the New York State Liquor Authority, NYS Department of Agriculture and Markets, Nassau County Department of Health, and Suffolk County Department of Health"

Long Island Food Council @ RXR Executive Plaza, Melville, NY

[View Video Here](#)

March 2023 – Keynote

"Website Design and ADA Accessibility: Is your website vulnerable to the recent wave of lawsuits to small businesses? Learn about design tactics to avoid liability."

Huntington Chamber of Commerce

[View Video Here](#)

March 2019 – Education Seminar

"Implications of Refusing to Serve a Guest: Legal Principles vs. Foundations of Hospitality"

International Restaurant & Foodservice Show @ Jacob K. Javits Convention Center

November 2018 – Keynote

"Can My Operation Refuse to Serve a Guest?"

Conference Presentation @ St. Joseph's College

Legal Newsletter Articles:

June 2020

"COVID-19 Reopening Guidelines for New York Restaurateurs" [View Here](#)

October 2019

"Is Your Website ADA Compliant? 10 Steps to Avoid Joining the Long List of Restaurants and Hotels Embroiled in Costly ADA Lawsuits" [View Here](#)

February 2019

"Avoiding Costly Wage & Hour Claims and Litigation" [View Here](#)

May 2018

"10 Steps Your Business Should Take to Eliminate Sexual Harassment Claims" [View Here](#)

SELECT PAST RESEARCH / PUBLICATION / MEDIA / PRESENTATIONS (prior to 2017)

Refereed Papers & Proceedings:

January 2011

P. Harris, **J. Dunne**, R. Koenig, J. Murdy.

"The Implications of LIFO Repeal on the Entertainment Industry"

The Institute of Business and Finance Research, Las Vegas, Nevada

May 2011

P. Harris, A. Deerson, **J. Dunne**, N. Hayes.

"The Role of Credit Agencies in the Financial Crisis: Their Defenses and Recommendations"

The Institute of Business and Finance Research, Costa Rica

August 2011

S. Kohn, P. Harris, L. Washington Arnold, **J. Dunne**.

"Telecommunications Pricing Tactics and Strategies: A Practitioner's Perspective for Innovators and Disruptors"

Academy of Taiwan Business Management Review

Publication:

Book

"Service Dynamics - Profitable Service for the New Millennium"

Kendall/Hunt Publishing Company, Iowa, 2000.

Articles

"Food for Thought: Preparation Prevents Poor Performance"

New York State Restaurant Association, L.I. Chapter Update, Official Newsletter, January 2011.

"Training Generation X"

Restaurant Report and <www.restaurantreport.com>, September 2000.

"Training Gen-Xers Takes Understanding and Fairness, Not a Traditional Iron Fist"

Nation's Restaurant News, Vol. 34, No. 49, December 4, 2000.

"Sexual Harassment: Can you be held accountable for the actions of others?"

Restaurant Report and <www.restaurantreport.com>, May 2000.

"Training Gen X and Gen Y: Part 1"

Food and Service News, Volume 3, Number 4, April 2001.

"Training Gen X and Gen Y: Part 2"

Food and Service News, Volume 3, Number 5, May/June 2001.

"Personnel Matters: Sexual Harassment"

Food and Service News, Volume 3, Number 6, July 2001.

"Downtime: Vino 101"

Financial Advisor, Vol. 6, No. 11, June 2006.

Media / Expert Business and Operations Source:

*** Speaker / Keynote:**

International Hotel/Motel & Restaurant Show, Hamptons Wine & Food Festival,

American Culinary Federation, The Long Island Wine Event, Long Island Hotel Association, Long Island Restaurant Association, Long Island Baker's Association, National Bakers Association Annual Conference, Sysco Food Services Fall Harvest Showcase

* **Guest – Television:**

Eyewitness News This Morning, ABC-TV New York, News 55, Long Island News Tonight, WLIW 21

* **Guest – Radio:**

Profumi D'Italia, WHRC Garden City, The Grapevine - KZBN Santa Barbara

* **Expert Source:**

New York Times, Long Island Newsday, New York Daily News, Los Angeles Times / The Washington Post News Service, American Express BRIEFING, Distinction, House, Long Island Business News, The Improper, Anton Newspapers, Long Island PULSE, Hamptons Cottages & Gardens Magazine, Country Club Quarterly, Hamptons Resident Magazine, Queens Chamber of Commerce, NBC News.com, FOX News.com, Fit Small Business.com

* **For review of partial list of media appearances (including links to video), [click here](#)**

SELECT PAST PROFESSIONAL INDUSTRY OPERATIONS EXPERIENCE

NY MARRIOTT MARQUIS, New York City, NY

Multi-unit Food & Beverage Manager (oversight of 60+ employees)

* Completion of year-long Marriott Individual Development Management Training Program including cross-training across all areas of a flagship food, beverage and lodging property.

PRIDWIN HOTEL, Shelter Island, NY

General Manager (oversight of 30+ employees)

* Directly responsible for all front-of-house customer facing operations.