

| <u>Organization</u> | <u>Dates/Title/Scope of Work/Responsibilities</u> | <u>Project Operating Budget; Achievements</u> |
|---|--|--|
| Proseni | 2004 - present: Board of Supervisors: organizational, administrative, fiduciary board accountability/oversight, audit of board of patrons, executive staff of major arts non-profit foundation. Signatory responsibility for funds release; annual financial audits... | Successful annual external audits. Annual operating budget up to USD350,000 |
| Jakarta International School | 2007-09: Schoolwide Strategic Planning Committee: review-recommend ways/ means to increase external stakeholder communications, strengthen relations | New external relations action plan implemented; USD45 mill schoolwide operating budget |
| University of South Australia | 2001-05: Full-time social scientist, researcher worked with five capacity-building NGOs at grassroots level in Central and West Java, Indonesia. Used participatory action research and traditional empirical research methods to learn how participants perceive and realize self-determined organizational effectiveness paradigms. | Ph.D. awarded 2005. Thesis received international prize for research quality, importance and creativity. Proj costs: \$50,000 |
| PT Damai Sejahtera Mulia | 1987-1996: Long-term consultant to Makarizo brand haircare products manufactured in Indonesia: Marketing, management development, wrote venture capital feasibility study; onsite management consulting 3/95-6/96 | Company representative at U.S. trade fairs; initial marketing campaigns have led to current strength in domestic, int'l markets; Proj value: USD8 mill |
| Int'l Development Research Ctr. | Mar/Apr 1995: Short-term consultant, South Asia Regional Office, New Delhi--survey global, regional, local NGO/donor resources in forestry, environment, natural resources, social/community forestry projects. Project travel to Wash. DC, Bangkok, Manila, Jakarta, New Delhi | Survey assisted group's strategic planning; USD25,000 |
| USAID-Environmental Bamboo Foundation | 1993-1995: Project Director: <i>USAID Strengthening Institutional Development, Bali, Indonesia</i> : conceived, designed, wrote project paper, proposal and implemented project (staff, direct, control) first bamboo training center of its kind in the world to study all aspects of bamboo from nursery, through to stand management, harvest, preservation, craft production, industrial applications; trainer training | Project delivered on time, within budget, within contractual scope of work; contract value: USD230,000 |
| Environmental Bamboo Fdn. | 1992-1995: Founding chief executive officer of new quasi-local/quasi international NGO. Authored all feasibility studies and funding proposals; organized staffing, managed government contracts, overhead, project costs; designed foundation giving and membership fundraising programs; liaison btw fdn, board, advisory councils. | Secured USD350,000 in project funding within first 18 months of operation |
| USAID-Pragma Corporation | 1991-1993: Project Director, <i>Philippine Export Div. Private Investment Trade Opportunities</i> , Manila. Developed project concept, wrote proposal, designed, directed, implemented project to provide turnkey export trade marketing services to 300 SME and first-time Philippine exporters in all sectors and industries. Tech services: evaluate client capabilities, research new markets, design distribution infrastructure, brokered trade. | Oversight for over USD7.5 million in brokered sales in first year of operation; contract value: USD1 million |
| Asian Development Bank-Pragma Corporation | 1990-91: Chief of Party, Management Trainer, <i>Institutional Strengthening of NGOs in Philippines</i> to provide technical/management assistance to 43 NGOs engaged in \$8 million ADB microcredit lending program funded through Government of Philippines Department of Small Trade and Industry. Project travel throughout Philippines | Groundbreaking project delivered on time, within budget, within contractual scope of work; project value: USD\$8 mill; contract value: \$900,000 |
| USAID-Pragma Corp. | 1985-1988: Project Director, <i>Indonesian Private Sector Institutional Development Project</i> , Jakarta. Private sector initiative linking small, medium large company business executives in Indonesia with technology, marketing, management, service expertise of U.S. private sector counterparts through meetings, training, internships, observational tours, workshops. Project travel to Indonesia and throughout U.S.A. | Contract value: \$1 million over three years |
| Sharon Eng, UnLtd. | 1981-present: independent consultant to business and nonprofits focusing on institution-building, strategic planning, organizational development, corporate communications. Clients, among others, include Kuwait Airways; Southeastern University; Marriott Corp., Smithsonian Institution Membership Office... | Client references upon request |