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DR. RICHARD L. KLOPP

AVENIR CONSULTING, LLC
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INTERNATIONAL MANAGEMENT PROFESSIONAL

— over twenty years of success in internationally focused social change ventures —
— bringing state of the art theory to best of class practice —

Record of decisive leadership in organizations with international scope. Noted for sound, practical management style centered on a strong history of successful team creation and retention. Known for ability to balance dedication to on-time project deliverables with long-term organizational vision. Results-proven ability to generate enthusiasm for ideas, create clear communication of mission internally and externally, and keep teams on task through to a "job well done." Combines academic rigor with practical management. Values a practice informed by the best-known theory, and theory linked to best of class practice.

CORE LEADERSHIP QUALIFICATIONS

--- Systems builder	--- Networking / Relational skills ---	--- Motivated by results
--- Cross-cultural communication	--- Donor and client retention ---	--- Visionary / Team builder
--- Accomplished Professor	--- Clear vision / Strategy ---	--- Solid project management
--- Development / Fundraising professional	--- Program troubleshooting ---	--- Creative

SELECT LEADERSHIP EXPERIENCE

EDUCATION:

Ph.D. PHILANTHROPIC STUDIES

2015

Lilly Family School of Philanthropy at Indiana University. My dissertation, under the direction of Dr. Richard Gunderman, uses the intellectual history framework provided by the philosophy of Charles Taylor to question the origins of 19th Century scientific philanthropy and the idea that social problems are amenable to scientific understanding and solution. www.philanthropy.iupui.edu

M.A. THEOLOGY / PHILOSOPHY

2008

Faculté de théologie et sciences religieuses, Laval University. Winner of the "Prix du séminaire" for best thesis of the year on the philosophy of Charles Taylor and religious pluralism and secularization theory. www.ftsr.ulaval.ca

ACADEMIC ADMINISTRATION & PROFESSORSHIPS:

The Indiana University Lilly Family School of Philanthropy (www.philanthropy.iupui.edu)

The largest nonprofit research and training center in the United States. (Indianapolis, Indiana)

2005 - 2010

ASSOCIATE DIRECTOR, LAKE INSTITUTE

VISITING FACULTY, THE SCHOOL OF PHILANTHROPY

ADJUNCT FACULTY, SCHOOL OF PUBLIC AND ENVIRONMENTAL AFFAIRS, INDIANA UNIVERSITY PURDUE UNIVERSITY AT INDIANAPOLIS (IUPUI)

Manage daily operations of this growing unit with a primary focus on driving program growth, increasing profit, expanding strategic partnerships, and overseeing program delivery. Provide leadership and direction for employee performance across diverse functional areas including program management, organizational finances, strategic planning, marketing/communications, and public relations. Direct the grant making, research plan and budget, publications, and public events.

Taught nonprofit management and fundraising, supervise graduate students, and participate in University-wide nonprofit leadership development and fundraising agenda. Board development, recruitment, fund development, and vision casting for the Institute.

--- Direct to the highest standards for nonprofit management practices and ethics as part of the industry leader nonprofit research center.

--- Ensure mission focus and goal achievement through effective team building and inspirational leadership

--- Spearhead development strategy through key partnerships and networking for growth.

Selected Accomplishments:

Earned PhD in Philanthropic Studies.

Oversight of strategic plan for the Institute and the US\$ 8 Million endowment.

Manager of Institute's Board of Advisors, National Doctoral Dissertation Fellowship, and Indiana University Lake Scholar program.

Speak and lead training sessions on philanthropy nationally and internationally.

Quoted in the Wall Street Journal, Cairn's Chicago Business, and Albany NY Business Weekly.

Andrews University (www.andrews.edu)

A USAID funded global graduate Masters Degree in International Development. (Global)

2008 - Present

FACULTY, INTERNATIONAL DEVELOPMENT PROGRAM

Teach leadership, nonprofit management and fund development courses to global graduate level international development program students. Served on University advisory board giving strategic direction to the program.

Selected Accomplishments:

Teaching courses for NGO managers seeking graduate degrees from literally around the world, at sites located in Italy, France, South Africa, Kenya, Ghana, Togo,

Canada, United States, and Rwanda.

Mentor international student's thesis projects on various global NGO challenges

PUBLICATIONS / PRESENTATIONS / RESEARCH:

- *Multiple presentations on Management & Fund Development.* 23rd Eastern Africa Resource Mobilisation Workshop / Kenya Association of Fundraising Professionals & The Resource Alliance. December 2016
- *Fundraising Kachumbari: Business Model Generation for Nonprofits.* 22nd Eastern Africa Resource Mobilisation Workshop / Kenya Association of Fundraising Professionals & The Resource Alliance. December 2015
- *PhD Dissertation: The Rhetoric of Philanthropy: Scientific Charity as Moral Language.* May 2015
- *Good Intentions and Poor Results – John Steinbeck's lessons on humanitarian aid,* by Richard Klopp and Richard Gunderman. The Conversation. March 25, 2015
- *21st Eastern Africa Resource Mobilisation Workshop / Kenya Association of Fundraising Professionals & The Resource Alliance.* 1) Opening Plenary - Who Stole My Cheese? Adapting to the Changing Global Fundraising Market Place. 2) Developing a Competitive Advantage, 3) The Art of the Deal: Project Funding. December 2014
- *Blended Value Structures & Social Enterprise Today.* Presentation to MA students & staff, (IDEA Program) Innovation, Design, Entrepreneurship & Arts, EM Lyon University. April 2013, 2014, 2015, 2016
- *The Altered Landscape of Giving,* by William G. Enright and Richard Klopp. Church Executive Magazine. January, 2010. January 2010
- *Faith, Money & Giving and Creating Congregational Cultures of Generosity.* Presentations given all over the United States as Associate Director of the Lake Institute, Center on Philanthropy at Indiana University, as well as in partnership with the Indianapolis Center for Congregations. 2007-2010
- *Congregations and Religious Organizations in Economic Tough Times,* Webinar Series, in partnership with Alban Institute May 2009
- *Panel Presentation at Notre Dame University's Mendoza College of Business.* Nonprofit Roundtable discussion with area agencies. February 23, 2009
- *Presented unpublished paper: Interdisciplinary Perspectives on Philanthropy in Plato's Republic.* Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA) November 16-18, 2006
- *Presented findings from: Lake Institute Greater Indianapolis Congregational Giving Survey.* September 2006
- *Presented unpublished paper: Overcoming Epistemology: Charles Taylor's Theory of Secularization.* Laval University – Theology & Philosophy Colloquium sponsored by the Faculty of Theology and Religious Sciences of Laval University. April 2005
- *Research on 19th Century scientific charity, early foundations, and nonprofits,* for my Ph.D. research. 2008 – 2015
- *Research on data and trends in social scientific understanding of religious giving in Christianity, Islam, and Judaism* for the development of Lake Institute resources. 2005 – 2010
- *Directed research on effects of financial crisis on religious giving in Indiana* for the Center on Philanthropy at Indiana University. 2008

PROFESSIONAL ENGAGEMENTS:

International Agency for Research on Cancer (IARC) (www.iarc.fr)

2017 – Present

The 50+-year-old World Health Organization's cancer research institute.

Advisor to the IARC Resource Maximization Committee

Working with the committee to raise awareness & funding for the IARC's 2018 fundraising event in Lyon, France – raising money to build the new cancer research center.

Selected Accomplishments:

Asked to join the committee by the IARC Executive Director – Dr. Christopher Wild

Islamic Medical Association of North America (IMANA) (www.imana.org)

2017 – Present

A 50 year old association of American Muslim physicians and healthcare professionals & Islamic Medical Relief

Senior Consultant

Working with the board & senior leadership to transition the institution from a membership association to an impact focused relief & development nonprofit.

Selected Accomplishments:

Designed and delivered the IMANA “next 50 years” strategic plan

Hired as interim-Executive Director to build and deliver implementation of strategic plan and to lead succession plan

BRCK.org (www.brck.org) (www.brck.com) (Julia.na)

2016 – 2017

Startup of the dot org with the founders of Ushahidi, iHub Nairobi, and BRCK (Nairobi, Kenya)

Managing Director

Working with TED Fellows Juliana Rotich and Erik Hersman to get great technology into the hands of those who need it most.

Selected Accomplishments:

Launched www.brck.org

Point Innovate (www.pointinnovate.com/index) (www.goalzero.com)

2011 - 2015

Design, manufacture, and commercialization of high social impact renewable energy products for emerging markets. (Accra, Ghana)

Advisor to CEO & Managing Director

I was part of designing and vetting out the strategy used to transition from TIFIE Humanitarian (NGO) to the creation of the Point Innovate initiative which grew out of the sale of the Goal Zero company to NRG in 2014. (www.goalzero.com)

Selected Accomplishments:

Provided strategic direction resulting in launch of Point Innovate in Ghana.

Strategy, leadership and program assessment and advisory.

Water for Good (Formerly ICDI) (www.waterforgood.org)

Water solution implementers and community development practitioners working in central Africa. (RCA & DRC)

2009 - Present

CHIEF EXECUTIVE OFFICER – 2014 TO PRESENT

CHIEF OPERATIONS OFFICER - 2010 TO 2014

SENIOR CONSULTANT (DEVELOPMENT & FUNDRAISING) - 2009 TO 2010

Manage all Africa operations and 100+ international staff. Provide visionary leadership for the organization on both sides of the ocean. Direct the strategic planning for the Executive teams & Board. Responsible for on time delivery of roughly USD\$ 4 Million worth of water projects annually, including over 1200 wells under regular contract maintenance in Africa. Interface with philanthropic and corporate partners. Build structure, teams and implementation of the organization's development & fundraising program. Lead the strategic restructuring, re-branding, and next-level expansion initiatives of the organization. Work with government ministries and global agencies in Africa including UNICEF, USAID, World Bank, etc.

Selected Accomplishments:

Incubated the Central African Republic's first well drilling business.

Brokered / Managed over \$USD 25 M of water projects in CAR.

Built / Managed the country's only enterprise-based water sustainability business, servicing 1000 water points at over 90% pump functionality rates.

Blood:Water Mission (www.bloodwatermission.com)

A grant-making public charity funding African partner organizations focused on putting an end to the HIV/AIDS and water crises. (Nashville, TN)

2013 - 2014

VICE PRESIDENT OF AFRICA PARTNERSHIPS

A one-year executive leadership role focused on designing and implementing a new results-driven model for Africa partnerships to generate new philanthropic and corporate revenue streams with and for emergent civil society organizations in Africa.

The H2O Africa Foundation (www.h2oafrika.org) (www.runningthesahara.com)

Matt Damon's water charity created to provide funding to water solution provider NGOs in Africa. (Zionsville, Indiana)

2006 - 2009

LAUNCH EXECUTIVE DIRECTOR

Designed and managed the charitable component of the Running the Sahara expedition and film project. Provided management of corporate partnerships (National Geographic, PepsiCo, Ethos Water/Starbucks, J M Eagle, E P Martin, Mission Products, Whole Foods, etc.). Directed philanthropic partnerships and oversaw NGO partner project design and implementation in the field (Charity Water, Millennium Promise, UNDP, One X One, Orfalea Family Foundation, A Glimmer of Hope Foundation, Tides Foundation, Geneva Global, Water Partners International, Living Water International, Ryan's Well Foundation, etc.). Managed fund raising, donor experience, grant making, project assessment and evaluation, and a variety of other partnerships. Managed web site, branding, and media communications. Managed the H2O Africa - Water Partners merger, creating the new organization, Water.org, announced at the Clinton Global Initiative in 2009.

--- Provided professional philanthropic services and management to the creative startup of the initiative.

--- Provided management support to all of the organization's philanthropic and project partnerships through entrepreneurial launch phase.

--- Created donor---driven mechanisms for global involvement in the water crisis in Africa.

Selected Accomplishments:

\$4.75 Million raised, \$3 Million in partner matches, for a total of \$7.75 Million in water projects in Africa.

Partnered for roughly 500 water projects in 7 different African countries benefiting hundreds of thousands of people. Oversaw the (\$1.75 Million) *Millennium Village* in Toya, Mali with *Earth Institute's Millennium Promise*.

The Biotechnology for Sustainable Development in Africa Foundation (www.fondationbda.org)

A Canadian organization focused on African development through the creation of a fair---trade medicinal plant industry. (Montréal, Qc.)

2006 - 2008

LAUNCH EXECUTIVE DIRECTOR

CHIEF VISIONARY OFFICER

Designed and managed the blended value start---up of the non---profit (The BDA Foundation) and the corporate entity (Pharm African) a biopharmaceutical company. Directed and participated in the fundraising activities of the foundation, as well as investor relations for the for---profit. Provided management of donor partnerships (Prince Albert II of Monaco Foundation, WWF, Lundin for Africa, Banro Corp, etc.). Provided management and coordination with DRC educational and governmental partners. Represented BDA with Congolese government, and oversaw development of agri---business programs in Kinshasa and at remote sites in country. Directed BDA employees, and travelled to represent BDA and broker business, governmental, and philanthropic partnerships in the US, Canada, Europe, and Africa (United Nations Industrial Development Organization, World Health Organization, World Food Programme, Canadian and American Embassies, various Congolese government ministries, Jesuits of Central Africa, etc.).

--- Led and participated in fundraising strategy and represented the organization internationally with donors, governments, and program partners.

--- Provided philanthropic services and management for BDA and Pharm African during the entrepreneurial launch phase.

--- Directed US---Canada---Europe---DRC partnership creation, resulting in the educational---scientific programs rolled out in DRC.

Selected Accomplishments:

Member of the BDA Foundation board that included the Rt. Hon. Joe Clark, former Prime Minister of Canada, and M. Réjean Frenette, Canadian Ambassador to the Democratic Republic of Congo.

Won first prize at the *SME Innovation Competition* for the BDA Foundation's "Triple Bottom Line" innovative business model.

Launched the first---ever African medicinal plant agri-business training program in partnership with the *Institut Supérieure Agro-Vétérinaire* and the *University of Kinshasa* in DRC.

Team Québec

A network of community-based civil society projects. (Québec City, Québec, Canada)

1992 - 2005

FOUNDER AND EXECUTIVE DIRECTOR

Designed the NGO's original vision and strategy. Served as CEO of the network for twelve years, and directed the civil society initiatives in Québec and Africa. Managed all elements of the start---up including: development and fundraising of the annual operating budget, leadership team creation and training, and community non---profit initiatives. Chief architect of the public---private partnerships focused on integration of Rwandan genocide victims in Québec.

--- Raised annual operating budget and managed capital campaigns and major gift work for the organization.

--- Directed all aspects of the organization's philanthropic and project partnerships.

--- Generated vision and leadership for the social service projects sponsored by the organization.

Selected Accomplishments:

Managed the youth serving educational network for Québec City

Created *Developing Capable Young People Québec*, a youth-serving educational nonprofit and *The Centre for Immigrant Social Services*, and organization designed to solve problems faced by Africans displaced to Canada as well as assist them in creating innovative remittance-based projects in Eastern Congo, Burundi, and Rwanda.

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Assisted in creating and managing an educational leadership development network active in over 20 different countries.

PROFESSIONAL / PERSONAL

Professional Affiliations:

Boards: Developing Capable Young People Québec, The H2O Africa Foundation, The Boone County Senior Citizen Foundation, Program Committee member of Giving Back to Africa, The Institute for Affordable Transportation, The Lake Institute: The Center on Philanthropy at Indiana University, Lugar Centre for Renewable Energy (pending), Congo Education Partners, Association Tidène, France.

Member: Association for Research on Nonprofit Organizations and Voluntary Action

Professional Development:

Microsoft Certified Systems Engineer Training, Licensed Private Pilot, Great Books Foundation Certified Leader Training, Developing Capable Young People – Train the Trainers, Certificate – French as Second Language from Laval University

Language:

Fluent in English and French, written and spoken

Personal:

Dual citizen, US and Canada – Grew up in Timbuktu, Mali West Africa
Third-Cultured Person (TCK)

40+ years of extensive international and cross-cultural communication experience
Has lived in the United States, France, Canada, Mali and Ivory Coast
Currently lives in Indianapolis, Indiana USA with wife of 27 years

REFERENCES

(AVAILABLE UPON REQUEST)