

**Geoffrey Ferster, Ph.D.** [geoffrey@gferster.com](mailto:geoffrey@gferster.com) (October 2018)

**Education:**

University of Minnesota [09/75 – 06/62] B. S. Economics [09/59 – 06/60] London School of Economics and Political Science, UK]

University of Minnesota [09/62 – 06/66] M.S. Agricultural and Applied Economics [Land Economics]

Cornell University [09/65 – 01/96] Ph. D. Agricultural Resources and Managerial Economics [Regional Agricultural Development & Water Resources] [Phi Kappa Phi – America’s Academic Honor Society]

**Appointments:**

University of Dar es Salaam, Tanzania, 02/96 – 02/71 Lecturer, Bureau of Land Use Planning, Main tasks: Conducted field level water & agricultural development assessment/projects. Trained students in field level research at community level.

University of Exeter, UK, 03/71 – 04/76 Lecturer from 1973 Senior Lecturer, Department of Mathematical Statistics and Operational Research Main tasks: Conducted pioneering field level economic and finance research in National Health System (NHS) policies for maternal care, district level management with long term care and other issues. Published 35 papers; lead author in one of the first articles in *The Lancet* (October 2, 1976) by an economist.

World Health Organization, Jakarta, Indonesia, 06/76 – 09/83 Economist from 1979 Team Leader, Ministry of Health, Health Planning Unit Main tasks: Assist the MOH Bureau of Planning with economic and financing analysis for Primary Health Care and health policy formulation for Five-Year Development and annual plans; designed information systems to monitor projects and programs. Developed low-cost methods to plan and assess financing the health sector and system.

**Independent Consultant:** 09/1983 – Present: Health Sector 2000 International and Geoffrey Ferster Associates [www.gferster.com](http://www.gferster.com) Having 40+ years’ experience at country and field level mainly in agricultural and health sectors; working with development agencies like the World Health Organization and consultancies with the World Bank, Asian Development Bank, UNOPS, Australian Aid, Dutch Aid, USAID – *I can work with your teams to significantly improve their capacities and the performance, effectiveness and impact of your current portfolio of projects and new projects.* Research and work has taken me worldwide including Ghana, Indonesia, Jordan, Malawi, Nepal, Palestinian Authority, Sierra Leone, Tanzania and Turkey. A few years ago, I took a hiatus from working on international projects and wrote a book. ***The Sincere Veneer: What Drives the Development Industry Off the Rails and How to Get It Back on Track.*** It analyzes and describes why the development industry has *not and will not* delivered promised rewards – and I present a set of practical recommendations for sustained improvements. [www.sincereveneer.com](http://www.sincereveneer.com) The book’s thesis teaches individuals and organizations how to make a meaningful impact in international affairs at a local level!

**ABSOLUTE IMPERATIVE TO KEEP CURRENT:** To provide high value added to clients, organizations and their projects – it is vital that I am a continuous reader among wide-sources of publications and materials and a thinker. I keep current on the multiple issues, policies and events associated with the DEVELOPMENT INDUSTRY, among a wide-range of countries and organizations. I keep updated on financial, planning, managerial and governance techniques and issues – as well as in health care, sanitation and water, agricultural and education - with a focus on vulnerable population and locales. I keep to core essentials, with the level of aggregation ranging from supranational, national, within a country including detailed examples and ‘best practices’. Having a grounding at field level –

I keep a keen interest in what succeeds and what fails and why – how to overcome constraints and take advantage of improvements and opportunities.

Courses (with extensive readings) I have taken over the last two-years through the University of Minnesota, Osher Lifetime Learning program are directly focused on these interests of poverty alleviation and economic growth. These include: *Voices From Around the World* (Graduate scholars speaking on specific topics from their country, include Kenya, Nigeria, Zambia, Mozambique, Russia, India, Malaysia, Mongolia, and Columbia); *Africa 1800 to present*; *African Food Security*; *Tropical Agriculture – Past & Current Successes & Failures*; *Power Leadership*; *Energy Sources, Technologies, & Policy Options*; *Climate Science and Climate Change*; *History of GMOs from Hunters/Gathers to Present Day Cultivar*. Keeping updated on these and other initiatives in the DEVELOPMENT INDUSTRY greatly enhances communication with clients, in presentation and seminars.

### **THE SINCERE VENEER & PROJECTS BEYOND**

- **CONSULTING SERVICES** Work with the organization on its project portfolio to assess main problems, including inefficiencies and practical way to improve functionality to reach targets. Issues include: (i) get all resources to the field on a timely and sustaining basis, (ii) empowering families and communities, (iii) continual skill trainings, (iv) adopt low-cost appropriate technology and ‘best practices’. Examples include storage for ‘post-harvest loss’, home-based pit latrines, home-based ‘very low-smoke’ stoves, many others. Collaborate with project teams and specialists in agriculture, water, health, education, local business to selectively add new initiatives, activities, ‘scale-up’ and projects. Train team colleagues, as required. Proactive improvements of Governance include: (i) Understand the bureaucratic and financing bottlenecks that affect your project portfolio. (ii) Design low-cost techniques and tools for basic planning, management and information to monitor, report, assess and take decisions. (iii) Steps to reduce corruption throughout systems. (iv) How to transfer ‘ownership’ and functions of your initiatives to districts and communities and keep them sustainable. Coordinate and partner with government services to strengthen District and village systems and services directed to sustaining poverty alleviation, improving levels-of living and economic development for families and communities.
- **PRESENTATIONS & SEMINARS (See PRESENTATION SECTION):** *How to Strengthen Systems for Poverty Alleviation in Developing Countries: Crackin’ The Code!* Based on the distillation of my book and the time requested – Presentation and Seminars can be one or two, 1 ½ hr. sessions; with added 1 ½ hr. sessions on topics of poverty alleviation, economic development and current foreign affairs topics. I made extensive preparation with updated references from numerous publications for the topics and have given this 4-session presentation several times in the University of Minnesota, Osher Institute of Lifetime Learning. I will be pleased to prepare presentations on topics/subjects by specific requests.