

**JIM HARKNESS**  
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#### **SUMMARY**

- Over 25 years of experience in international environmental sustainability, food security and biodiversity conservation in China and the United States
- Strong track record of organizational development and leadership
- Experienced in strategic planning, research, program evaluation and philanthropy with excellent intercultural competency, including over 16 years living and working in China

#### **RELEVANT SKILLS**

Organizational Leadership	Grant making	Policy Analysis
Program Development	Rural Development	Conservation
Program Evaluation	Strategic Partnerships	Agroecology/Wildlife Ecology
Wildlife Ecology	Fundraising	Capacity Building

#### **PROFESSIONAL EXPERIENCE**

**Jan 2014 – present**      **China, Food Systems, Environment and Philanthropy  
Consultant**  
Minneapolis, Minnesota

- Building connections and understanding between China and the world for a better future. Clients include:  
Environmental Grantmakers Association (U.S./China grant makers' exchange)  
Climate and Land Use Alliance (options paper on China agricultural trade and climate change)  
Ford Foundation China (strategic advisor to the Representative, grantmaking portfolio support)  
Rockefeller Brothers Fund (strategic support to South China Program)  
Grace Communications Foundation (consultant on industrial and alternative agriculture and food systems in China)  
Research Center for Rural Economy, Chinese Ministry of Agriculture (editor for international sustainable agriculture research and publishing project)  
Heyi Green Foundation (coordinated river basin conservation exchange with U.S. NGOs)  
Smithsonian Journeys (lecturer on Chinese history and nature)  
Compassion in World Farming (assisted in legal registration in China)

**July 2006 – Dec 2013**      **Institute for Agriculture and Trade Policy  
President**  
Minneapolis, Minnesota

- 25 staff, \$3 million budget; for-profit subsidiary Peace Coffee: 40 staff, \$4.5 million annual sales
- Responsible for strategy, external relationships, fundraising, internal systems and culture, Board development
- Developed successful market-based working landscapes certification program to improve sustainability of farming practices in Midwest
- Raised and disbursed over \$400K in flood relief funds for Minnesota's small organic farmers
- Conducted internationally-significant research on various key issues in food and agriculture policy
- Developed and worked with a coalition of US and developing country farm organizations to promote agroecological approaches as a response to global food security, poverty and climate challenges
- Rebuilt strategic and governance-oriented Board, worked with the Board to re-focus organizational vision, aligned IATP's strategies and systems behind that vision
- Created an endowment fund worth \$2.4 million

**1999-2005**      **World Wildlife Fund - China  
Chief Representative**  
Beijing, China

- Grew WWF China from 10 staff in a single office with annual budget of \$1 million to 70 staff with a budget of \$6 million/year and seven field offices
- Responsible for strategy, staffing, fundraising, government relations, liaison with the WWF network and other organizations, and relationships with the media and public
- Established human resources, finance and communications systems
- Catalyzed establishment of over a million hectares of forest protected areas and 420,000 hectares of Forest Stewardship Council certified forests

- Built effective ecoregional conservation programs in the forests of the Upper Yangtze and the freshwater systems of the Central Yangtze (landscape-scale planning, linked protected area systems, working landscapes, terrestrial and freshwater habitat corridors)
- Increased effectiveness and fairness of major governmental habitat restoration programs
- Worked as sole international partner with the Ministry of Education to develop a national K-12 environmental education curriculum for China's 200 million schoolchildren
- Carried out path-breaking research on China's international forest products trade
- Built and managed major corporate partnerships (HSBC, LaFarge, IKEA)

**April 1995 – Jan 1999**

**Ford Foundation  
Program Officer  
Beijing, China**

- Responsible for Environment and Development grantmaking program
- Awarded a total of over \$5 million in grants
- Supported capacity building, research and field projects to promote community-based forest and biodiversity management
- Invested in introducing concepts and approaches that were new to China at the time, including: common property systems, participatory rural appraisal, indigenous knowledge, ethnobotany, and gender perspectives
- Provided first grant to *China Development Brief*, a key information source on development, environment, civil society and human rights issues in China
- Made founding or early grants to China's earliest environmental NGOs (Global Village, Friends of Nature, Center for Biodiversity and Indigenous Knowledge)
- Conducted peer review for \$600 million World Bank forestry sector loan
- Funded a highly effective capacity building fellowship program to provide social science and rural development training to natural resource researchers and officials

**Oct 1993 – April 1995**

**American Zoo and Aquarium Association  
AZA Giant Panda Conservation Action Plan Coordinator  
Washington, DC and Beijing, China**

- Facilitated development of a coordinated approach among North American zoos to the controversial issue of giant panda loans and conservation
- Worked closely with zoo biologists on a written conservation plan.
- Managed AZA's engagement with Chinese partners, including negotiation between US and Chinese zoo officials and support for zoo- and field-based panda conservation projects in China
- Mandarin Chinese interpretation and translation

**1983 – 1991**

**International Crane Foundation  
Various  
Baraboo, Wisconsin**

- Served in a variety of roles including environmental education, translation and field research
- Conducted field research in Tibet for the first definitive study of the population, ecology and conservation status of the black-necked crane (*Grus nigricollis*) 1990-91

**1987-88**

**Fetterly and Gordon, LLP  
Legal Assistant  
San Juan, Puerto Rico**

- Assisted in discovery phase of major civil suit in a bilingual work environment, including simple written and oral Spanish tasks

**1985**

**Project Minnesota Leon  
Volunteer  
Leon, Nicaragua**

- Assisted the Coordinator in sister state project between Minnesota and the Department of Leon, Nicaragua
- Based in Nicaragua (June-August)

## **EDUCATION**

**1993**

**Cornell University  
Master of Science - Rural Sociology (Concentration in Environment and Natural Resources)**

**1986**

**University of Wisconsin**

## Bachelor of Arts – Chinese Language/Asian Studies

### SELECTED PRESENTATIONS AND PUBLICATIONS

- 2015** “China Soy and Palm Oil Options Paper” prepared for Climate and Land Use Alliance.  
March 4, 2015  
“APEC Sustainable Investment: Historical Context, Current Challenges and Opportunities” Plenary speech at Best Practices of Sustainable Development in APEC Region Conference. February 9, 2015. Beijing, China
- 2014** “Some thoughts on China’s Rise and global social movements” speech at “BRICS: A new configuration of global power?” November 18, Rio de Janeiro, Brazil  
“What can we learn from China about feeding the world?” speech at 27<sup>th</sup> Annual Camden Conference, February 22, Camden, MA
- 2013** “The Geopolitics of Urban Food Security,” Feeding Cities conference, University of Pennsylvania, March 15, 2013. <http://www.feedingcities.com/proceedings/>
- 2012** “Avoiding a 21<sup>st</sup> Century Dust Bowl,” op ed in *Sydney Herald*. Posted August 28, 2012.  
[http://www.sidneyherald.com/opinion/columnists/avoiding-a-st-century-dustbowl/article\\_51f8e558-f175-11e1-bffb-001a4bcf887a.html?mode=story](http://www.sidneyherald.com/opinion/columnists/avoiding-a-st-century-dustbowl/article_51f8e558-f175-11e1-bffb-001a4bcf887a.html?mode=story)  
“Land Grabbing: What happens in China and the US and what it means on a global scale” speech Fair Access to land and Food: How to Stop Global Land Grabbing. European Parliament, March 8
- 2011** “Observations on Agricultural Price Volatility, Food Security and Trade,” China Social Science Forum 2011: Agricultural Products Market and the Macro Economy Under Globalization. Beijing, Oct 14  
“The 2050 Challenge to Our Global Food System.” Keynote address, 34<sup>th</sup> Annual National Food Policy Conference (October 2011 Washington, DC)  
[http://www.consumerfed.org/pdfs/Harkness\\_9\\_Billiion\\_People\\_panel\\_FPC\\_2011.pdf](http://www.consumerfed.org/pdfs/Harkness_9_Billiion_People_panel_FPC_2011.pdf)  
“Is Famine the New Norm?” posted Feb. 15, 2011 on Policy Innovations web site  
<http://www.policyinnovations.org/ideas/commentary/data/000209>
- 2010** Interview on Climate Change TV, at UNFCCC COP16, Cancun, Mexico.  
Dec.10. <http://www.youtube.com/watch?v=tWTuM8DGCIQ>
- 2008** “Rejoining the World,” (with Alexandra Speiloch) in *Thinking Big: Progressive Ideas for a New Era*. (2008) James Lardner and Nathaniel Loewenthal, editors. Berrett-Koehler Publishers  
“The State and Fate of Agriculture” Keynote address. Agricultural History Society Annual Conference. Reno, Nevada. June 20
- 1998** “Recent Trends in Forest and Conservation of Biodiversity in China,” *China Quarterly*, pp.911-934, (Winter 1998)

### PROFESSIONAL AFFILIATIONS

- 2017-** Board Member, Red Panda Network  
**2015-** Vice President, Advisory Committee, University of Minnesota China Center  
**2014-** Senior Advisor on China, Institute for Agriculture and Trade Policy

### LANGUAGE SKILLS

- Mandarin Chinese      Fluent  
Spanish                      Fair