

TODD S. THOMPSON

PROFESSIONAL EXPERIENCE

Director/Chief of Party **2009-Present**
Trade Competitiveness Project/Southern Africa Global
Competitiveness Hub *Gaborone, Botswana*

- Manage a USAID funded trade facilitation program that covers 15 Southern Africa countries. Program's goal is to increase trade from the Southern Africa region to the US, other regions of the world and within Africa.
- Provide strategic, financial, technical, personnel and administrative leadership to the Trade Competitiveness Project.
- Provide technical assistance to companies wanting to export in the areas of marketing, product development, business administration, financial management, access to finance.

Country Manager/Chief of Party **2005–2009**
Land O' Lakes, Inc., International Development Division
Lusaka, Zambia
Kampala, Uganda

Lusaka, Zambia (October 2007- March 2009)

- Managed 28 employees and \$3 million/year in ongoing dairy development programs funded by USAID Food for Peace/Title II and Development Assistance. Programs focus was on creating sustainable livelihoods for the rural poor through market-based dairy farming and strengthening the dairy industry through technical assistance to private-sector participants in the value chain.
- Managed an initiative funded by the President's Emergency Plan for AIDS Relief to provide technical assistance to the private sector in developing/marketing fortified versions of popular processed foods to enhance nutrition for people with HIV/AIDS and the general population.
- Increased emphasis on "farming as a business" and introduced common accounting software for Title II smallholder cooperatives to improve financial accountability and results tracking.

Kampala, Uganda (August 2005-September 2007)

- Managed an ongoing \$1 million/year dairy development program with staff of 20. Private sector-based program designed to increase rural incomes and dairy sector productivity through technical assistance to smallholder-owned cooperatives and processors, along with generic marketing.
- Sharpened implementation focus to emphasize building farmer cooperatives into commercially viable businesses, with strong emphasis on financial accountability and expanding markets through value chain development.
- Results included increased sales/profits for seven umbrella milk collection/marketing cooperatives representing 8,000 smallholders in 105 primary co-ops. Individual member incomes from milk sales increased by as much as 50 percent between 2006 and 2007.

Agriculture Development Officer **2002–2005**
U.S. Agency for International Development
Maputo, Mozambique
Washington, DC

Maputo, Mozambique (June 2003-June 2005)

- Results leader for \$35 million Rural Enterprise Program consisting of business development services, rural enterprise, association/cooperative development and rural finance programs.
- Member of management team for Rapid Rural Income Growth Strategic Objective.

- Led ongoing implementation of the Rural Enterprise Program. Responsible for formulating strategy, identifying and recommending policy options, designing programs and activities, and evaluating the performance of implementing partners.
- Directed program design for new strategic period. Prepared tender documents for bid process.

Washington, DC (March 2002-June 2003)

- Completed Foreign Service Officer training in supervision, agency policies, planning, grants, cooperative agreements and contracts. Certified as Cognizant Technical Officer.
- Agriculture adviser on Southern Africa drought special task force. Received performance award.

Cooperative and Business Development Consultant
Cooperative Development Services

1998–2002
St. Paul, Minnesota

- Advised start-up and established cooperatives on organizational issues, product development, marketing, financial management, business improvement and strategic planning. Conducted market research for clients.
- Primary focus on agriculture and related cooperatives. Clients included farmers seeking to market commodities and value-added food items, many produced with organic farming methods.
- Implemented expansion of Wisconsin-based CDS' consulting business into Minnesota.
- Member of state Agriculture Department committee that awarded grants to start-up cooperatives.
- Received Cooperative Development Certification from Cooperation Works, a U.S. consortium of cooperative development organizations.
- Presented on organic, business and cooperative topics at seminars and conferences.

Deputy Director for Market Development
Agriculture Utilization Research Institute

1997–1998
St. Paul, Minnesota

- Supervised four field offices for a non-profit organization that provides funding and technical assistance to value-added agriculture businesses. Provided business consulting services to clients.
- Designed process to track projects. Also responsible for project review process.

Trust Accounting Section Manager – 1996 – *First Bank – St. Paul, Minnesota*

Project Manager
U.S. Peace Corps, Botshelo Project

1993–1995
Serowe, Botswana

- Managed a development project consisting of income-generating craft production and community development initiatives, including a pre-school.
- Increased participant income by 239 percent, markets by 175 percent and sales by 141 percent.

Trust Officer – 1992-1993 – *American National Bank and Trust – St. Paul, Minnesota*

Senior Trust Accountant – 1990-1992 – *Marquette Bank – Minneapolis, Minnesota*

Plan Administrator – 1988-1990 – *Retirement Data Services – Eden Prairie, Minnesota*

EDUCATION

Master's Degrees in International Management (1996) and Business Administration (1988)
University of Saint Thomas, St. Paul, Minnesota

Bachelor of Science Degree in Economics (1984)
South Dakota State University, Brookings, South Dakota