

# TRANS-BORDERS SOLUTIONS

*new vision and connections for a changing world*

## Trans-Borders Solutions Makes Things Happen Globally

- Global consulting firm specializing in the development and management of new to market and “never done before” international projects, country specific, global, and “glocal.”
- Broad international experience/knowledge in developing business and non-profit relationships and programs with collaborating partners worldwide.
- Experienced firm working with 75 countries and U.S. and foreign embassies/consulates, trade development agencies, immigrants, universities, scholars, international non-profits and companies including hospitals, clinics, and nursing/allied health schools.
- Skilled at generating ideas and turning them into fundable and manageable projects, strategic planning, global economic development, grant writing, project marketing and content development
- Excellent verbal and written communication skills.
- Broad global perspective with strong detail capabilities.

**Founder and President, Trans-Borders Solutions**

**2000-Present**

**Deborah E. Schultz, President**  
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## Recent Projects

- Development of Global Cincinnati website for GCWAC May 2010-Present  
First project partnership with Agenda 360 Inclusion Committee  
Semi-finalist in Innovation Award Cincinnati Chamber, Business Courier
- Secured an Agreement between an Indonesian Health Care Company and the University of Cincinnati Allied Health and Nursing School and developed three exchange program trips and ongoing programs Dec. 2009-Present
- Directing a major grant for Middfest International’s Celebration of Peru 2011 from the Ohio Humanities Council with programs at the Art Museum and Museum Center this spring, “Art of Preservation: World Heritage and the Archaeological Treasures of Peru” June 2010-10/11
- Assisting with UC/UTC project on USAID grant for “Nano Solar Power in Africa” October 2011-Present

## Experience

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- President, Founder, Trans-Borders Solutions 2000-Present
- President, INTERPRO International Business 1986-2002
- Assistant to the City Manager, City of Middletown, Ohio 1978-1985
- Internship International City Management Association, D.C. 1978
- Area Sales Manager, Maas Brothers, Div. Allied Stores Tampa 1974-77
- Assistant Community Relations Director, Stormont-Vail Hospital Topeka, Kansas** 1973-74
- Communication Assistant, Charles F. Kettering Foundation 1973

## Education

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- M.P.A. The University of Kansas, Lawrence Kansas**

Full fellowship, elected member of the M.P.A. Faculty/Policy Committee  
Master's Thesis on "Change Theory in Public Organizations"

- M.A. The Elliot School of Public and International Affairs, The George Washington University,**  
Full Fellowship, graduated with honors. Area Studies: Latin America

- A.B. Miami University, Oxford, Ohio**

Graduated cum laude, Phi Beta Kappa, Majored in history with minors in anthropology and Spanish, TA in English and History Departments, Student Leadership Award, Nominated for Woodrow Wilson Fellowship

## Business Owner/Consultant

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**President and Owner of INTERPRO International Business, 1988-2000,** and Trans-Borders Solutions, 2000-present

### **Highlights:**

- Worked as the concept originator, consultant, project manager, program developer for Middfest International (MI) for over twenty-three years as a City of Middletown employee (6 yrs) and as a private consultant (17 yrs.). **Developed programs that brought international trade representatives, ambassadors, humanists, poets, authors, journalists, scholars, NGO's, and CEO's to Southwest Ohio.**

- Consulted on sale of pulp and paper equipment in China/Taiwan (1987)

- U.S. Agent for DYI British products new to U.S. market selling to Home Depot

- Initiated and completed final sale of British company to U.S. buyer

- Outsourced production of computer printers to Japan for purchase by the U.S. fast food industry

- Joint-venture partner with Turkish company to develop onsite educational programs in vocational education, entrepreneurship, family business training and leadership training with U.S. education partners including the University of Pittsburgh, University of Cincinnati, Great Oaks, and Cincinnati State.

\*Established online training company for Health Information Management courses and online tutoring, [www.med-test-tutors.com](http://www.med-test-tutors.com), 2008

## Project Partner Examples

**Universities:** University of Cape Town, Botswana University, Witwatersrand University; Cambridge University; Sejong University (Korea); Federal University of Rio de Janeiro; Bahcesehir University (Turkey); all Ohio Universities. **International Organizations:** Pan American Union; National English Literary Museum in Grahamstown, South Africa; Nobel Institute, Oslo; Asia Society; Japan Society; Partners of the Americas; Peace Corp; U.S. Department of State; UN, Pan American Union

**Corporations:** P&G; AK Steel; Eli-Lilly; Miller Brewing; GE, IBM, Chambers of Commerce in Ohio, KY and Indiana, development officers, and trade reps.

## Trade and Investment Program Management

Directed all aspects of twenty high-level trade/international business conferences supported by regional and foreign economic development agencies and private and non-profit funding. Two of these events included ten and twenty country representative participation.

Featured countries included among others: Brazil, Ukraine, India, and Japan. Worked with foreign economic development agencies such as the Corporate Council on Africa, Norwegian Conference of Business and Industry, JETRO, KEI, and the Shannon Development Corporation and Ohio, KY, and Indiana businesses and development agencies. Most recent country project partners: Peru, Indonesia, Botswana, France.

## Fundraising – Public/Private

Partial list of grant agencies which funded projects include the following: Korea Foundation, Hyundai Corporation, Greater Cincinnati Foundation, Asia Society, Japan Society, Fifth/Third Bank Foundation, Ohio Humanities Council (12), Ohio Library Association, Ohio Joint Program in the Arts and Humanities, Butler County Development Department for support of International Trade; Grayson-Kirk Distinguished Lecture Series, Miami University, Ohio Intergovernmental Personnel Act, Global Center of Cincinnati, South African American Society, Ohio- McGraw-Hill, National Science Foundation, Ohio Department of Development, Eli Lily Foundation, IBM Foundation. In kind support for projects came from some of the following: OAS, USAID, USIA, Smithsonian, U.S. Chamber of Commerce, Peace Corp and many others including corporations such as NCR, Samsung, Fujitech, Anheuser-Busch, Champion Paper, Ford do Brasil.

## Manager Public Administration

Manager with over twenty years of experience in the public and private sectors and seven years as a local government administrator in a city of 50,000 working in the areas of labor negotiations, budget review, corporate and non-profit training, community and international relations, and economic development and planning. Examples of work follow:

- Developed educational content and programs for the NSF funded Great Lakes Innovation group focusing on local government management
- Created and managed a nine-city training consortium with educational programs for all municipal

employee groups

## International Volunteer Work

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**Developed overseas medical supply/school supply program for Rotary Club of Cincinnati in partnership with Children's Hospital Medical Center group which collected surplus equipment/supplies. This operated for eleven years and reached twenty countries throughout the world.**

**•Former board member of Rotarians for Fighting AIDS, Inc. (4 years) working with \$10M in PEPFAR, Gates Foundation and Coca Cola African Funds to assist at risk children in ten African countries. Work includes, speaking in U.S./Canada, strategic planning, website editing/writer, developing and directing Speak Up for RFFA, a multiple country, net managed speakers' bureau for awareness and fundraising**

## International Activities of Note

Directed Business program for the Botswana Export, Development and Investment Authority/Botswana Ambassador to the U.S. 2010

- Led Business Delegation to first official Nancy/Cincinnati Sister City Visit
- Spanish language facility; some Portuguese
- Ohio Delegate, National Summit on Africa, Washington, D.C. in March of 2000, State of Ohio
- Partner of the Americas Grant Program in Brazil
- Participated in nine Rotary Group Study Exchanges as volunteer/chair professional adult-to-adult international exchanges
- Active member of the Foreign Policy Leadership Council (Cincinnati) and as an Ohio Delegate to the U.S. Global Leadership Council

## Awards

- 2010 Governor's E-Award for promoting Ohio Exports for work for Middfest International
- Richard Bjornson Award for Distinguished Contributions to the Humanities in Ohio, Ohio Humanities Council, December 2009
- South African American Society in New York, "Women Who Change Lives Award" 1999 Honoree. Other award winners included Sheila Sisulu, former South African Ambassador the U.S.
- Board Member, Ohio Humanities Council for seven years, awarded and directed thirteen grants over a twenty-year period including two major grants for projects with South African and Peruvian scholars
- Board member of Ohio Joint Program in the Arts and Humanities two years. OHC liaison with National Endowment for the Arts, three state project, **Always a River**
- Heart and Hand Award , Paul Harris Fellow, SIR Awards (2), Rotary Club of Cincinnati

## Publications

"World Heritage Sites and the Archaeological Treasures of Peru" Middfest International Magazine, 2011

"International Trade Promotion" Middfest International Magazine, 2011

"Defying African Stereotypes" Middfest International Magazine, Botswana 2010

“Investing in Global Education for Ohio’s Citizens: Role of the Humanities” Pathways, Publication of the Ohio Humanities Council-2010

- Vital Speeches “What Can We Learn Late in the Twentieth Century”*** speech given to Department of Commerce employees in Cincinnati
- Public Administration, “Arts Administration in Urban Environments”
- Editor**, Publication of Original Essays on South Africa
- Published, Book of Original Essays on Preservations, World Heritage, and Archaeology in Peru**
- Contributor to other regional publications including an anthology of literature of twenty countries presented to Ohio libraries through the Ohio Library Association.

### **Affiliations Current**

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U.S. Global Leader Coalition – Washington, D.C.  
Asia Society-Partnership for Global Learning  
Foreign Policy Leadership Council Cincinnati  
Midwest International Foundation  
Rotary Club of Cincinnati -1981-present  
Greater Cincinnati World Affairs Council