

CLIF HARALD

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303-908-2333

PO Box 4653 Boulder, CO 80306

Professional Profile

Community development professional with demonstrated initiative and impact resulting from leadership skills and an extensive network of executives in private, public and nonprofit sectors. Areas of expertise:

- Economic & Community Development
- Partnership Formation & Management
- Business & Industry Association Management
- Communications, Marketing & Events
- Budgeting & Financial Management
- Strategic Planning & Change Management

Professional Experience

EXECUTIVE DIRECTOR, BOULDER ECONOMIC COUNCIL, Boulder, CO 2011-Present

Chief executive of economic development division of the Boulder Chamber. Oversee 50-member leadership council of regional business, government and education CXO's. Direct strategic corporate and community partnerships, communications and events, budgeting and financial management, and membership and board development.

- Conceived and execute innovative business retention and expansion strategies targeting leading local businesses in key industry clusters. Elected to influential business and industry boards.
- Manage alliances with the City of Boulder, University of Colorado, Metro Denver Economic Development Corp, Governor's Office of Economic Development, and industry associations
- Accountable for profit center producing 28% of 2015 Chamber topline revenue, 100% of net income

PRINCIPAL, FIRST FLATIRON CONSULTING, LLC, Boulder, CO 2006-2011

Founder of strategic planning and change management consulting practice formed to serve economic development organizations, educational institutions and corporate interests. Specialized in economic and workforce development. Representative projects included:

- Managed a workforce development study for the Denver Metro Chamber of Commerce and the City and County of Denver Office of Economic Development that recommended strategies to better align regional economic development, workforce and higher ed programs to advance the region's economy
- Delivered groundbreaking analysis and recommendations to the Northern Colorado Higher Education Collaborative to grow northern Colorado's economy through industry-targeted curricula and collaboration between Colorado State University and University of Northern Colorado

COLORADO PUBLIC AFFAIRS MANAGER, SUN MICROSYSTEMS, INC., Broomfield, CO 1999-2006

Directed community and government relations for Fortune 200 company with 4,000 local employees.

- Conceived, launched and directed Sun's Colorado public affairs program including: a multimillion dollar community grants and sponsorships portfolio; government relations and political advocacy; media relations; and employee volunteerism
- Created and led award-winning strategic partnerships with universities and metro school districts
- Represented corporate interests through leadership roles in business and industry associations: elected or appointed to Denver Metro Chamber's Legislative Policy Committee, CO Association of Commerce and Industry Board of Directors, and TechAmerica Rocky Mountain Executive Committee
- Active member of cross-functional corporate teams including: global public policy, media relations, and Sun Foundation; served on the Leadership Council of campus executives, and as co-founder of

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the Diversity Council coordinating employee inclusion and diversity initiatives

Additional Professional Experience

VICE PRESIDENT, BOULDER CHAMBER OF COMMERCE, Boulder, CO

Senior executive responsible for all economic development and entrepreneurship programs.

- Successfully turned around the Chamber's economic development program by conceiving and launching the Boulder Economic Council and raising over \$100,000 in private funding in first year
- Negotiated acquisition and operating authority of the regional Small Business Development Center and hired and supervised first SBDC Director

EXECUTIVE DIRECTOR, BROOMFIELD ECONOMIC DEVELOPMENT CORP., Broomfield, CO

Chief executive officer of public-private development partnership. Responsible for all planning and programs, public sector contracts, financial management, staffing, and board development.

- Conceived and directed award-winning retail economic development program that resulted in \$250 million in retail investment, including the \$220 million FlatIron Crossing Shopping Center
- Completely restructured fundraising strategy and increased private contributions by 240%
- Elected Chair of Metro Denver EDC's Metro Denver Network by economic development peers

VICE PRESIDENT, ECONOMIC DEVELOPMENT ASSOCIATION OF LONGMONT, Longmont, CO

Chief operating officer of nonprofit public-private partnership.

- Managed pioneering international business development campaign targeting Japanese investment.
- Produced marketing collateral recognized as "Best of Class" and "Superior" by IEDC

ASSISTANT VICE PRESIDENT, STIFEL, NICOLAUS & CO, INC., Denver, CO

Business development manager and financial analyst for municipal finance division of regional investment banking firm. Directed multistate marketing and business development.

- Won more than \$3 billion in municipal securities business over four years on public sector sales team
- Earned Series 7 General Securities license

Education

MASTER OF URBAN PLANNING, University of Washington, Seattle, Washington

BACHELOR OF ARTS, Distributed Studies, University of Colorado, Boulder, Colorado