

**ALEX COUNTS**  
4111 Hamilton Street  
Hyattsville MD 20781  
Mobile: (202) 257-8739  
Email: [alexcounts09@gmail.com](mailto:alexcounts09@gmail.com)  
Twitter: @AlexCounts

## **PROFESSIONAL EXPERIENCE**

- **Independent Consultant, January 2018 to present**
  - Specializing in fund-raising counsel, executive coaching, non-profit governance and collective impact
  - Early clients: Indiaspora, American India Foundation, Kiva, and Arogya World
- **Adjunct Professor of Public Policy, University of Maryland at College Park, January 2017 to present**
  - Taught courses in global and local philanthropy that include student-led efforts to give away \$10,000 to a non-profits they select
  - Excellent student evaluations
- **President and CEO, American India Foundation, March 2016 – October 2017**
  - Increased revenue from \$ 8 million to \$10 million by second fiscal year
  - Modernized volunteer management and governance systems
  - Trained staff on best practices in fund-raising
- **Founder, President and CEO, Grameen Foundation USA, 1997-2015**
  - Responsible for directing the activities of a staff of 180 professionals and an international volunteer network consisting of 15,500 individuals. The annual budget grew from \$100,000 in 1997 to \$20-\$25 million by 2012.

**Alexander M. Counts**  
**Curriculum Vitae**

- Instrumental in establishing Grameen Capital India, a leading socially-motivated boutique investment bank in India.
- Co-founder and Co-Chair of Microfinance CEO Working Group (later renamed the Partnership for Responsible Financial Inclusion)
- **Regional Project Manager, CARE-Bangladesh, 1995-1996**
  - Responsible for overseeing two CARE Sub-offices through which \$4 million was programmed annually for improving rural infrastructure
- **Senior Research Fellow, International Training Center, Grameen Bank, Bangladesh, 1993-1995**
  - Director of a research project to compare the impact of the Grameen Bank methodology in rural Bangladesh and urban Chicago that culminated in *Give Us Credit*, published by Random House in April 1996.
  - Assisted Professor Yunus and other Grameen leaders in a variety of capacities.
- **Legislative Director, RESULTS International, 1989-1992**
  - Responsibilities included designing and implementing legislative campaigns carried out by grassroots activists in 100 cities across the United States and in six other countries. During this period, legislative victories included a doubling of the funding for the Child Survival Fund and multi-million dollar increases for the Women, Infant and Children's Special Supplemental Feeding Program and Head Start.
  - Placed opinion articles in major newspapers, including *The New York Times*, *The Washington Post*, *The Los Angeles Times*, the *International Herald Tribune* and the *Christian Science Monitor*.
- **Fulbright Scholar, Grameen Bank, 1988-1989**
  - First Fulbright Scholar to be accepted by and serve with Grameen Bank.
  - Translated into English and edited Grameen's *Training Guide*, previously available only in Bengali.

**Alexander M. Counts**  
**Curriculum Vitae**

**EDUCATION**

- B.A., Economics, Cornell University College of Arts and Sciences, 1988

**AFFILIATIONS**

- Honorary Board Member and Past Chairman, Fonkoze USA
- Founding Member, Advisory Council, Center for Financial Inclusion
- Founding Member, Steering Committee, TrueLift (formerly the Seal of Excellence for Poverty Outreach and Transformation)
- Member, Board of Directors, Deutsche Bank Microcredit Development Fund

**AWARDS**

- Distinguished Alumni Award, Horace Mann School (2007)
- Co-recipient, JFK Award for Public Service, Cornell University (1988)

**PUBLICATIONS**

**Major Articles and Books**

“Alex Counts,” interview with me as chapter 7 in *Experimental Conversations: Perspectives in Randomized Trials in Development Economics*, Timothy N. Ogden, editor, MIT Press, 2016

“Solving the ‘Last Mile Problem’: Bringing Clean Energy Solutions and Actionable Information to the Poor”, chapter 5 of the book *New Pathways out of Poverty* (Kumarian, 2011)

“Factors the Contribute to Exponential Growth: Case Studies in Massive Outreach to the Poor and Poorest”, chapter 2 in the book *More Pathways out of Poverty* (Kumarian, 2006)

“Reimagining Microfinance” (*Stanford Social Innovation Review*, Summer 2008)

*Small Loans, Big Dreams* (John Wiley and Sons, August 2008)

*Voices from the Field* (CASHPOR, 1997)

**Alexander M. Counts**  
**Curriculum Vitae**

*Give Us Credit* (Times Books/Random House, 1996)

**Other Articles and Blog Posts**

[Growing and Better Recognizing Indian-American Philanthropy: An Emerging Action Agenda](#) (post to the Indiaspora blog, September 2018)

[Altering the Trajectory of Diaspora Giving: A Report from the Indiaspora Philanthropy Summit](#) (post to the Indiaspora blog, July 2018)

[The Winning Formula](#) (post to the American India Foundation blog, July 2017)

[Walking the Walk: Climate Change and Good Governance](#) (post to the Citizen's Climate Lobby blog, January 2017)

[The Microcredit Summit Campaign: A Legacy of Impact, on a Shoestring](#) (post to the Grameen Foundation blog, May 2016)

[Eight Steps to Successfully Managing a Founder Transition](#) (post to the InterAction blog, December 2015)

[Part of a Toolbox: Angus Deaton Urges Reconsideration of the Role of RCTs](#) (post to Center for Financial Inclusion blog, October 2015)

[How We Talk About Microfinance: A Reply to Dean Karlan](#) (post to the Center for Financial Inclusion blog, August 2015)

[Considerations for Pursuit of Financial Inclusion: Beyond Account Access](#) (post to the Grameen Foundation blog, June 2015)

[Principles Into Practice](#) (post to the Center for Financial Inclusion blog, May 2015)

[Reflections on the Latest Studies on Microcredit](#) (post to the Grameen Foundation blog, February 2015; reposted on the Center for Financial Inclusion blog and elsewhere)

[What Impact Investors Could Learn from Microfinance](#) (post to the Center for Financial Inclusion Blog, March 2015)

[The Start of a Movement for Lean Research?](#) (post to my blog loosely themed around microfinance in Haiti, August 2014)

**Alexander M. Counts**  
**Curriculum Vitae**

[Positive Trends in Indian Microfinance: An Interview with Alok Prasad](#) (post to the Grameen Foundation blog, July 2014)

[Contemplating Scarcity and Its Implications for Microfinance and Poverty Alleviation \(Part One\)](#) (post to the Grameen Foundation blog, January 2014)

[Contemplating Scarcity and Its Implications for Microfinance and Poverty Alleviation \(Part Two\)](#) (post to the Grameen Foundation blog, January 2014)

[What I Learned from the FI2020 Forum](#) (post on the Center for Financial Inclusion blog, November 2013)

[India Microfinance: A Way Forward](#) (Speech Given in August 2012 at FICCI/Sa-Dhan conference in New Delhi)

[Alex Counts on Dean Karlan and Jacob Appel's 'More Than Good Intentions'](#) (book review on Center for Financial Inclusion blog, September 2012)

**CAPABILITIES**

- Confident public speaker
- Seasoned leader
- Excellent writer
- Experienced fund-raiser
- Demonstrated ability to forge collaborative solutions to global problems
- Coalition Builder
- Successful University Instructor
- Fluent speaker of Bengali
- Two Time Marathon finisher