



Curriculum Vitae

- Regional Focus: South East Asia/Indonesia
- MA/PhD in Economics/Public Finance; University Nbg-Erlangen, Berlin, Harvard
- 35 years professional experience in over 50 projects, world wide
- International(German) Aid organisations: Harvard Group, World Bank, GTZ/KfW
- Project Manager, Team Leader, Head of Delegation/Missions, Policy Analyst,
- Entrepreneur: Real Estate, Im-Export

DEVELOPMENT AND FINANCE

PROFESSIONAL AND PROJECT EXPERIENCE

1. Development Policy/Administration; Macro economic and sector studies
2. Project Management/Evaluation, Feasibility Studies
3. Fiscal Policy/Administration: Tax Reform, Property Taxation
4. Small and Medium Scale Industry and Craft Development
5. Adult Education, Vocational Training
6. Regional Planning/Finance, urban development
7. Infrastructure, Housing, Industrial Estate Planning, Technology Centres
8. Disaster Management, Reconstruction.

Employers:

World Bank, Harvard Institute for International Development; GTZ, BMZ, KfW; Universities Bonn, Kassel; F. Naumann Foundation, BGR, DSE, DEG; Fraser Consult, Haas Consult, PEM/GITEC Consult, Berlin Consult, LUSO/GFA Consult, Pohl Consult Government of Indonesia (MOF, MOIT, BAPPENAS, BAPPEDA NTB), Swiss Red Cross.

CURRICULUM VITAE 2012

DR. DIETRICH LERCHE

**Senior Economist/Finance
Development Consultant**

Germany

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I. CV AT A GLANCE

1. **Personal data :**

Born 17.12.1943 in Berlin; Married; two children; German citizen
Free lance Consultant, Senior Development Economist
Residence/Office in Rosenheim (Prutting).

2. **Education / training and research**

- MA (with honors) in economics/public finance ; Universities Nürnberg, Berlin;
- Ph. D. (magna cum laude)
- Research associate Harvard International Tax Program, Cambridge
- School for Oriental and African studies, London
- Research scholarship, Volkswagen Foundation, Univ. Heidelberg
- Various postgraduate studies, seminars, workshops
- Senior economist : German Development Institute, Berlin
- Courses in project planning/ZOPP, Project Management and computer literacy.

3. **Languages and regional/country experience :**

German : Mother tongue
English and Indonesian : Fluent
French : Good (but needs some refreshing); Spanish : Basic
Southeast Asia/Indonesia 35 years; Philippines, Pakistan, Libya, Syria, Turkey.

4. **Professional experience :**

1. Development Policy/Administration; Macro economic and sector studies
2. Fiscal Policy/Administration: Tax Reform, Property Taxation
3. Project Management/Evaluation, Feasibility Studies
4. Adult Education, Vocational Training
5. Small and Medium Scale Industry and Craft Development
6. Regional Planning/Finance, urban development
7. Infrastructure, Housing, Industrial Estates Planning, Technology Centres.

5. **Positions held :**

- Program Manager (Technology Services Matching Grant Schemes, World Bank)
- Team leader/Project Manager (Tax Project; Pasuruan and Jakarta Industrial Estate)
- Policy Advisor(Ministry of Finance, Industry, Harvard Group)
- Resident Representative (Friedrich Naumann Foundation)
- Head of Delegation : Swiss Red Cross
- Consultant (World Bank, GTZ, Private Consultings)
- Research Analyst (Harvard International Tax Program, Universities)
- Entrepreneur/Manager (Furniture, craft export, import, retail)
- Instructor/Moderator (ZOPP, seminars, College).
- Investment Advisor

6. **Employers/project sponsor:**

World Bank, Harvard Institute for International Development; GTZ, BMZ, KfW;
University Bonn. Kassel; F. Naumann Foundation, BGR, DSE, Fraser Consult, Haas

Consult, PEM/GITEC, Berlin Consult, LUSO/GFA Consult, Pohl Consult ,Government of Indonesia (MOF, MOIT, BAPPENAS),Swiss Red Cross.

II. CHRONOLOGICAL ABSTRACT

2011 – 1965

since 10/2008	Project Manager. Real Estate Developer, Residences Bavaria, Asset management	<u>Reference</u>
<u>6/2007</u> <u>10/2008</u>	Swiss Red Cross Indonesia: Head of Delegation, Project Manager Sigli School Project	<u>L12</u>
<u>9/2006</u> <u>4/2007</u>	Inwent (German Organisation for Education and Training) : Consultant, Moderator, Editor) ;Various missions and seminars, Publication on Public Finance, Decentralization and Local Revenue, Intergovernmental Fiscal Relations in Indonesia	<u>L11</u>
9/2005- 5/2006	Project Manager, RRHS/Reconstruction and Rehabilitation of Houses and Settlements, Indonesia Aceh (Tsunami) KfW, GITEC-Consult	L 10
1/2003- 9/2005	Regional Economic Development Advisor, CIM Expert, Indonesia, Province NTB Planning/Governor's office	L 9
9-12, 2002	Resident Representative Advisor (acting) Friedrich Naumann Foundation, Turkey, Istanbul	S 42
7-9, 2002	EU Project Finding Mission, Vietnam, TAP II	S 41
2-4, 2002	Trans Africa tour (Khartum-Capetown)	
4/2001- 10/2002	Investment Advisor (part time) to legal office Krapfl and Partner, Nuremberg	L8
10/11, 2000	Project Study/Tender Documents for ADB loan/TA for Small and Medium Enterprise Project in Indonesia, PEM Consult.	
30/10, 2000	Real Estate Project: rebuilding/renovation 8 apts, century old building: architect, building manager, Rosenheim	S40
7/8, 2000	Indonesian-German-Institute/IGI, Jakarta, GTZ	S 38
2/3, 2000	Small / Medium Enterprise Promotion Program; Regional Resources Development Centre in Central Java, GTZ, Jakarta, Semarang	S 37
11/12, 1999	Project Evaluation Mission / PFK LUSO/GFA Consult, Small and Medium Enterprises Promotion Project , GTZ, Indonesia.	S 37
4/11/1999	Integrated Program for Economic Development and	S 35

	Employment Promotion in Central Java, GTZ, Indonesia.	
3/1999	Project Progress Evaluation SME Promotion Program, GTZ, Indonesia	S 36
1–12 , 1998	Author / Co Editor : Publication Industrial Estate Guide Indonesia , Integrated Advisory Service (IAS), DEG, Jakarta with Procon Indah, James Wooton.	S 33
11/97-1999	Project Manager of DAPATI (Technology Services Matching Grant Scheme for SME)., Indonesia, World Bank / MOIT, Berlin Consult	L 7
6-10/1997	Advisory services on industry and technology issues for Bappenas (Dir. Industry and Trade, Engineering Centre, Balais).	S 32
3-5/1997	Team Leader/expert : Feasibility Study, Pasuruan Industrial Estate Rungkut, Surabaya; Phase II : Industrial Service and Engineering Park (ISEP) , BAPPENAS/KfW, PEM/GITEC, East Java.	S 31
11/96 - 2/1997	Team Leader/expert : Feasibility Study, Indonesian German Industrial Estate , West Java, Jakarta;	S 30
10-11/96	Evaluation of Technical Assistance Project “ Decentralization in Ethiopia ”, BMZ	S 29
2-10/96	Team Leader / expert : Feasibility Study, Industrial Estate PIER , Surabaya GITEC/PEM, KfW; Phase I Infrastructure.	S 27
11/95 – 2/96	Evaluation of projects (TA and FA) for water supply and sanitation in Indonesia, BMZ.	S 26
02/95- 10/95	Advisory services on organization/privatisation of Citosan project, Turkey, GTZ, PEM.	S 24
10/11/95	Evaluation / Study Cement Industries in Turkstates (Turkmenistan, Uzbekistan; GTZ – PEM	S 25
12/94- 02/95	Evaluation of the TA-Project “ Citosan Cement Holding Training and Environment Services ”, Turkey, BMZ.	S 23
7-12/94	Lecturer, College (FH) Kempten, Project Planning, Univ. Frankfurt, Indonesian studies	S 39
12/1993- 06/1994	Consultant : “Support Measures for Decentralization in Indonesia”, GTZ, Local / Village Finance.	S 22
03-09/1993	Consultant : Pakistan Arterial Highway Network until the year 2015; Haas Consult World Bank project/study.	S 21
09/10/1992	Short term expert : "Income Tax Administration Project", GTZ , Jakarta.	S 20

06/1992	Evaluation of the TA project " Environmental Geology and Regional Planning", BMZ/BGR, Bandung.	S 19
04/1992	Opening store " Interior, Design, Art " in Munich.	6 B
04/1991-06/1992	Evaluation of " In-plant training programs " in Latin America and Asia for the German Ministry of Economic Cooperation, BMZ (6 countries, 30 projects/ companies).	S 17
1990 - 1992	<ul style="list-style-type: none"> • Consultant to the Tax Projects in Indonesia and the Philippines 	S 15
	<ul style="list-style-type: none"> • Moderating several project planning workshops (ZOPP) in Indonesia 	S 16
	<ul style="list-style-type: none"> • Planning, Organizing "Harkat Project" (children village and skill development programs); private initiative / development project with Susila Dharma; funded by the European Commission 	L 6A
	<ul style="list-style-type: none"> • Conducting seminars on "Establishing own private business" for university graduates from Developing Countries; University Kassel, (April, Nov. 1991) 	S 18
	<ul style="list-style-type: none"> • Setting up ICAD (Interior, Craft, Art & Design) Gallery in Jakarta and establishing export/marketing organization for bamboo furniture and wrought iron 	L 6B
05/1986-11/1989	Team leader , policy advisor for the " Indonesian - German Tax Project ", Jakarta.	L 5
05/1984-04/1986	Policy Advisor to the Indonesian Ministry of Industry/IMLD ; (metal/machinery) FRASER Consulting (German Technical Assistance).	L 4
11/1983-04/1984	Consultant (Medium industry), "Consultant Mai & Partner, Rosenheim.	
5-10/1983	Head of the desk Near East/South Asia at the headquarters Friedrich-Naumann-Foundation, Bonn.	L 2
7/1982- 4/83	Consultant for the Harvard Institute for International Development, Tax project: Tax Reform in Indonesia (12m).	L 3
1977-82	Resident Representative for the Friedrich-Naumann-Foundation (Germany) in Indonesia and manager/ advisor to the projects : <ul style="list-style-type: none"> - Administrative Management Development Centre, Bandung; - Chamber of Commerce and Industry (KADIN); Small Scale Industry and Craft Development, West Java. 	L 2
1975-77	Senior staff member at the German Development Institute , Berlin; responsible for research and consulting programs (Middle East) and	L 1

	postgraduate training.	
1975	Ph.D.; Dr.rer.pol. , magna cum laude, University Nürnberg (Prof. Dr. Recktenwald).	
1974	Research Associate at the “International Tax Program” , Harvard Law School; (4m).	S 10
1972-74	<ul style="list-style-type: none"> Study "Tax System und Tax Administration in Indonesia" Arnold-Bergstraesser-Institut, BMZ research series; (3 m). 	S 7
	<ul style="list-style-type: none"> South Sumatra Regional Planning Study , World Bank 	S 6
	<ul style="list-style-type: none"> Consultant (Social Infrastructure, Regional finance) for the "West Sumatra Regional Planning Study", University Bonn, World Bank, (9 m). 	S 5
	<ul style="list-style-type: none"> Project Study for the BMZ : “Education and Training for Finance Officials in Indonesia and Possibilities for German Technical Assistance” (3 m). 	S 8
1973-74	Head of "Jakarta Real Estate Tax Implementation Project " on request by the Indonesian Ministry of Finance (9 m).	S 4
1972	Consultant "Jakarta Real Estate Tax Study" (7 m).	S 3
1969-72	Postgraduate research grant by the "Volkswagen Foundation", including language and country study (1970) and Empirical Research in Indonesia on Taxation (1971).	
1964-69	Studies in Economics ; specializing in economic development and public finance at the University in Nürnberg-Erlangen as well as the Free University and the Technical University in Berlin; Diplom-Volkswirt/ MA (with honors).	S 1 S 2
1963-65	Music Conservatory, Nuernberg.	
1964	Abitur Wirtschaftsgymnasium Nürnberg.	
1962-63	American Field Service International Scholarship, USA .	

III. PROFESSIONAL QUALIFICATIONS AND POSITIONS HELD/PROJECTS

(1) EDUCATION

Institution	Date	Degree / Diplomas
University Erlangen Nürnberg, Germany	1964 - 1969	Diplom Volkswirt
Technical and Free University Berlin, Germany		M.A.: Economics
School of Oriental and African Studies, London	1969	Volkswagen Foundation, research grant for modern SEA studies
Harvard International Tax Programme	1975	Research Associate
		Taxation in Developing Countries
University Erlangen Nürnberg, Germany	1975	Magna cum laude, Public Finance, Ph. D. Economics

(2) KEY QUALIFICATIONS

35 years of professional and project experience worldwide as Team/Project Leader (multinational), Senior Economist/Consultant, Policy Advisor, Evaluator, Researcher, Trainer, Moderator with focus on:

- Regional/urban planning, Disaster Management, Reconstruction
- Industrial policy
- Public finance/taxation (local finance, property tax, fiscal decentralisation),
- Vocational and adult education/training.
- Industrial estate planning, infrastructure, housing projects
- Macro-economic and sector studies
- Construction and building renovation (reconstruction,private projects)

- Small and medium industries, craft promotion

(3) LANGUAGE SKILLS: (Mark 1 to 5 competence: from 1 = basic to 5 = excellent)

<i>Languages</i>	Speaking	Reading	Writing	Professional Fluency
German	Mother Tongue			
English	5	5	5	5
French	3	4	3	3
Indonesian	5	5	4	4

(4) OTHER COMPETENCIES/SKILLS

1. ZOPP (Project Planning) certified moderator
2. Entrepreneur/export experience: Computer literacy
3. Handicraft/furniture, construction/renovation real estate
4. Lecturer at Fachhochschule/College, Swiss-Germany University

(5) EMPLOYERS:

- (01) Gesellschaft für Konsum-Markt-u. Absatzforschung/GfK Nürnberg, 1965/66;
- (02) Friedrich-Alexander University, Nürnberg-Erlangen 1967/69;
- (03) German Development Institute, DIE, Berlin, 1975-77;
- (04) Friedrich-Naumann Foundation/FNS, Bonn/Indonesia, 1977-83; Turkey 2002
- (05) World Bank, Jakarta, Washington, 1972-74; 1986;
- (06) German Ministry for Economic Cooperation/BMZ, 1974, 1991/92, 1995; 1996;
- (07) Arnold-Bergsträsser-Institut, Freiburg, 1973;
- (08) City of DKI Jakarta, 1972-74;
- (09) University Bonn, 1974;
- (10) Ministry of Finance, Republic of Indonesia, 1972, 1974;
- (11) Harvard Institute for International Development/HIID 1982/83;
- (12) German Foundation for International Development/DSE 1983;
- (13) Consultant Mai & Partner, Rosenheim, 1983/84;
- (14) Fraser Consult, Eschborn, 1984/86: (Indonesia);
- (15) German Agency for Technical Cooperation GmbH/GTZ, Eschborn, 1986-94;
- (16) University Kassel (Witzenhausen), 1991/1994;
- (17) BGR : Federal Agency for Geology, Hannover, Bandung, 1992;
- (18) Haas Consult, Hannover, Jakarta, Islamabad 1993;
- (19) Fachhochschule /College, Kempten, 1994; Swiss German University, 2001
- (20) PEM / GITEC Consult, Düsseldorf 1994 - 1997;
- (21) Berlin-Consult GmbH, Berlin, 1997 – 1999.
- (22) LUSO / GFA Consult, Hamburg, 2000
- (23) EU, Brussel, Vietnam, 2002
- (24) CIM, Frankfurt, Mataram, 2003-2005
- (25) GITEC/KfW, 2005/2006
- (26) Inwent, Bonn 2006/7
- (27) Swiss Red Cross, Bern, 2007/2008

LONG TERM EMPLOYMENT OR ASSIGNMENTS

- L1 Senior Economist, German Development Institute/DIE, 1975 – 1976.**
- L2 Advisor, Res. Representative; Friedrich Nauman Foundation, Bonn, Bandung, 1977 – 1981 and 1983,2002**
- L3 Consultant, Policy Advisor : HIID : Tax/Reform Project Indonesia, 1982 – 1983.**
- L4 Policy Advisor : MOI/IMLD, Indonesian Ministry of Industry, 1984 – 1986.**
- L5 Policy Advisor/Team leader/short term expert : Tax Administration, Indonesia, 1986 – 1999**
- L6A Harkat, 1989 – 1993, “Hope for lost children”, children (orphanage) village**
- L6B ICAD, 1990 – 1995, Interior, Art, Craft & Design, Gallery, Jakarta, Munich**
- L7 Program Manager of DAPATI (Technology Services Matching Grant Scheme), Indonesia, 1997-1999.**
- L8 Investment Advisor, Krapfl & Partner, 2000-2002**
- L9 Regional Economic Development Advisor, CIM: Bappeda NTB 2003-2005**
- L10 Project M,anager: Reconstruction and Rehabilitation of Housing and Settlement in Aceh, KfW-GITEC, 2005-2006**
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- L11 Inwent (German Organisation for Education and Training) : Consultant, Moderator, Editor) ;Various missions and seminars, Publication on Public Finance, Decentralization and Local Revenue, Intergovernmental Fiscal Relations in Indonesia**
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- L12 Swiss Red Cross Indonesia: Head of Delegation, Project**

Manager Sigli School Project

SHORT TERM/SPECIAL PROJECTS, CONSULTANCY, FEASIBILITY STUDIES PROJECT EVALUATION ETC

- S1 Assistant: Consumer research/marketing analysis; Gesellschaft für Konsumforschung, Nürnberg
- S2 Research assistant/tutor,: Institute for Economics/Public Finance, Univ. Nürnberg
- S3 Consultant : Jakarta Real Estate Tax Study, World Bank
- S4 Project leader : Jakarta Real Estate Tax Implementation Project, World Bank
- S5 Consultant : West Sumatra Regional Planning Study Univ. Bonn
- S6 Consultant : South Sumatra Regional Planning Study World Bank
- S7 Research : “Tax System and Tax Administration in Indonesia”, Arnold Bergsträsser Institut, Freiburg, (3 M.)
- S8 Project study : “Training System for Indonesian Tax Officials”, Ministry of Economic Cooperation,/BMZ Bonn
- S9 Consultant : Jabotabek Urban Project in Indonesia, World Bank Headquarter
- S10 International Tax Project : Harvard ,Research Assistant
- S11 Evaluation : Technical Assistance Project IFTA, Damascus, DIE
- S12 Consultant : Country info-folder/briefing, International Development DSE, Bad Honnef
- S13 Consultant : Urban Property Tax, World Bank
- S14 Evaluation : Pre-feasibility for Establishing a Wood Polytechnic Institute in Indonesia, GTZ
- S15 Evaluation Project Study: Tax Project Philippines GTZ
- S16 Seminar moderator : ZOPP Project Planning Workshops, Indonesia and Savings Bank, CSFR, GTZ
- S17 Evaluation Program : In Plant Training Project, worldwide BMZ
- S18 Business Seminar: Self employment, Univ. Kassel
- S19 Project Evaluation : Geology and Environment ; BMZ/BGR

- S20 Consultant : Income Tax Administration Project, GTZ
- S21 Consultant : Highway Planning, Islamabad, Haas Consult
- S22 Consultant : Support for Decentralization, Measures (Village Finance); GTZ
- S23 Evaluation : TA Project Citosan BMZ
- S24 Advisory Services : Organisation/Privatization for Citosan Project , GTZ/PEM
- S25 Consultant/Team leader : Evaluation : Cement Industries, Turkstates, Central Asia
- S26 Evaluation Project : Water Supply / Sanitation in Indonesia , BMZ
- S27 Consultant / Team leader of Feasibility Study, Industrial Estate PIER and Industrial Service and Engineering Centre / Surabaya
- S28 Regional Planning/Masterplan to Jakarta & Jabotabek: Issues and Guidelines 1995
- S29 Evaluator / Consultant : Evaluation of TA (GTZ) Project : Special Funds for Projects assisting Decentralization in Ethiopia.
- S30 Consultant / Team leader of Feasibility Study : Indonesian German Industrial Estate (IGIE), Jakarta, West Java
- S31 Consultant / Team leader of Feasibility Study : PIER II “Industrial Service and Engineering Park” / ISEP
- S32 Advisor to Bappenas (Planning Authority, Indonesia).
- S33 Author and Editor of Industrial Estate Guide -Indonesia.
- S34 Consultant / Evaluator : Small / Medium Enterprise Promotion Program, Indonesia
- S35 Consultant : Integrated Program for Economic Development and Employment Promotion in Central Java, GTZ, Indonesia.
- S36 Consultant, Mission Coordinator (with Dr. König) : Project Evaluation Mission Small / Medium Enterprise Promotion Program, GTZ, Jakarta, Semarang – Indonesia.
- S37 Consultant, Small and Medium Enterprise Promotion Program – RRDC Central Java, Indonesia.
- S38 Consultant: Study on Indonesian German Institute (IGI) Organization, Indonesia
- S39 Swiss German University: Lecturer Project Planning
- S40 Real Estate Project (private) 8 apt building, Rosenheim
- S41 EU, TAP/Viet, Project finding mission
- S42 FNST, Turkey, Resident Representative, Istanbul

IV. **REFERENCES AND PROFESSIONAL ORGANISATIONS**

References

- (1) Dr. Johannes Linn.

Visiting Fellow The Brookings Institution, 1775 Massachusetts Avenue, NW
Washington, DC 2003, (202) 797-6275, Jlinn@Brookings.edu, www.brooking.edu

- (2) Ernst Dieter Fuchs ,GZT Tax Project , Philippines

Ernst-Dieter Fuchs fuchs.ed@web.de

Frankenhorst Roland von GTZ 4222 <Roland.Frankenhorst@gtz.de>;

- 3 Prof.Dr. Bagus, University Gaja Madah, Jogjakarta

bagus santoso <bagussantoso@ugm.ac.id>;

- 4 Richard Dr. Ratka <richard.ratka@inwent.org>;

Membership

- (2) AGEG : Cooperation of independent development consultants, Kirchheim Teck,
Germany.