



Principals and Associates

Ethan Chorin, Co-founder and Partner

A former US diplomat, and currently a director at the Berkeley Research Group (BRG), Chorin has spent more than 20 years working on, and living in the Middle East. From 2007-2008, he was a contributor, then member of the Obama Campaign's Foreign Policy Group, focused on Iran and Libya. From 2008-2011, he was a Sr. Manager for Government Relations and head of CSR for Dubai Ports World, the 3rd largest international port operator. From 2004-2008, he was posted to Libya, Washington, D.C. and Abu Dhabi with the U.S. State Department.

Chorin is the author of two books on Libya, including Exit the Colonel: the Hidden History of the Libyan Revolution (Public Affairs, 2012), the U.S. Department of Commerce Guide to Doing Business in Libya, and a 2010 monograph on Dubai-Djibouti relations.

Chorin holds a Ph.D. in Agriculture and Resource Economics from U.C. Berkeley, an M.A. in International Policy Studies from Stanford and a BA with distinction in Near Eastern Languages from Yale. A Fulbright and Fulbright-Hays recipient (Yemen, Jordan), he speaks Arabic, Farsi and French. His OpEds and features have appeared in international publications such as the New York Times, the Financial Times, Jane's Islamic Analyst, the National, Foreignpolicy.com, and has been interviewed widely on international TV and radio, including NPR, Canadian Television, Radio Algiers, Canal+, Current TV, The CBS Morning News, and CSPAN Book TV.

David Gutelius, Co-Founder and Partner

An economist and expert in social technologies, and is frequently consulted for his views on political risks and trends in the Middle East and Africa. He has written widely on US foreign policy, corporate governance and development in the Middle East and Africa, and the intersection of technology and development. He has co-founded two advanced technology startups, Social Kinetics (sold to RedBrick health) and Proximal Labs (sold to Jive Software). And he has led or advised development projects in the Middle East, North Africa, and Sub-Saharan Africa for clients including USAID, IBM, Grameen Foundation, El-Karama, Kiva, and the United Nations Foundation. He has held positions

at the Johns Hopkins University Applied Physics Lab, SRI International, and Stanford University, and holds a PhD from Johns Hopkins. He speaks Arabic and French.

William Ward

Mr. Ward is a project manager at Ishtirak, and CEO of Industry Arabic. He most recently finished managing a UN-funded program to encourage women's political participation in post-revolution Libya, with emphasis on the electoral system and constitutional drafting process. This project brought him to Libya five times over the past year, including Tripoli, Benghazi, Misrata and Derna. Previously, he was based in Cairo, Egypt, as Managing Editor of *Arab Media & Society*, a journal focused on the political and social impact of new media and information technology in the Middle East. His writing on regional security and economics issues has appeared in Oxford Analytica, The National, ISN Security Watch, and Jane's Defense Weekly. Fluent in Arabic and Farsi, he holds a Masters in Modern Middle Eastern Studies from St. Antony's College, Oxford and a BA in history from the University of Pennsylvania.

Spencer Witte

Mr. Witte is an expert on the development of university systems in the Gulf States. His most recent work has appeared in the Journal of International Higher Education, Jane's Defense Weekly/Islamic Affairs Analyst, The Observatory on Borderless Higher Education, and for the Institute of International Education. Prior to joining Ishtirak, Mr. Witte was a freelance journalist, reporting from Beirut during the 2006 Lebanon-Israel War. He holds an M.Phil in Modern Middle Eastern Studies from St. Antony's College, Oxford, and a B.A. in History from the University of Pennsylvania, where he lettered on the university baseball team. Mr. Witte speaks Arabic.

Jared Willis:

Jared Willis is a political and economic consultant with extensive experience and expertise working in the MENA region. Jared has achieved "trusted advisor" status with several Middle Eastern governments, NGOs, AID organizations, and private businesses. Jared has managed several large projects involving teams from diverse business cultures, operating across the globe. He has advised on political reform and governance strategy directly to high government officials in Kuwait, and been consulted on social media strategies for local political figures. Jared also serves as business and PR advisor to several members of Kuwait's ruling family. Jared has a track record of success working with Middle Eastern SMEs on marketing strategy, branding, and export opportunities to the United States. Jared has experience in business-to-business ties and business development in the following fields: energy, pharmaceuticals, food products, cosmetics, health care, information technology, and engineering. Jared also

has expertise in fiscal management and budgetary analysis, and is sought out for his experience in developing and maximizing economic opportunity between the United States and the MENA region.