

Frances Harder

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Professional Experience –4/2023

1998 – Present – Founder – Fashion for Profit Consulting – Provides industry experts to consult on all aspects of the industry.

Author/Publisher - “Fashion for Profit” (now 10th edition. Validated and reviewed by 32 industry experts), “Costing for Profit”, “Brand Building for Profit”, “Forms for Profit”, plus three professional DVD’s which accompany the publications.

www.FashionForProfit.com

These extensive self-published textbooks and DVD series explain everything needed to understand when starting an apparel company; from product development, brand building, costing, business planning, financial requirements through the production cycle, sales and marketing, to opening a retail operation. Learning institutions both nationally and internationally use these textbooks as part of their curriculum. Additionally, these one-of-a-kind industry training opportunity have also been developed for delivery online through webinars, which provides outreach on a global scale.

2012 – Present - Consultant – International Trade Center/World Trade Organization/United Nations – Peru (Alpaca products. 2 contracts), Nepal (Pashmina Cashmere. 2 contracts) and Egypt apparel manufacturers (2 contracts):

Consulted with Product Development, Merchandising, Manufacturing, Costing and Marketing, including online channels for distribution for Alpaca, Cashmere textiles and apparel. These three projects included:

- One on one consulting to assist with product development, brand building, merchandising, costing and marketing. Two trips to Peru and to Kathmandu to meet one on one with manufacturers. Now working directly with Egyptian manufacturers via Zoom.
- Preparation to enter the U.S. market, including market analysis. Mentoring with preparation for MAGIC International trade show Las Vegas. \
- Assist with Merchandising of product development for US Market entry through MAGIC
- Developed and delivered 5 days of seminars and presentations including one on one meeting with individual companies in Peru and Kathmandu.
- Developed a customized 5 day training program for Peruvian alpaca producers and followed by a training program for Cashmere producers from Kathmandu delivered in LA. These programs incorporated industry experts from the many other diverse sectors; design, trend analysis, market niche analysis, product development procedures for both knit and woven products, brand building, modern production methods and options, marketing, sales markets including online sales, software uses, logistics and distribution within the US.
- Organized tours to include visit to an LA knit factory producing fine alpaca and Cashmere products as well as a guided tour of the Port of Los Angeles and a visit to Donniger Group Buying office.

- Assisted with merchandising and marketing material for Alpaca and Cashmere products displayed at MAGIC Sourcing trade show.
- Reviewed and developed curriculum for Peruvian and Kathmandu further education programs, which incorporated fashion and textile programs. Consulted and assisted in updating and incorporating relevant current industry trends into their further educational programs.

2000 – Present – Seminar Organizer& Presenter/ Moderator: Sourcing @ MAGIC International (UBM, Vegas tradeshow. Twice per year, 20 plus years), Apparel Textile Sourcing Show, Miami, Toronto, & Berlin, LA Textile Show (Twice per year - 17 years), DG Expo NY, Miami and San Francisco (6 years), Hong Kong World Boutique, Phoenix Fashion Week, ASD show (Emerald Exposition), Licensing Show, along with other important trade shows both nationally and internationally.

2004- Present - Expert Witness for industry related issues, including: Chargebacks, Trademark, Copyright, Trade Dress, Trade Secrets, Patent infringement issues, R&D for IRS and other industry related disputes.

2013 – Present, California Polytechnic University, Pomona, CA: Adjunct Professor & Curriculum Advisor for fashion programs. Additionally, the dean’s advisory board for both the Apparel Manufacturing program and for their agricultural program.

**Founder/President – The Fashion Business Incorporated (FBI)- 501c3 Educational Non-Profit – www.FashionBizInc.org
1999 – 2017**

Founded the Fashion Business Incorporated (FBI) in 1999 to provide much needed business intelligence and training to startup, fledgling, and fast-growing apparel manufacturers within the U.S. apparel sector. Besides entrepreneurial training the FBI also included industry specific certified job training for incumbent workers and displaced workers. All the programs and services were provided by industry experts and consultants who worked directly within the current industry. The organization was housed in the California Market Center in the heart of the LA Fashion District. Also, responsible for the annual production “**All Aboard**” fashion show fundraiser for the FBI at the prestigious LA Union Station venue during LA Fashion Week (1,000 people capacity).

1992 – Present -Apparel Business & Design Consultant to both U.S. and International companies, including: England, China, Germany, Japan, Royal House of Brunei, Turkey, Guatemala, Australia, Peru, Nepal, Egypt, and China.

1997- Freelance Designer & Product Development Consultant

Designed and developed two lines for **Priscilla Presley**, which sold through **Home Shopping TV**.

1996- 1998- Freelance Technical Designer/Consultant: Territory Ahead, Santa Barbara, CA.

1995- 1996 – Freelance Designer/Consultant: Emile Bola - Intimate Apparel, Chatsworth, Designed for May Company, also private label for Fredrick’s of Hollywood, Victoria Secrets and Hustler.

1994 - Product Development Consultant to the Royal House of Brunei - Sports team apparel.

1992 – 1996 - “Frances Harder” name under license to Japanese manufacturer. Designed and produced in LA.

1992-2000 - Associate Professor & full-time faculty, Otis College of Art & Design – Los Angeles. Taught classes in Design development, construction, patternmaking and draping, Jr. & Senior Studio. Classes encompassed working with industry brands and was hands on with the design & construction process through to the production of the final garments.

1997 - Responsible for curriculum development for the entrepreneurship course – Otis Continuing Education Department.

1900- 1992 - California Design College (CDC) – (Hollywood Art Institute) Department Chair for founding fashion school program

Responsible of new curriculum development for the computer aided fashion focused college, which incorporated the teaching of state-of-the-art software used within the apparel and textile industry.

1985- 1990- Fashion Institute of Design & Merchandise (FIDM) – Los Angeles Full time faculty: Design Development, Production Procedures, Studio classes for Draping, Patternmaking and History of Costume.

1984 – 1986 –“ Toggs” – Preteen line – Principal owner. Business start-up - Contemporary Preteen line of clothing.

1979 – 1983 - Seattle Central Community College - Full time faculty: Responsible for classes in design, patternmaking, draping, sewing, and History of Costume.

Prior - International Teaching Experience - Designer & Educator – England –

- **High Wycombe College of Art and Design**
- **Designer – Mother Care Maternity - London**
- **Bristol Secondary School Art Teacher**
- **Salford College of Art and Design**
- **Munich, Germany. International School, Art teacher**

Professional Accomplishments

- Voted by California Apparel News as one of LA’s most influential people (18 years, 2000 - 2018)
- Appointed by US Federal Trade Department as a member of DEC – District Export Council – Southern California. (6 years)
- Expert Witness in Legal Disputes
- Deans Advisory Board- Cal Poly University, & Fashion Merchandising Dept.,
- Advisory Board – El Camino Community College – Fashion Dept.,
- Invited guest and speaker as part of international delegations to: China, Hong Kong, France, England, Germany, Australia, Nepal, Peru and Egypt

Education

Salford University, Manchester, England - Bachelor of Arts with honors: Fashion Design.

Teaching certificate from Seattle College of further education

Fluent in English and proficient in German.