



# JONATHAN QUARLES

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Jonathan Quarles has had a longstanding passion for cultural exchange and diplomacy. Since his first trip outside the United States, to South Africa during undergrad at Florida Agricultural & Mechanical University (FAMU), he's been committed to global citizenry. Today, Jonathan sits on the Detroit and U.S. Boards of Directors for Global Ties, an operator of international exchange programs for the U.S. Department of State and is a member of the U.S. Department of State Speakers' Bureau. Through the Speakers' Bureau, Quarles has spoken in over twenty countries on the topics of cross-border business, philanthropy, social impact, and financial literacy. In 2018, Jonathan developed a strategic partnership with Meridian International (U.S. State Department Program) to form ENVEST (Entrepreneurs Investing in Change). ENVEST benefits marginalized populations, targeting women and youth in developing markets. Through ENVEST, local entrepreneurs are equipped to develop and deploy customized training in the fundamentals of entrepreneurship and finance for remote communities. ENVEST beneficiaries are encouraged to use the training to launch and grow their own businesses.

Jonathan's entrepreneurial pursuits are also underpinned by his global interests. In 2003, Jonathan fused his unparalleled ability to build bridges between people and ideas with his business acumen to launch The BTL Group. Today's The BTL Group has transformed private and public organizations by helping them connect dots on critical resources, important community dynamics, and lucrative partnerships. Jonathan's work has unlocked more than \$500M of value, while BTL's geographic footprint has expanded to eight countries outside of the U.S. Most recently, BTL has stepped into the government contracting space and is positioning itself for international growth in this vertical.

In 2019, Quarles founded Quartz Water Source. Since Jonathan is a native Flintstone, Quartz's creation was motivated by the Flint Water Crisis and the global water crisis – 1 in 3 people around the world don't have access to clean drinking water, and the statistics are only projected to get worse by 2050. Quartz is a hub for 'second line' clean water solutions that supplement municipal water when and where it is comprised. Today, Quartz is working on the first-ever "water insurance" and hopes to export this product to communities globally.

Given Quarles' extensive background at the intersection of business and diplomacy, he is currently launching a trade and international affairs platform for cities and states to advance some of their goals by working with their respective diplomatic communities. This platform will also enable cities and states to host delegations of world and business leaders more effectively, and work with economic development organizations across the country. Subnational diplomacy, the art and practice of making foreign affairs local, is an important tool for driving foreign direct investment and job creation, and Quarles will be working with cities and states on unlocking the power of it.

Last, but surely not least, Jonathan is a best-selling author. His book, *Making Dollars While Making Change*, a half memoir, half playbook for entrepreneurs who strive to build socially impactful businesses, has been sold on every continent and is available on Amazon and Barnes & Noble.

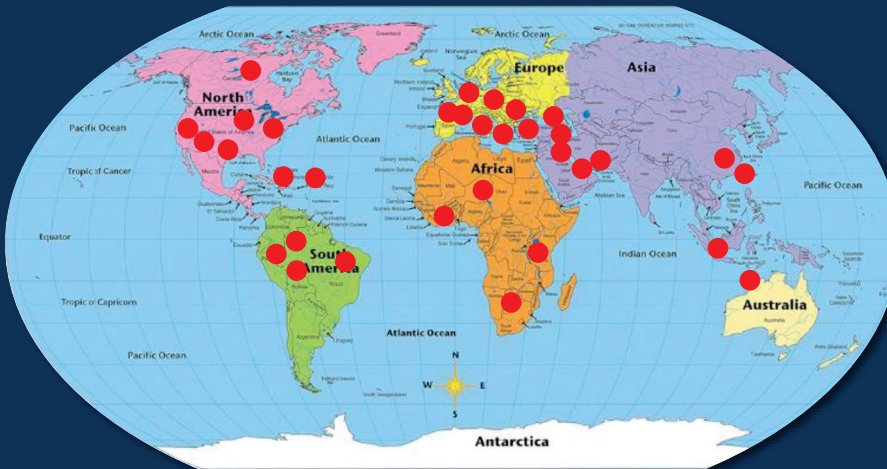
## SPEAKING TOPICS

Social Entrepreneurship: Making Dollars While Making Change  
Subnational Diplomacy: A Global Tool To Solve Local Problems  
Creating Multiple Streams For Corporate Dropouts  
Collective Group Economics  
Inclusive Economics: Ensuring That There Is Plenty To Go Around In Wealth Building  
Make It, Master It, And Matter All At The Same Time  
Water Tech: The New Wave Of The Job Market  
Global Economy: Cross-Border Business & Entrepreneurship  
The Business Case for Social Impact  
Investing In The Next Generation: Women & Youth Entrepreneurship  
Sports & Artificial Intelligence: Pushing The Envelope On Diplomacy

## FEATURES

*Forbes*, 30 Under 30  
*D Business Magazine*, 30 Under 30  
*Black Enterprise*, Emerging Leader Award  
*Ebony Magazine*, 30 Under 30 Award  
*Michigan Chronicle Newspaper*, 30 Under 30 Award  
*Beautiful + Machine Magazine*, Man of the Year feature  
*Crain's Detroit Business*, 40 Under 40 Award  
*Social Capital Markets*, 2020 Game-Changing Founder of Color Award  
*Ernst & Young*, 2021 Entrepreneurs Access Network (EAN) Inaugural Cohort  
*Hennessy*, 2021 'Never Stop Never Settle' (NSNS) Inaugural Cohort

## GLOBAL ENGAGEMENTS



## PARTNERS

Global Entrepreneur Summit & Congress  
Young Southeast Asian Leaders Initiative  
American Swiss Foundation  
German Marshall Fund  
Aspen Institute  
Canada-U.S. IT Summit  
U.S. Leaders Delegation to China (Taiwan)  
Halifax International Security Fellowship  
American Council for Young Political Leaders  
Meridian Global Leadership Institute  
World Economic Forum  
World Expo, Dubai  
Global Ties US & Detroit  
National Black Empowerment Council (NBEC)  
USAID  
International Visitors Leaders Program  
Young African Leaders Initiative (YALI)

## SELECT CLIENTS

