

JEFFREY S. CRANE

1605 Old Mill Bottom Run
Annapolis, MD 21409
USA

TEL: (410) 924-8610

e-mail: jeff@sportsmenslink.org

Strong analytical, organizational and communications skills in developing and influencing public policy

- Serve as liaison between hunting/angling/conservation community and the Congressional Sportsmen's Caucus (CSC), a bi-partisan Caucus of 275 Members of Congress
- Facilitate meetings of hunting/angling/conservation community to develop positions and strategy on wildlife conservation, hunting and angling issues
- Represent the Congressional Sportsmen's Foundation at national meetings of hunting, angling, conservation and natural resource community
- Initiate and manage legislative strategy in the US Congress; research and write speeches, testimony, floor statements and articles for publication
- Devised policy options and specific positions on issues in the international trade, international finance, national security and foreign affairs areas for a senior ranking US Congressman
- Participated as an official US delegate on high-level international security, foreign relations and trade trips to Asia, Latin America and southern Africa
- Served on the inaugural State of Alabama's *GOVERNOR'S REGIONAL ECONOMIC DEVELOPMENT ADVISORY BOARD*: made up of 12 business and civic leaders statewide that devised strategies to increase Alabama's business competitiveness and attract new development
- Co-founded the Maryland Legislative Sportsmen's Caucus/Foundation to protect and preserve the interests of Maryland sportsmen. In the first year alone, attracted 1/3 of the Maryland General Assembly including the Speaker of the House and President of the Senate

Executive experienced in international wildlife development, strategic planning, negotiations and management

- Manage a professional staff of 10 employees; grew revenues from under \$1 million annually to over \$3 million annually in 10 years, resulting in net surpluses every single year
- Created an unprecedented network of elected officials in state sportsmen's caucuses: National Assembly of Sportsmen's Caucuses - 40 state legislative sportsmen's caucuses with over 2,000 legislators & Governors Sportsmen's Caucus - 25 sitting Governors
- Established successful new business ventures in property and wildlife tourism development in southern Africa
- Supervised multiple development processes from site selection, tender submission, EIA submissions, architectural renditions, construction oversight, financial structures, leasehold terms, community and wildlife authority liaison, hotel management arrangements with the world's foremost 'boutique' hoteliers (Amanresorts & GHM Hotels), and investor solicitation
- Managed international staff in excess of 100 employees from varying cultural and ethnic backgrounds
- Negotiated first resort development rights inside a World Heritage Park in South Africa
- Revamped and expanded an existing zoological business concern in South Africa; arranged for subsequent sale, resulting in 50% profit to investors in less than 18 months
- Expanded business base of Conservation Seed Program, the largest private wildlife food plot program in the USA with over 500,000 participants and over 1 million acres planted annually, by 25% in the United States and introduced the concept overseas

PROFESSIONAL HISTORY:

CONGRESSIONAL SPORTSMEN'S FOUNDATION (CSF) Washington, DC

2002 – present

President/Senior Vice President/Policy Director

Develop policy positions on issues of importance to sportsmen and women at the federal and state level, and work with the associated bipartisan legislative and gubernatorial sportsmen's caucuses and hunting/fishing/conservation community to implement these policies. Direct CSF program activities, including the creation of state level sportsmen's caucuses and research project to improve sportsmen's access to federal lands.

RESOURCE MANAGEMENT, INC (RMI) Cambridge, Maryland 2000 – 2002
Vice President
Developed new markets for RMI, a premiere wildlife habitat consulting firm, through contacts with new, potential corporate clients; participation at industry trade shows; articles in wildlife publications, and liaison with federal and state wildlife authorities

MARYLAND LEGISLATIVE SPORTSMEN’S FOUNDATION Annapolis, Maryland 2001 – 2002
Director, Legislative Affairs
Directed legislative strategy and provided support to the Maryland Legislative Sportsmen’s Caucus, as well as acted as a conduit between grassroots sportsmen’s organizations and the legislators

GALAMUKA CONSERVATION AND LODGES LIMITED Lusaka, Zambia 1996 – 2000
President
Secured 99-year leases on prime Zambezi riverfront property and developed a small, luxury, wildlife resort 14 miles upriver from the nearest road as Phase I of the development scheme

CRANE (AFRICA) PTY LTD Durban, South Africa 1992 – 2000
President
Established a holding company to direct the development, acquisition and management of luxury ecotourism resorts in southern Africa, including a 50-room GHM resort development inside a coastal nature reserve on the Indian Ocean

UMGENI RIVER BIRD PARK PTY LTD Durban, South Africa 1995 – 1997
Chief Financial Officer
Directed business management of largest bird park in Africa, including a zoological expansion and addition of Africa’s first ‘free flight’ bird demonstration, as well as arranging the profitable sale of the company to new shareholders

REGIONS BANK (FIRST ALABAMA BANK) Birmingham, Alabama 1989 – 1992
International Banking Officer
Manager for Europe, Canada and Latin America in a then \$14 billion asset regional bank in the southeastern United States

U.S. CONGRESSMAN PHILIP M. CRANE Washington, D.C. 1982 – 1987
Legislative Assistant/Office Manager/Assistant Campaign Manager
Beginning as a college intern, advanced to handle the legislative responsibilities for the Congressman’s Committee assignment as Chairman of the House Ways & Means Trade Subcommittee, as well as his legislative agenda on international finance, national security, defense and foreign affairs issues

EDUCATION:

MBA – INTERNATIONAL MANAGEMENT (Honors) 1988
 THUNDERBIRD, THE AMERICAN GRADUATE SCHOOL OF INTERNATIONAL MANAGEMENT

BA – POLITICAL SCIENCE 1982
 VANDERBILT UNIVERSITY

ST. JOHNS COLLEGE OF OXFORD, ENGLAND Summer 1981

PROFESSIONAL ACTIVITIES AND ASSOCIATIONS:

AMERICAN WILDLIFE CONSERVATION PARTNERS (AWCP)
Chairman - 2005

SPORTING CONSERVATION COUNCIL (Federal Advisory Council)
Vice-Chairman – 2007/08

SPORT FISHING & BOATING PARTNERSHIP COUNCIL (Federal Advisory Council)
Council Member

WILDLIFE HUNTING HERITAGE CONSERVATION COUNCIL (Federal Advisory Council)
Council Member

COUNCIL TO ADVANCE HUNTING AND THE SHOOTING SPORTS

Board member

BLUE RIBBON PANEL ON SUSTAINING AMERICA'S DIVERSE FISH & WILDLIFE RESOURCES

Panel Member

RIVERS OF RECOVERY (ROR)

Board member – 2011/12

SAFARI CLUB INTERNATIONAL (SCI)

Government Affairs Committee Member

NATIONAL RIFLE ASSOCIATION (NRA)

Hunting and Wildlife Conservation Committee Member

BOONE AND CROCKETT CLUB

Professional Member

FISH FOR A CURE (F4AC)

Board member – 2007-11