



## GORDON A. CRAMER, CF, RF, PLM

123 Pine Branch Circle  
Dry Branch, GA 31909  
478.742-2882  
info@careerproplus.com

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### FORESTRY & TIMBERLAND ADMINISTRATION

Multi-skilled Forester with over 20 years of diverse expertise in all aspects of Forestry Management and Timberland Administration. Innovative visionary, qualified to position portfolios for investment diversity and earn strategic gains by cumulative savings and expert management.

- ✓ *Expert in identifying undervalued and hidden timberland/real estate asset conditions.*
  - ✓ *Negotiate substantial contracts saved \$27M below 2001 costs-- leveraged silvi-cultural operations.*
  - ✓ *Led and conducted safety communications with-in the Southeast region.*
  - ✓ *Establish and foster a large national and international network of colleagues and customers.*
  - ✓ *Prepare economic investment analysis for growth & yield on a 13K-acre timber tract.*
  - ✓ *Spearhead, integrate and oversee new technical software application resources.*
  - ✓ *Consistently facilitate turn-key contracts and maximize revenue.*
  - ✓ *Chair, Mountain Chapter / Member GA Society of American Foresters Executive Teams.*
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### PROFESSIONAL EXPERIENCE

**Senior Resource Forester**, TIMBER COMPANY, Atlanta, GA 1998 – Present  
Administrate annual capital budget ranging from \$500K - \$750K and annual revenues ranging from \$1.6 to \$2.1 million. Manage and implement resourceful and innovative silviculture, marketing and real estate services spanning the Northern Chattahoochee basin. Spearhead new projects that resulted in new ground breaking developments enhancing current process improvements and future developments. Spearhead key business developments in real estate and non-timber income.

- Provide expertise on silviculture enhancements, optimizing wood utilization, contractor selection, performance, resource planning, harvest-SFI environmental assessments, timberland management and ad hoc concerns.
- Consult with corporate management, customers and industry professionals to communicate findings and issues.
- Contribute innovative ideas based on comprehensive portfolio analysis and forest investment economics directly affecting forest operational contracts, acquisitions, and timber income.
- Acquire information and contribute/share knowledge to conferences and important contact meetings.
- Facilitated new software improvements and acquisitions involving GPS/GIS, PDA and office suite.
- Utilize GIS, GPS, and Timber Security database to generate and analyze long term lease appraisal and tax assessment implications on timber harvest projects; present recommendations to increase bottom-line.
- Served as Communication Leader on the Safety Action Committee.
  - ✓ Improved contractor performance 1999 - present, while accelerating TQM scores by 15%.
  - ✓ Authored a comprehensive web based “*Safety Action Plan*” model, adopted corporate wide.
  - ✓ Achieved the highest performance rating for two consecutive years, 2001 and 2002.
  - ✓ Revised antiquated 3<sup>rd</sup> party document addressing tree-planting guidelines to ensure source integrity.
  - ✓ Introduced cost saving guidelines to verify existing LTL data with corporate council and accounting.
  - ✓ Selected to attend the NCSFN Cooperative, professional conferences.
  - ✓ Represented company interests in technical plenary sessions as a forestry BMP expert.
  - ✓ Increased ROI by 4-7% on HBU properties, and 2-3% on core properties.

**PROFESSIONAL EXPERIENCE CONTINUED**

**Owner / Registered Forester**, FORESTRY & MAPPING SERVICES, Birmingham, AL 1993 – 1998

Launched a successful forestry and timberland management and mapping service providing expertise in timber sales, growth and management. Communicated new developments with potential and existing customers and achieved substantial business growth through exceptional customer service and expertise in forest investment economics.

- Analyzed individual timberland investments to ascertain a broader portfolio, summarize recent activity, and prepare comprehensive findings to meet customer investment objectives.
- Displayed effective analysis, writing and public speaking attributes in areas of technical and finance issues.
- Accomplished many chip-mill, timber-lease, tax-assessment, seedling, and harvest analysis projects.
  - ✓ Built loyal and substantial client base increasing bottom-line profitability 3-consecutive years.
  - ✓ Conducted compliance audits on wood chip facilities, preparing cost analysis and feasibility studies.
  - ✓ Maximized opportunities for process improvements.

**Herbicide Specialist / Staff Forester**, RESOURCE SERVICE, INC., Tallahassee, FL 1990 – 1993

Represented herbicide manufactures in the sale of forestry herbicide applications. Provided technical sales, service, and support to manufactures such as Dupont, Monsanto, American Cyanamid and Dow Elanco.

- ✓ Recognized for achieving the “*Highest Sales Volume*” in company for managed herbicide application.
  - ✓ Increased territorial sales by 16% over previous year.
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**EDUCATION & SPECIALIZED TRAINING**

*Pursued, Masters in Business Administration*, UNIVERSITY OF PHOENIX

*Bachelor of Science in Forest Management*, UNIVERSITY OF TENNESSEE

*Specialized training in forest investments & project economic analysis*  
*International Conference on Geospatial Information in Agricultural and Forestry*

*Distance Learning Courses in GIS using NT*, UNA, Department of Geography

*Applied Information Technology*, UAB, School of Business

*GPS, GIS & RS in Environmental Assessments*, UGA, School of Forestry

*Super A.C.E. Inventory & Analysis Software*, Atterbury Consultants

*Threatened and Endangered Species – 2 day Seminar*

*SFI ®- EAP Rollout, Water Quality - Georgia Water Coalition Participation*

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**PROFESSIONAL AFFILIATIONS**

**Chair**, MOUNTAIN CHAPTER, SOCIETY OF AMERICAN FORESTERS

*Spearhead meetings: revitalized participation with co-chapter meetings and empowered member's to contribute.*

**Member**, GEORGIA FORESTRY ASSOCIATION / SOCIETY OF AMERICAN FORESTERS