

JAMES M. GORE

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707-888-4204

BACKGROUND

Senior executive with a record of demonstrating results-driven leadership in the public, private, and non-profit business sectors. Recognized for expertise in organizational management, partnership development, coalition building, public affairs, and advocacy. Strong network of contacts at multiple levels of industry and government, including Congress and the Executive Branch. Accomplished public speaker with experience before large audiences which include: media, conferences, Universities, invited speeches and testimonies at government hearings. Acknowledged as an effective manager that motivates employees through team participation and the opportunity to fully participate in the decision making process, which encourages support and commitment to achieve program objectives. Fluent in Spanish and Italian.

PROFESSIONAL EXPERIENCE

U.S. GOVERNMENT – WHITE HOUSE PRESIDENTIAL APPOINTEE, Washington, DC

2010 - 2013

Natural Resources Conservation Service (NRCS)ⁱ, Assistant Chief (2011 –2013)

Managed agency-wide strategies for 11,000 employees with a \$4 billion budget and direct oversight of external affairs portfolio (partnership development, strategic public affairs, and program outreach)

- Departmental Leader for USDA-wide priority effort – “StrikeForce for Rural Growth and Opportunityⁱⁱ”
 - Dramatically improved operational efficiency in providing targeted outreach and assistance to persistent poverty areas and underserved communities around the country (specifically in the Deep South, Southwestern Border Region, and Native American Reservations nationwide)
 - Supervised more than 45 USDA State Executive Directors and their staff members on increased outreach, partnership leveraging and overall program management, which resulted in the delivery of more than \$50 million dollars of targeted financial assistance to these constituencies and facilitated achieving program objectives.
- Helped to create and deploy the NRCS “Pacific Salmon Habitat Improvement Partnership,” a five-state public-private partnership effort that yielded more than \$12 million in additional public funding into 29 priority watersheds.
- Supervised the rollout of the USDA “Gulf of Mexico Initiative (GoMI)ⁱⁱⁱ, a \$50 million dollar program which supported the U.S. Government’s response to the Deepwater Horizon Spill that attracted national media attention and was published on more than 600 AP outlets.
- Strategic leader on climate change mitigation, environmental market development, and regulatory certainty.
- Spokesperson on agency agendas before White House, media, and partner organizations (public and private).
- Member of the White House Rural Council^{iv}, an interdepartmental working group that has produced federal action on high level issues such as response to the ongoing drought, innovative programs in regulatory relief/certainty, and threats to nationwide water quality and quantity.

USDA Interim Director, Office of the Executive Secretariat (2011 –4 month detail)

Head of office with direct management of 30 employees and coordination of 70 officers serving within the Office of the Secretary of Agriculture.

- Led stakeholder management and executive correspondence with The White House, Members of Congress, Trade Associations, Issue Advocacy Groups, and State and Local leaders.
- Produced significant gains in timeliness and efficiency of product delivery and customer service by motivating employees through teamwork, morale building, and a merit-based reward structure.
- Strengthened office through reorganization which included breaking down silos, establishing more direct lines of reporting relationships, and encouraging open communication. Led government wide assessment of Secretariat offices and adopting identified best practices into operational structure.

USDA, Special Assistant to the Assistant Secretary for Administration (2010 –2011)

- Led increase in outreach and advocacy to historically underserved constituencies as key player in directing USDA's newly created 'Office of Advocacy and Outreach,' resulting in strengthened relationships between the department and more than 800 community based organizations throughout the country.
- Supervised Department-wide effort that delivered advanced training on border security and situational awareness to more than 3,000 USDA employees in four states across the US – Mexico border, resulting in improved employee security, support, and operational management.
- Enhanced departmental-union relations as a point person for White House Initiative which formally created and deployed Labor Management Forums across USDA's nine distinct Union Organizations.
- Coordinated departmental team on Civil Rights reform which supported the recommendations of the Jackson Lewis report on Diversity, Inclusion, and Accessibility. This facilitated the implementation of strategies into individual agencies, improved working conditions and acceptance of various employee groups into more productive practices.

JBC INTERNATIONAL, Washington, DC

2006 – 2010

Vice President

Led firm's business activities in program management, client relations for agriculture, and business development.

- Created a new company portfolio which doubled the firm's revenue by designing and managing an emerging markets program focused on India, Russia, Brazil, Vietnam, and Central America.
- Developed improved market access in foreign countries as key representative for U.S. grape and wine industry, with pivotal gains made in the European Union, India, and South Korea.
- Supervised staff of seven which delivered projects on time and within budget for clients and governmental contracts including the Inter-American Development Bank, the U.S. Trade and Development Agency, the U.S. Departments of Agriculture and Commerce, and myriad private businesses, and trade associations.

WINE AMERICA, Washington, DC

2006

Manager, Compliance and Regulatory Affairs

Supervised the compliance and regulatory affairs among the 800 business members of Wine America and the U.S. Department of Treasury's Alcohol and Tobacco Tax and Trade bureau which achieved better relations and an improved working relationship for the membership with this agency.

- Worked on issues ranging from Intellectual Property, labeling of Nutritional and Allergenic facts on wine, Appellations of Origin, Geographic Indication designations, and label compliance to regulatory norms.
- Negotiated Wine America's involvement in emerging market programs in route to unifying the four largest wine and winegrape trade associations on market development initiatives.

U.S. Peace Corps Volunteer (Agriculture & Natural Resources) – Bolivia, South America

2003-2005

Mumm Napa Valley, Vineyard Relations / Winemaking – Rutherford, CA

1997-2002

EDUCATION

Master Degree in Political Management, George Washington University, *Washington DC*
(Public Affairs, Coalition Building, Public Relations, Campaign Management, Advocacy)
Graduated Cum Laude

Bachelor of Science in Agribusiness, Cal Poly University, *San Luis Obispo, CA*
(Business Management, Supply Chain Management, International Business and Trade, Viticulture and Ecology)
Graduated Cum Laude, Presidents Honor List

International Studies at the Università Degli Studi Di Torino, Torino Italy
(International Business Administration, Intensive Italian Language Studies)

SUPPLEMENTAL INFORMATION

ADDITIONAL HONORS AND ACHIEVEMENTS

- U.S. Government -- Top Secret Security Clearance - valid thru 2016
- Fluent in Spanish and Italian
- U.S. Peace Corps Volunteer, Bolivia, South America 2003-2005
- Co-owner, Gore Vineyards, Alexander Valley, Sonoma County, CA
- Elected Board of Directors (Chairman, Public Policy) National Peace Corps Association^v 2009 - 2012
- Elected President, Board of Directors, Returned Peace Corps Volunteers, Washington, DC 2007-2009
- USDA Secretary Honor Award Recipient (2011 & 2012)
- Published: U.S. Wine Trade Barriers Report, Comprehensive Study of the Indian Wine Industry^{vi}, Comprehensive Study of the Vietnamese Wine Industry^{vii}
- Testified before the International Trade Commission on enhancing exports from Small and Medium sized U.S. business into the European Union^{viii}

JAMES GORE'S PUBLICATIONS

- [*Gore - Article on official visit to Texas minority farm and ranching organization*](#)
 - USDA - NRCS
- [*Feature Story detailing site visit to Southern Louisiana*](#)
 - This Week in Louisiana Agriculture
- [*Feature on visit to Rice lands of Louisiana and Bird habitat projects*](#)
 - This Week in Louisiana Agriculture
- [*President Obama Calls on Northern California Sustainability Leaders to Share Their Insights*](#)
 - Straus Family
- [*James Gore - The Future is defined by those who show up*](#)
 - DC Ignite
- [*Statement on Partnerships for Fish habitat restoration*](#)
 - USDA
- [*Gore holds three White House Roundtable meetings in California to focus on Conservation and Energy policy*](#)
 - AgAlert
- [*Gore interview on Water Quality trading market in Northern California*](#)
 - AgAlert
- [*California Rice Story*](#)
 - CA Rice Commission
- [*Video: Gore Announcing pivotal conservation investment in Central California*](#)
 - KCRA

ⁱ <http://www.nrcs.usda.gov>

ⁱⁱ http://www.usda.gov/wps/portal/usda/usdahome?navid=STRIKE_FORCE

ⁱⁱⁱ <http://www.usda.gov/wps/portal/usda/usdamediafb?contentid=2011/12/0499.xml&printable=true&contentidonly=true>

^{iv} <http://www.whitehouse.gov/administration/eop/rural-council>

^v <http://peacecorpsconnect.typepad.com/peacecorpspolyglot/2009/06/meet-james-gore-npcas-newest-board-member.html>

^{vi} http://www.indianwineacademy.com/Comprehensive_Study_IWM.pdf

^{vii} <http://www.calwinexport.com/files/JBC%20Vietnam%20Wine%20Market%20Study.pdf>

^{viii} [USITC](#)