

Laurence Lacoste Crane

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EDUCATION

UNIVERSITY OF ALABAMA AT BIRMINGHAM, Birmingham, Alabama.
Master of Science in Health Administration, March 2001.
Master of Business Administration, June 2000.

THE UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL, Chapel Hill, NC.
Bachelor of Arts, International Studies/Political Science, May 1984.

PROFESSIONAL EXPERIENCE

PROLIFICA.ORG, Columbus, Georgia. Available online at www.prolifca.org
President / Certified Grants Specialist, May 2004 to present. Provide consulting and grant writing services to nonprofits, with an emphasis on health and human services and faith-based organizations. Over **\$7 million** in grant submissions awarded at better than a **75%** success rate. Specialize in federal grants from the U.S. Department of Health and Human Services, including Community Based Abstinence Education (CBAE) and Early Learning Opportunities Act (ELOA). Secured over \$225,000 in private funding for faith-based community organizations.

THREE RIVERS AREA HEALTH EDUCATION CENTER, Columbus, Georgia. A community-governed nonprofit dedicated to increasing access to health care in medically underserved areas in 28 counties in west central Georgia through improving the quality, education, supply, distribution and retention of health care professionals. HRSA funded AHEC and HETC program.
Executive Director, November 2002 to May 2004. Accountable to a governing board of directors for the management of all administrative, financial, personnel and strategic aspects of the Center's activities, including programs in Health Career Awareness, Clinical Training, Allied Health Recruiting, Learning Resources, Continuing Education, Health Promotion, Practice Management Consulting and other health care workforce development initiatives.

COLUMBUS REGIONAL HEALTHCARE SYSTEM, Columbus, Georgia.
A nonprofit, safety-net health system serving 500,000 people in 19 counties in west Georgia and east Alabama.

Manager, Program Research and Grant Development, November 2001 – November 2002.

- Developed and evaluated programs that provide health education, prevention and primary care to improve the health status of the service area, resulting in a reduction of the financial burden of unreimbursed care.
- Researched and wrote grants valued at over \$1.1 million, including a \$360,000 Robert Wood Johnson grant for covering uninsured children with PeachCare, the State Child Health Insurance Program (SCHIP) for Georgia.

Administrative Resident, July 2000 – November 2001. Completed residency in health services administration under the preceptorship of system CEO, Larry Sanders, past Chairman of the American College of Healthcare Executives. Rotated through all clinical areas and participated in system-wide projects, including:

- Analysis of educational resources resulted in a \$300,000 challenge grant to Columbus Technical College for support of faculty positions and scholarships in nursing and other workforce shortage areas.
- Assessment of patient-flow in the ED contributed to Emergency services expansion project to reduce wait-times and improve service quality.
- Facilitated New Employee orientation sessions on Customer Service and Corporate Compliance.
- Chaired multidisciplinary Employee Wellness Committee to reduce \$10 million annual healthcare costs.

THE CENTER FOR URBAN MISSIONS, Birmingham, Alabama, 1994 – 1998.

A faith-based community organization helping people to emerge from dependence on government assistance.

Founder and General Manager, RAMP Industries (*Reaching And Motivating People*).

RAMP Industries is a self-sustaining business that equips employees to become free from welfare.

- Created a business that refurbishes beverage equipment for Royal Cup Coffee and Buffalo Rock Pepsi Cola Bottling Company.
- Wrote the business plan, secured \$75,000 in start-up capital, and established the physical plant.
- Directed the activities of RAMP to obtain optimum efficiency of operations, to maximize profits, and to assure accomplishment of its mission.

Development Coordinator

Responsible for fundraising, public relations and cultivating relationships with corporate sponsors and philanthropic foundations.

UNISOURCE, AN ALCO STANDARD COMPANY, Birmingham, Alabama.

Sales Representative, 1993 - 1994

Represented a Fortune 100 Company selling fine paper to printers.

ZELLERBACH, A MEAD COMPANY, 1989 – 1993.

Sales Representative, Commissioned outside sales position calling on printers in Birmingham and Tuscaloosa
Manager, PressStock - a division of Zellerbach, Charlotte, North Carolina. Directed the activities of a store selling paper and graphic supplies to quick-printers.

BEDINGHAUS BUSINESS FORMS, Charlotte, North Carolina.

Customer Service Representative, 1987 - 1989

ENVIRONMENT CONTROL, Charlotte, North Carolina.

Sales Representative, 1986 – 1987 Sold building maintenance services to commercial office accounts.

KINKO'S COPIES, Chapel Hill, North Carolina. **Assistant Manager**, 1986. **Campus Representative**, 1985.

LEADERSHIP ACTIVITIES

- **AMERICAN ASSOCIATION OF GRANT PROFESSIONALS**, www.grantprofessionals.org/

- **WEST CENTRAL GEORGIA CANCER COALITION**

As member of Executive Committee, in collaboration with a team of representatives from all healthcare providers, public health agencies, businesses, community organizations and government agencies, wrote grant that secured \$225,000 from the Georgia Cancer Coalition to plan a Regional Program of Excellence in Cancer Education, Prevention and Early Detection for 10 counties in west Georgia.

- **LEADERSHIP COLUMBUS**, Alumnus, Class of 2004.

- **UNITED WAY OF THE CHATTAHOOCHEE VALLEY**

Loaned Executive: Planned and implemented employee giving campaigns for assigned accounts, achieving 100% of my campaign goal of \$124,000.

Allocations Team Leader: reviewed agency requests for \$643,000 in funding

Chair, Columbus Regional's Employee Giving Campaign 2003: Raised over \$130,000 for designated charities, including over \$45,000 for the United Way. Increased participation rate from 65% to over 80%.

- **COMMUNITY FOUNDATION OF THE CHATTAHOOCHEE VALLEY**, Grant-making panelist
- **COVERING KIDS AND FAMILIES COALITION**
- **WEST GEORGIA SCHOOL-TO-WORK**, Board of Directors
- **TOBACCO FREE ACTION COALITION**
- **BOY SCOUTS OF AMERICA, MEDICAL EXPLORER POST** Advisor

HONORS

BETA GAMMA SIGMA, The Honor Society for the American Assembly of Collegiate Schools of Business – International Association for Management Education.