



Mayor of Providence

Jorge O. Elorza

December 30, 2016

Honorable Members  
Providence City Council  
City Hall

Dear Honorable Members:

Pursuant to Sections 302(b) of the Providence Home Rule Charter of 1980, as amended and Public Law, Chapter 45-50, Sections 1 through 31 passed in 1987, I am this day re-appointing Dennis Dolan Crook of 101 Princeton Avenue, Providence, RI 02907, as a member of the Providence Harbor Management Commission for a term to expire on December 31, 2019, and respectfully submit the same for your approval.

Sincerely,

A handwritten signature in black ink, appearing to be "J. Elorza".

Jorge O. Elorza  
Mayor

IN CITY COUNCIL

JAN 19 2017

READ  
WHEREUPON IT IS ORDERED THAT  
THE SAME BE RECEIVED AND APPROVED  
 CLERK

## DENNIS DOLAN CROOK

### BUSINESS DEVELOPMENT & SENIOR PLANNING OFFICER

Experienced in domestic and international strategic business development, project finance, M&A, new market strategies, leadership and talent retention. Areas of expertise include but are not limited to P & L, sales and marketing/ operations management, in the fields of venture capital, investment funds, manufacturing, technology and infrastructure development. "Known for closing the deal". Innovator and visionary with the ability to be a breakthrough thinker with exceptional organizational preparation in large and small scale projects. Very strong background in M&A, strategic planning, deal structuring, underwriting, and financial analysis. Knowledgeable in all aspects of local, national, international diplomatic and political situations. Exceptionally strong in analysis of project risk and objectives for multi-tasking and multi-phase projects.

### EMPLOYMENT HISTORY: (See Page 2. for details)

- 2010 - Present Senior Strategic Development Advisor to CEO's and Board of Directors; Advise US companies to locate and set-up operations in USA/worldwide and International companies locate to states in the USA.
- 2005 - 2010; INTEREX Global LLC, Business Development Director, Caribbean, Latin America, USA, Middle East/Africa and Asia; Port Authorities Worldwide.
- 2002 - 2005; Global Capital Group, Managing Director, San Francisco, Middle East and Shanghai & Beijing;
- 2000 - 2002; Allison International, Managing Director, San Francisco, London, New York & Hong Kong;
- 1997 - 2000; International Executive, (INTEREXEC), Founder and Principal, International Advisory;
- 1992 - 1997; CME International, LLC. Boston, Founder and Principal; Boston
- 1985 - 1992; Management Recruiters International, Senior Recruiter, Providence & Boston Group
- 1981 - 1985; NME International, Director of Business Development, USA, London, UAE and Singapore;
- 1977 - 1981; Whittaker Corporation, Director of Business Development, Los Angeles, London, UAE;
- 1976 - 1977; The Business Council, Washington, D.C., International Program Director;
- 1973 - 1976; U. S. Peace Corps, Volunteer, Tunis, Tunisia.

### EDUCATION:

University of Rhode Island, BA, Political Science; BS Business Administration  
The American University, Washington, DC, Advanced Studies in Business Development and Diplomatic Services

### LANGUAGES:

French fluency, with strong conversational abilities in Arabic,

**EMPLOYMENT HISTORY: (continued from page 1.)**

**2010 – Present** Fabiani & Company, Washington DC. Providence, RI; Senior Advisor  
[www.fabiani-co.com](http://www.fabiani-co.com)

**BK International, Strategic Advisor, Business Development, USA, Europe, Middle East and Asia. Assist US and International companies locate new business opportunities both within the USA and overseas.**

- Identify new business opportunities, develop relationships with potential partners and maintain business relationships with existing clients.
- Generate and qualify leads,
- Offer competitive intelligence on potential clients/partners worldwide,
- Prepare & execute Action Plans

[www.bkinternational.net](http://www.bkinternational.net)

**dck Worldwide, Senior Strategic Advisor, Pittsburgh, PA (finished assignment), UAE, Caribbean, Europe and The Middle East**  
[www.dckworldwide.com](http://www.dckworldwide.com)

**2005 – 2010** INTEREX Global, LLC., Houston, TX, Haiti/DR & Caribbean; Domestic and overseas development company; Island planning, energy, renewable energy and (Jatropha) bio-fuels development company.

- Head of Business Development, M&A and government relations
- Developed countrywide city planning and bio-fuels programs for the Haiti, Dominican Republic, North Africa and UAE.
- Heads up US Government and International Development Banks/VC relationships;

**2002 – 2005** Global Capital Group, Managing Director, San Francisco, Beijing & Hong Kong, London

- Business Development Director; established business-to-business and government-to-government relationships between USA, European, Middle East and Chinese companies;
- Involved in all acquisitions and joint venture relationships.

**2000 – 2002** Allison International, Managing Director, San Francisco, London & Hong Kong

- Established USA and Asian operations for this multi-national company;
- Oversaw and advised operations of client companies in the fields of energy, healthcare, law firms, venture capital groups and manufacturing operations worldwide;
- Grew offices by over 10 employees and increased sales from \$0 to \$5 MM.

1997 – 2000

**The International Executive, LLC, Founder and Principal, Boston, Massachusetts**

- Brought to the international marketplace 20+ years of growth and expertise in the recruitment of mid to senior level executives;
- Represented many leading firms in start-up situations developing expertise in attracting key executives to operations and business development;
- Recognized by London Economist as one of the top financial recruiter in the world 97/98.

1992 – 1997

**CME International LLC, Founder and Principal, M&A & Corporate Finance. Boston, Massachusetts**

[www.cme-energy.com](http://www.cme-energy.com)

- Domestic and International Energy/strategic development company, focus on renewable energy. Representing energy clients as a principal to energy projects worldwide; (Husky Energy, Trans Canada Pipeline, El Paso Energy and more; Head of M & A
- Oversaw advisory services, energy deregulation pioneer, acquisitions and divestitures; start-ups to mature companies;
- Operations in North & South America, Europe and MENA

1985 – 1992

**Management Recruiter International, MRI, Senior Executive Recruiter**

- Oversaw domestic and international sectors including energy, healthcare, technology, finance, legal with particular emphasis on corporate and project finance recruitment;
- Assisted Bank of Boston, Fleet, Chemical and others set up Recoll to establish divisions to address the mortgage crisis between 1987 and 1992; Clients: Morgan Stanley, Goldman and Prudential IBanks.
- Achieved top 10% of all recruiters in the national MRI network that totaled over 5000 + recruiters in all industries.

1981 – 1985

**National Medical Enterprises, NME, International Director Business Development and Strategic Planning Officer**

**Europe, The Middle East & Asia; based in London and Dubai**

- Opened offices in 16 countries to handle relationships and business operations for this US healthcare corporation and developed 9 hospitals,
- Worked directly with Heads of State, Ministries and private industries in all healthcare sectors;
- Increased sales and exposure from \$0 MM to \$200 MM during my tenure.

1977 – 1981

**Whittaker Corporation, Manager of Business Development and Strategic Planning: Europe & Middle East**

- Set up operations in 7 countries in the region hiring all staff and establishing relationships with Governments and private sector companies; (Dubai, Abu Dhabi, KSA, Qatar, Oman)
- Worked directly with Governments in the Middle East to set up marketing operations for defense, healthcare, high-tech and yacht groups under our umbrella;
- Developed sales during tenure from 0 to \$300MM/year.

Dennis Dolan Crook: Page 4

1976 – 1977 The Business Council (BCIU Institute), Program Manager, American University, Washington, DC

- Responsible for design, development and implementation of various cross-cultural training programs for over 100 US and International corporations doing business overseas;
- Assisted 20 international companies set-up operations in USA, Canada, Europe, The Middle East and Asia; ARAMCO DIRECT REPORT
- Handled day to day operations from headquarters in Washington DC.

1973 – 1976 US Peace Corps, Volunteer, Tunisia,

Assigned to Tunisia in a nationwide development program to eradicate water borne diseases; malaria, typhoid and small pox;

- Oversaw 20 volunteers
- Set a standard of water development projects at the University of Tunis to develop graduates to work in rural communities;
- Standards and curriculum established for Africa wide program development in rural healthcare delivery systems.

NCAA Lacrosse

Member of ACORE, American Council on Renewable Energy, Washington, DC

Member of the US Peace Corps, Returned Peace Corps Volunteers, Tunisia

Member of the Sister Cities International