

ERICA TERGESON

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EMPLOYMENT

CROSSWINDS SOLUTIONS LLC

Principal, Washington D.C.

- Solve problems for clients in the natural resources, wildlife, forestry, SaaS and fintech sectors.
- Create public policy solutions that can be immediately and feasibly implemented on Capitol Hill and within numerous federal departments and agencies.
- Represent clients before U.S. Senators and Representatives as well as officials in the Department of the Interior, Securities and Exchange Commission and U.S. Department of Agriculture.
- Constantly in communication with Capitol Hill regarding opportunities and threats to clients.

NATIONAL RIFLE ASSOCIATION – INSTITUTE FOR LEGISLATIVE ACTION (NRA-ILA)

Senior Advisor, Fairfax, VA, October 2017 – Present

- Represented NRA before the U.S. Senate, Administration, and House of Representatives. Jointly managed NRA's SuperPAC through the 2020 election cycle (spent over \$22 million) contributing to several Senate victories. Successfully blocked BATFE nominee David Chipman (nomination withdrawn Sept. 2021).
- Principal advisor on policy actions that resulted in passing laws and regulations and sometimes blocked by initiating, supporting, opposing, and amending state and federal policy, regulations, and guidance on the Second Amendment, as well as natural resources.
- Achievements include successful passage of the Target Practice & Marksmanship Training Act and Great American Outdoors Act. Notably, in just one year, my efforts resulted in successfully revising a Fish & Wildlife Service regulation important to NRA.
- Spokesperson for NRA. Conducted TV and radio interviews and numerous speaking engagements on Sirius XM and KCBQ, San Diego.
- Authored op-eds and various policy and legislative articles published and quoted in Wall Street Journal, Daily Caller, and Washington Free Beacon.
- Testified before the U.S. Congress, May 2021. Appointed by Interior Secretary Zinke and Bernhardt and served on the International Wildlife Conservation Council.

HOUSE COMMITTEE ON NATURAL RESOURCES

Subcommittee Staff Director, Washington D.C., January 2015 – September 2017

- Drafted, amended, and negotiated legislation with the U.S. Senate, Administration, and House Minority to pass 103 bills through the House, 25 of which became law. Notable achievements include passage of the National Park Centennial Act, Resilient Federal Forests Act, Sportsmen's Heritage and Recreational Enhancement Act, Korean War Memorial Wall of Remembrance, 9-11 Memorial Act, and two Congressional Review Act laws that repealed a Bureau of Land Management regulation and Fish & Wildlife Service regulation.
- Managed staff of 5 which conducted 16 legislative hearings, 16 oversight hearings, and 3 field hearings. Interviewed and selected witnesses, wrote speeches, opening statements, talking points, briefing papers, and hearing questions.
- Negotiated over 100 bills with Senate Energy & Natural Resources Chairman Lisa Murkowski and Ranking Member Maria Cantwell staff on omnibus energy and public lands legislation.
- Principal advisor on federal lands issues to House Leadership, Committee Chairman Rob Bishop (R-UT), Subcommittee Chairman Tom McClintock (R-CA), and the Natural Resources Committee members.

NATIONAL RIFLE ASSOCIATION – INSTITUTE FOR LEGISLATIVE ACTION (NRA-ILA)

Federal Lobbyist, Washington D.C., September 2013 – December 2014

- Created and implemented quantitative candidate identification and attribution process. Responsible for U.S. Senate and House candidate interviews, endorsements, campaign contributions, and ratings for federal candidates in Florida, Montana, Idaho, Wyoming, Nebraska, Mississippi, North Dakota, and South Dakota.
- Developed marketing strategies to elect/re-elect selected candidates, including direct mail and social media.
- Chief liaison, advisor, and negotiator on all appropriations, natural resources, and sportsmen's issues. Notable achievements include laws allowing the right to carry firearms over Army Corp. of Engineers land, using volunteer hunters in national parks to manage wildlife populations, and prohibiting the excess regulation of traditional ammunition by the Environmental Protection Agency.

HOUSE COMMITTEE ON APPROPRIATIONS

Professional Staff, Washington D.C., February 2011 – August 2013

- Principal advisor to Committee Chairman Hal Rogers (R-KY) and Subcommittee Chairman on Interior and the Environment Mike Simpson (R-ID) on energy, federal lands, and wildfire issues.
- Notable accomplishments include oversight of federal agency reorganization post-Deepwater Horizon oil spill, and developing a new funding mechanism for catastrophic wildland fires.
- Conducted budget hearings, oversight hearings, drafted annual appropriations bills, bill reports, explanatory statements, opening statements, speeches, and wrote bills that became law, including 15 continuing resolutions, 2 omnibus funding bills, and 3 supplemental funding bills.
- Reviewed, amended, and managed committee markups and House floor consideration of Interior Appropriations bills for which over 100 amendments were offered.
- Directed annual review and analysis of the President's annual budget, held public hearings on the budget, worked closely with the Office of Management & Budget (OMB) and the Congressional Budget Office (CBO) on budget scoring of bills and policies. Oversaw general provisions, which annually numbered over 50, included in the Interior & Environment bills.
- Negotiated with the U.S. Senate, federal departments/agencies, and House Minority on omnibus appropriations acts and continuing resolutions, including the FY12 Consolidated Appropriations Act and the FY13 Consolidated Appropriations Act.

SOCIETY OF AMERICAN FORESTERS (SAF)

Policy Director, Washington D.C., January 2009 – January 2011

- Senior liaison between SAF and the U.S. Senate, House of Representatives, federal departments and agencies, conservation organizations, the forest products industry, and professional natural resources associations.
- Chief negotiator on McCain-Lieberman climate change bill related to forestry and forest carbon offsets.
- United numerous forestry, environmental, and conservation groups over policies, definitions, and measures for forest carbon, wood products, and forest management under a potential cap and trade regime.
- Developed, implemented, and managed strategies to promote the mission and goals of SAF, including the use of wood in LEED-certified buildings and federal renewable materials standards, the recognition of forests and wood products in carbon offsets and accounting, and providing and guiding national policy with the leading peer-reviewed science publications and findings.

BALL JANIK, LLP

Government Affairs Advisor, Washington, D.C., March 2007 – December 2008

- Advised private sector clients on federal legislative and administrative issues related to energy, environment, forestry, natural resources, hunting, wildlife management, education, and mental health.
- Lobbied both houses of Congress on various issues related to energy, environment, natural resources, education, and mental health. Notable accomplishments include stopping legislation that would have put private sector clients out of business in the fields of mental health, education, and forestry.
- Prepared testimony and readied witnesses for multiple congressional hearings in both houses of Congress.

HOUSE COMMITTEE ON NATURAL RESOURCES

Legislative Staff, Washington, D.C., February 2003 – February 2007

- Crafted, shepherded, and carefully negotiated compromises to notable pieces of legislation, including the Energy Policy Act of 2005, Healthy Forests Restoration Act of 2003, and Tribal Forestry Protection Act of 2004.
- Negotiated and amended the Federal Lands Recreation Enhancement Act, which became law and provided a new stream of revenue for developed recreational sites on federal lands.
- Principal policy advisor on issues pressing to the Subcommittee Chairman, Greg Walden (R-OR), and the Committee Chairman, Richard Pombo (R-CA). Notable achievements include rigorous oversight hearings and policy formulation with the U.S. Forest Service and Department of the Interior to reduce the size and cost of catastrophic wildfires and increase active forest management to reduce the susceptibility of forests to fire.

U.S. REPRESENTATIVE – RICHARD POMBO

Legislative Assistant, Washington, D.C., September 2002 – January 2003

- Supported U.S. Representative Richard Pombo's (R-CA) work with the House Committee on Natural Resources.
- Oversaw all policy and legislation related to natural resources, environment, energy, education, health care, veterans, housing, and Energy and Water appropriations.
- Promoted to Natural Resources Committee staff when Rep. Pombo became committee chairperson in 2003.

U.S. REPRESENTATIVE – BOB SCHAFFER

Legislative Assistant, Washington, D.C., July 2001 – August 2002

- Supported U.S. Representative Bob Schaffer's (R-CO) work on the House Committee on Agriculture and the Committee on Natural Resources.
- Managed policy positions and legislation related to natural resources, energy, environment, immigration, trade, transportation, and agriculture.
- Drafted and introduced the Arkansas Valley Conduit Cost-Share Construction Act to provide clean water to a community in Representative Schaffer's district.

EDUCATION

Bachelor of Arts, Political Science, Colorado State University