

SUMMARY

Government Relations and Public Policy Expert with Extensive Managerial Experience. Over 20 years of experience in effectively representing organizations before legislative, executive and regulatory bodies. Named one of the most effective lobbyists by the North Carolina Center for Nonprofits in 2012. Expertise in Digital Health and Precision Health technologies, health care management and transformation, public health plans, health ecosystem transformation, education policy, public sector investing and local government finance and management. Additional expertise in grassroots advocacy, compliance and audit programs and integrating best practices into organizational operations. Experienced manager in both large and small organizations and in both public and non-profit settings. Extensive grassroots organizing and coalition building experience. Expert in working with diverse populations and cultures and in building support for organizational mission in populations not previously served. Also an award-winning university instructor.

PROFESSIONAL EXPERIENCE

OWNER AND PRESIDENT: SOLARI GOVERNMENT SOLUTIONS, Raleigh, NC August 2017

Represent clients before policy makers at all levels of local and state government and before regulatory bodies.

Assist clients in developing effective branding and media strategies. I currently represent:

North Carolina Audiology Association. The State's largest association of audiologists is transforming its communications and advocacy capabilities and exploring a more active role in public policy formation.

Digital Health Impact and Transformation (DHIT) A social impact corporation working to make a positive impact by creating the environment for open innovation that will drive the development of transformative digital health solutions.

IndyCare Independent Pharmacist organization seeking to expand access to quality health care in North Carolina.

AmeriLeaf, LLC Private investor group interested in expanding the Industrial Hemp and CBD oil industries in North Carolina.

The Community Innovation Fund: A public-private partnership working to through a competitive grant program that is designed to accelerate entrepreneurial activity, job growth and business revitalization in micropolitan and rural communities across North Carolina.

NORTH CAROLINA SUSTAINABLE ENERGY ASSOCIATION, Raleigh, NC Sept. 2016 to May 2017

Director of Government Relations

Responsible for management of all intergovernmental relations for the Sustainable Energy Association. The Association is a nationally recognized advocate for clean and renewable energy in North Carolina. I represented the organization at the North Carolina General Assembly, and before stakeholder groups and Association members. Engaged in extensive negotiations with energy stakeholders designed to produce the first comprehensive energy legislation since 2007 for consideration by the North Carolina General Assembly (H589)

- Oversaw a group of 4 professional lobbyists
- Represented the Association during negotiations leading up to H 589, the most significant comprehensive energy legislation passed since 2007.
- Produced policy analysis and policy advice to the organization on matters related to renewable and sustainable energy.

- Developed a comprehensive campaign plan to counter anti-solar energy efforts in dozens of counties in North Carolina.
- Advised to the Executive Director on policy and strategic engagement issues.
- Responsible for developing communications plans around key Association priorities and in support of the legislative agenda.
- Responsible for stakeholder education, member recruitment and organizational development.

NORTH CAROLINA DEPARTMENT OF STATE TREASURER, Raleigh, NC Jan. 2009 to October 2016

Director of Government Relations and Senior Policy Advisor to the Treasurer

Responsible for management of all intergovernmental relations for the State Treasurer. Legislative liaison for the Department, responsible for the successful crafting and enactment of the legislative agenda. Act as Department liaison to all core constituent groups. Responsible for crafting policy for the Department and acts as senior policy advisor to the Treasurer. Broad responsibility for speaking on behalf of the Department before legislative and regulatory bodies and before civic and other groups.

- Led Department efforts at the N.C. General Assembly resulting in the passage of dozens of significant public policy initiatives related to North Carolina's investments, public pension plans, public debt as well as significant consumer protection legislation.
- Led Departmental efforts to enact legislation creating North Carolina's "Innovation Fund." \$500 million devoted to investments in technology, bioengineering, early stage development and research.
- Led Departmental efforts to enact the "Venture Multiplier Fund." \$40 million designed as "angel" and venture capital to encourage the development of bio-tech, Regional Internet of Things. (RIoT) and other cutting-edge technologies.
- Work extensively with the North Carolina State and Local Government Finance Unit and the Local Government Commission on all issues related to both rural and urban economic development, debt and infrastructure.
- Worked with energy-related groups to raise the state cap on energy-performance contracts.
- Monitor Federal legislation and regulatory developments related to the vision and mission of the Department.
- Monitor legislation from other Southeastern states and coordinate North Carolina efforts with those of other states as needed.
- Established excellent working relationships with both Republicans and Democrats. Legislative success was achieved despite the fact that the Treasurer is a Democrat with a State Government controlled by Republicans.
- Advisor to the Treasurer on education, public policy and strategic engagement issues.
- Developed communications plan around key department priorities in support of the legislative agenda.
- Successfully opposed legislation opposed to the Department's mission and vision.
- Named among the most effective lobbyists by the North Carolina Center for Public Policy Research in July of 2012.
- Supervise a legislative services team of 5 individuals as well as interns and administrative staff.

WYNONA'S HOUSE, Newark, NJ

July 2007 – April 2008

Executive Director

Responsible for day to day management of leading child advocacy organization. Implemented and evaluated program enhancements and established long range policy objectives. Developed effective collaboration between state agencies and community groups in furtherance of program goals. Served as agency's representative with Newark city officials, state legislators, policy makers, community organizations and corporate funders. Answered directly to Board of Trustees.

- Overcame major funding, logistical and regulatory obstacles leading to the successful relocation to a multi-million dollar state of the art facility without interruption of program services. Created and implemented policies and procedures for building occupancy by over 100 employees incorporating local, state and federal safety and occupational codes.
- Evaluated and realigned staff talent and competencies with organizational needs. Realignment led to improved efficiency and morale resulting in a doubling of organizational caseload.
- Worked closely with development officer to raise over \$250,000 in state grants and corporate philanthropic support. Additional funds used to create new program components that greatly improved outcomes for target population.
- Created marketing and public relations plans leading to greatly enhanced name recognition and awareness of organization's mission and its impact on the community among Essex County residents.
- Improved coordination and collaboration between key state agencies partnering with Wynona's House. Resulted in improvement of services and greatly increased customer satisfaction as measured by pre and post service client satisfaction surveys.

SMART START, Raleigh, NC

August 1999 – July 2007

Lobbyist, Policy Analyst and Advisor, Public Relations Officer

Responsible for providing vision, guidance and direction for new and existing programs. Oversaw statewide public education and outreach efforts. Conducted primary and secondary research designed to demonstrate program effectiveness to public and private funders and the general public. Analyzed trends in early education, child care, and policy developments and utilized information gained to better position the organization in a very competitive environment. Developed key alliances with corporate entities, business groups, public education entities and community activists. Reported directly to President. Organizational budget of \$4.2 million with responsibility for overseeing a statewide budget of \$225 million annually.

- Reversed negative funding trends and highly polarized partisan perspective on the program among state legislators. Achieved broad bi-partisan support for program expansion through implementation of a new public relations program.
- Developed and engaged state Board of Directors in marketing efforts. Utilized personal relationships and individual talents among board members to improve public profile of organization in press and increase support among business entities and the state chamber of commerce.
- Greatly reduced a cut in state appropriations from \$50 million to under \$4 million through effective utilization of outreach network and public relations program that led to over 15,000 communications during one 4 hour period at a key time in the funding process.
- Engaged polling organizations and worked with them to conduct a statewide poll demonstrating strong public awareness of the organizations mission and logo and high levels of support for increased funding. Effectively utilized polling results to influence funding decisions and leverage increased corporate support.
- Increased number of corporate supporters by 50%.
- Successful in enacting legislative agenda for six consecutive years.
- Provided technical assistance and support for branding, marketing and promotion of early childhood programs in over 15 states.
- Collected and analyzed data and presented report on the "Economic Impact of the Child Care Industry in North Carolina." Report was a key component in demonstrating the effectiveness of the program and increasing awareness of the economic impact of the industry on the North Carolina economy.
- Developed, planned and organized recruitment and orientation for individual and group volunteers. Implemented recognition/appreciation activities tripling number of volunteers.
- Authored weekly updates and monthly newsletter to statewide audiences.
- Provided technical advice for the Emmy Award Winning weekly "Smart Start Kids" TV show.

ADDITIONAL EXPERIENCE

NORTH CAROLINA STATE UNIVERSITY, Raleigh, NC

August 2008 to Present

Teaching Assistant Professor, Department of Political Science

Teach evening courses in American Government and Politics, American Political Thought, Legislative Process, Congress and the Presidency, Political Economy, Political Philosophy, Contemporary Ideologies, State and Local Government.

- Consistently rated one of the top teaching professors in the Department of Political Science and Public Administration.
- Recipient of the 2012 John W. Pope Centers “Spirit of Inquiry” award for outstanding University Instruction.
- Supervised both Honors Theses and Masters Theses for Graduate Students.
- Upper level courses include: “Shakespeare and Politics,” “The Politics of Past and Future,” “Legislative Process,” “Political Theory in Political Practice.”

CAMPBELL UNIVERSITY, Research Triangle Park, NC

October 2014 to August 2017

Teaching Assistant Professor in the Department of Political Science

Teach courses in State and Local Government, American Government and Politics, American Political Thought.

RUTGERS UNIVERSITY, Newark and New Brunswick New Jersey

January 2008 to January 2009

Teaching Assistant Professor in the Department of Political Science

Taught courses in Political Economy, New Jersey Government, Politics and Policy, American Government and Politics Political Philosophy

EDUCATION

Doctoral Degree: Duke University, Durham, NC

- Ph.D. in Political Science. Doctoral Thesis: *The Concept of Alienation in American Political Science: Human Nature and the Search for a Meaningful Politics.*
- Master’s Degree in Political Science. Master’s Thesis: *Deep Seabed Mining Rights and the International Law of the Sea.*

Masters Degree: Duke University, Durham, NC

Bachelor of Arts: Rutgers University, New Brunswick, NJ.

PUBLICATIONS

- “The State of the Opioid Crisis in North Carolina” 2018
- “DHIT Legislative and Policy Update” 2018
- “The Economic Impact of the Child Care Industry in North Carolina” 2007
- “Power, Politics and Policy: A Guide to Legislative Advocacy” (DVD), 2007
- “Adapting Your Early Childhood Message to Change Political and Economic Environments” 2006
- “Annual Reports to the North Carolina General Assembly”, 2000 – 2006
- “A Legislative Advocacy Workbook”, 2005
- “Making a Difference: Tuesdays for Tots Brings Advocates to Raleigh”, Smart Start Magazine, winter 2006
- Making Collaboration Work: Bringing About Lasting Change in Your Community, 2005
- The Concept of Alienation in American Political Science” Duke University Published Doctoral Dissertation.

- “Democracy, Equality and the Role of the Legal Profession,” North Carolina Central Law Journal; 1990
- “A quantitative Reassessment of the Concept of Alienation in American Political Science,” Annual Conference of the American Political Science Association;
- “Hermeneutics and the Perennial Issues Question,” Annual Conference of the Southern Political Science Association.

ADDITIONAL PROFESSIONAL ACCOMPLISHMENTS

- Recipient of the 2012 John Pope “Spirit of Inquiry” award for outstanding undergraduate instruction.
- Member of the North Carolina School Improvement Panel Schools Readiness Goals Team
- Keynote Speaker, Oklahoma, Iowa, North Carolina statewide conferences
- Consultant on legislative and communications issues to early childhood groups in Oklahoma, Iowa, West Virginia, New Jersey, Michigan and Illinois.
- Recognized for outstanding undergraduate instruction, NC State University
- Named “Taylor R. Cole Instructor in Political Science” Duke University
- Named “Robert R. Wilson” fellow, Duke University
- Received Shell Foundation Dissertation Award.