RICHARD W. BECKLER
Of Counsel
Washington, D.C.
(b) (6) [redacted]

EXPERIENCE

Richard Beckler was a Partner (2011-2017) and as of January 1, 2017 is of counsel in Bracewell's white collar defense practice and head of the litigation practice in Washington, D.C. His practice focuses on complex civil and criminal litigation, including defense of corporate and individual clients, both foreign and domestic, in investigations and at trial. He is a Fellow of the American College of Trial Lawyers.

Mr. Beckler is a former Chief of the Criminal Fraud Section of the U.S. Department of Justice, where he headed a task force on foreign payment cases and worked closely with officials from the Department of the Treasury, the SEC and the Department of State. In his position as Chief, he prosecuted SEC, Government Contracting Fraud and Foreign Payments (FCPA) cases and various other Federal Fraud statutes. He also represented Admiral John Poindexter in the Iran-Contra investigation and Bill Casey, former CIA Director, in "Debategate," an FBI and grand jury investigation involving debate briefing books stolen before a debate between President

His current cases involve securities fraud, criminal and civil antitrust matters including price fixing and bid riggings, cartels, false statements, RICO, banking fraud, oil and gas pricing schemes, government procurement fraud, the False Claims Act, internal investigations, insider trading, healthcare fraud, patent and trademark lawsuits, the Foreign Corrupt Practices Act (FCPA), environmental criminal defense, class action and shareholder suits. He has experience in both prosecuting and defending major corporations in cases alleging FCPA violations, and has advised numerous clients on FCPA due diligence and compliance programs.

Mr. Beckler was formerly an Assistant District Attorney in the Manhattan District Attorney's Office and (b) (6) [redacted]
(b) (6) [redacted]

PUBLICATIONS AND SPEECHES

Co-author, "Broker-Dealer Arbitration," *Business and Commercial Litigation in Federal Courts*, ABA Section of Litigation (2005).
"Parallel Proceedings," *Lawyers' Desk Book on White-Collar Crime*, National Legal Center for the Public Interest (1991).
Co-author, "Principal White Collar Crimes," *Business Crimes, A Guide for Corporate and Defense Counsel* (1982).

EDUCATION

(b) (6) [redacted] Fordham University School of Law, Lincoln Center, NYC, NY
Williams College, Williamstown, MA

NOTEWORTHY

Legalease, *The Legal 500 United States*, Litigation: White-Collar Criminal Defense, 2013-2015
Woodward/White, Inc., *Best Lawyers*, 1983-2017

Thomson Reuters, *Washington, D.C. Super Lawyers*, 2008, 2013-2016
Special Commendations from the Department of Justice
Outstanding Service in the Criminal Division (4-18-78)
Special Achievement Award (2-2-75)
Outstanding Service and Leadership (1973-1979)

AFFILIATIONS

Fellow, American College of Trial Lawyers
Executive Committee, Edward Bennett Williams Inn of Court

CLUB MEMBERSHIPS

Congressional Country Club, Bethesda, MD
(b) (6) [redacted]

BAR ADMISSIONS

District of Columbia
New York
Connecticut

COURT ADMISSIONS

U.S. Supreme Court
U.S. Court of Appeals for the 1st, 3rd and 10th Circuits
U.S. Court of Appeals for the District of Columbia Circuit
U.S. District Court for the Southern District of New York
U.S. District Court for the Northern District of Illinois
U.S. District Court for the District of Colorado
U.S. District Court for the District of Columbia

WORK HISTORY

1962 – 1965 U.S. Navy, Active Duty Officer, Ensign (1962-1963), LTJG (1963-1964), Lieutenant (1964-1970)
U.S.S. Yorktown CVS-10
Admiral Staff – Commander Eastern Sea Frontier
1965 – 1978 U.S. Naval Reserve, Lieutenant Commander
1965 – 1968 Fordham University School of Law
1968 – 1972 NY County District Attorney's Office, Assistant District Attorney (Frank Hogan)
1972 – 1979 U.S. Department of Justice, Fraud Section, Criminal Division
Unit Chief – 1972-1974
Deputy Section Chief – 1974-1976
Section Chief – 1976-1979
1979 – 2003 Partner, Fulbright & Jaworski, Head of Washington Litigation Group
2003 – 2011 Partner, Howrey LLP, Co-Head of Securities and White Collar Group
2011 – Present Partner, Bracewell LLP, formerly Bracewell & Giuliani LLP
Head of the Washington Litigation Group
Member of the Trial/White Collar Defense Group

PERSONAL LIFE

(b) (6) [redacted]

BRIDGET A. BRENNAN, ESQ.

(b) (6) [redacted]

HIGHLIGHTS OF QUALIFICATIONS

- Five years of diversified experience, holding positions of increasing scope and responsibility.
- Strong background in legal analysis and advisement, capital investments, business-model review, startup coaching, strategic planning, project management and operations.
- Highly-experienced in all aspects of the management process, and is proven in managing operations and programs to run smoothly and efficiently, meeting all organizational and project expectations.
- Adept in developing and implementing new programs and processes, which meet with consistent success and align with organizational mission and vision.
- Experienced in the recruitment, training, supervision, and mentoring of staff members, and in seeing all personnel to their peak performance potential.

PROFESSIONAL EXPERIENCE

Department of Treasury, Washington, D.C.
Special Assistant to the Secretary of Treasury, January 2017 – Present (b) (6)

Received a 120-day temporary appointment from the President of the United States. Synthesize daily reports on the new administration's activity including: executive orders, presidential memoranda, and departmental happenings for the Senior White House Advisor. Currently facilitating the confirmation process for top-level Treasury Political Appointees.

Selected Accomplishments, Projects, and Initiatives:

- Drafted legal memoranda on case decisions for the White House General Counsel's office.
- Tracked Treasury's pending litigation for the Chief of Staff, highlighting the cases where Treasury under the Obama Administration took a different position than the Treasury under the Trump Administration may wish to take. Issued recommendations on whether or not to pull the appeal in select cases.

58th Presidential Inaugural Committee, Washington, D.C.
Media Operations Lead, January 2017

Demonstrated business acumen while negotiating with the major cable networks. Orchestrated a solution where the networks' desire for expanded media coverage was balanced with the White House's expectations and the space constraints of the various venues.

Selected Accomplishments, Projects, and Initiatives:

- Coordinated all media logistics for the Welcome Concert and the Liberty and Freedom Inaugural Balls.

Donald J. Trump For President, New York, NY
Advance Press Lead, July 2016 – December 2016 (b) (6)

Responsible for coordinating all aspects of media coverage: reviewing and approving press credential applications, preparing media press releases, planning media logistics, media relations, and handling a wide variety of special projects. Produced large-scale campaign events and press conferences, which hosted from 500-20,000 attendees, and coordinated media participation often in less than 48 hours.

Selected Accomplishments, Projects, and Initiatives:

- Independently managed 150 – 300 individuals of the media at each campaign rally.
- Developed layout, special themes, music, and program for each event, and designed message banners and other printed materials, which were shown in live national news coverage, print, and online.
- Briefed and escorted the candidates, traveling staff, elected officials, and VIP's during events.
- Arranged one-on-one interviews with national and local media outlets.
- Selected to travel an additional month and a half on the President-Elect's "Thank You Tour."

Tech Coast Angels, Newport Beach, CA
Director, December 2014 – April 2016
Analyst Intern, September 2014 – December 2014

(b) (6)

Tech Coast Angels is one of the largest angel investor networks in the country. Managed 70 high net-worth investors and oversaw their startup investment portfolios totaling $16 million. Used independent judgment daily in evaluating startup applications and business models to determine the startup's viability against the investors' funding criteria. Independently selected startups and invited the companies to a screening in front of the investors. Once startups received funding interest, oversaw the due diligence process: reviewed term sheets, licensing agreements, contracts and other deal documents.

Selected Accomplishments, Projects, and Initiatives:

- Missioned the change for Tech Coast Angels to be the leader in national deal syndication by developing and fostering 13 syndication partnerships and formulating a process for expedited deal flow to grow syndication partnerships.
- Partnered with the New York-based startup Proseeder to create an adaptation of Proseeder's online forum specifically for Tech Coast Angels members to track and participate in deal flow decisions online, making sure the adaptation mirrored real-life deal flow processes. Once development was complete, led the onboarding for all 70 members.
- Organized and hosted Tech Coast Angels' inaugural "A Celebration of Entrepreneurship" which featured a shark-tank style competition where startup CEOs have one minute to pitch their company to investors. Trained the CEO's on the elements of an effective pitch.
- Supervised the yearly operational budget of $150,000 and fundraised/solicited sponsorships for the inaugural gala, "A Celebration of Entrepreneurship."
- Created an analyst program for students at Chapman University and the University of California, Irvine. Managed six analysts for the pilot program training them in Tech Coast Angels' deal flow processes, financial projection analysis, and due diligence procedures. After training, each analyst was paired with an investor to serve as "Deal Leads" for active deals in the pipeline, resulting in extra organization and increased transparency in the deal process.
- Awarded "Director of the Year" for 2015 by Tech Coast Angels.

Allergan, Irvine, CA
Tax Law Intern, May 2014 – August 2014

Worked at Allergan while Allergan was fighting off a hostile takeover by Valeant Pharmaceuticals. Analyzed Valeant's offer according to corporate case law to assist the Tax Counselor's briefing of the Allergan Board of Directors. Allergan was also considering a tax inversion, to help skirt Valeant's purchase, which required analyzing the ramifications of a tax inversion in a political climate where tax inversions were viewed by the Obama administration and many members of Congress to be tax evasion.

Selected Accomplishments, Projects, and Initiatives:

- Drafted intercompany contracts to reflect shifts in transfer pricing among Allergan's international subsidiaries.
- Extensively researched the amortization of an intangible asset requiring collaboration with the intellectual property attorneys.

The Laura Ingraham Show, Washington, D.C.
Producer, February 2013 – May 2013

Developed political and social-trend content daily for Laura Ingraham's nationally syndicated three-hour radio broadcast. Exercised autonomy in booking high-profile political guests and coordinating talking points with their staffs. Managed a team of four interns and coached the interns on the mechanics of running The Laura Ingraham Show including sound-cutting, audience call-in engagement, and how to identify newsworthy content.

Romney For President, Boston, MA
Advance Site and Press Site, June 2012 – November 2012

Traveled the country running political rallies for Governor Romney and Congressman Ryan. Worked with high-level donors to put on private fundraisers all over the United States. Was a member of the Debate Team and responsible for organizing the hotel accommodations for the principals, their families, advisors, and all surrogates.

State Farm Insurance Company, Mission Viejo, CA
Business Administration Intern, June 2010 – August 2010

Partnered with other State Farm interns to develop a plan to tap into the young adult market. Operationally, assisted in implementing workflow changes that resulted in greater efficiency for small businesses in consultation with the Regional Office. Exercised enthusiasm while participating in all aspects of customer service, including claims and billing.

Haas Business School, Corporate and Foundation Relations, Berkeley, CA
Lead Researcher, January 2010 – June 2010

- Served as the undergraduate representative to the Business School's Corporate and Foundation Relations department at university functions. Planned the Haas Golf Tournament—a tournament attracting over a hundred of the Bay Area's leading businesspersons. Solicited and cataloged charitable donations to the tournament from corporate and local businesses.

EDUCATION

Chapman University, Dale E. Fowler School of Law, Orange, CA
(b) (6) [redacted]
(b) (6) [redacted]

Relevant coursework included Business Planning, Corporations, Mergers and Acquisitions, Federal Income Taxation, Financial Accounting, Real Estate Law, and Arbitration. Petitioned to take classes at Chapman University's Business School, completing MBA Finance with a 4.0 and auditing MBA Investments.

Selected Accomplishments, Projects, and Initiatives:

- (b) (6) [redacted]
- CALI Award for Corporations and Professional Responsibility (highest grade)
- Student Bar Association Representative within Chapman Law School's Student Government

University of California, Berkeley, Berkeley, CA
(b) (6) [redacted]

(b) (6) [redacted]

BAR MEMBERSHIP

State Bar of California, (b) (6) [redacted]

PROFESSIONAL LICENSES

Insurance Licenses for Property/Casualty and Life/Health (b) (6) [redacted]

COREY ELIZABETH COOKE

(b) (6) [redacted]

Bar Admission

THE COMMONWEALTH OF MASSACHUSETTS November 2011

Experience

U.S. HOUSE OF REPRESENTATIVES COMMITTEE ON OVERSIGHT & GOVERNMENT REFORM Washington, DC

Counsel and Deputy Parliamentarian December 2016 – Present

Counsel March 2016 – December 2016

- Advise Chairman Chaffetz on the floor and during hearings on parliamentary procedures and House Rules.
- Investigate and advise members on antitrust, appropriations, budget, financial services, and regulations.
- Responsible for hearing and investigation of FDIC's lack of de novo bank applications which resulted in new internal policies at the FDIC to track pre-file meetings.
- Authored Committee report on fines and penalties which found 34 agencies collected over $83 billion between FY2010 and FY 2015 outside the appropriations process with no standardized accounting system.
- Monitor and evaluate midnight regulations and compile list of regulations for review under the Congressional Review Act.

U.S. HOUSE OF REPRESENTATIVES COMMITTEE ON SMALL BUSINESS Washington, DC

Counsel May 2013 – March 2016

Associate Counsel May 2012 – May 2013

- Provided legislative strategies and advice on access to capital, agency oversight, entrepreneurial development, financial services, intellectual property, Internet sales tax, procurement, and veterans' issues
- Worked in a bipartisan, bicameral manner to negotiate and aid passage of H.R. 208, RISE Act of 2015, (P.L. 114-88) which modernizes the SBA's disaster loan program as well as H.R. 1023, Small Business Investment Company Capital Act of 2015, and S.966, Commercial Real Estate and Economic Development Act of 2015, which were incorporated into the Consolidated Appropriations Act, 2016 (P.L. 114-113) and provide increased access to capital for small firms.
- Responsible for introduction and helping to pass H.R. 2499, the Veterans Entrepreneurship Act of 2015 (P.L. 114-38), which waives upfront fees for veterans on 7(a) express loans at no-cost to the taxpayer.
- Investigated whether federal agencies award contracts in compliance with the Small Business Act and FAR; including work that resulted in the repayment of over 1,300 small contractors.
- Authored Committee reports on legislation marked up and reported out of Committee.
- Evaluated proposed regulations and compose regulatory comment letters to agencies to promote compliance with current laws and highlight potential effects on small firms.
- Engaged in ongoing meetings and outreach with constituents, trade associations, and federal agencies including speeches and presentations on Committee priorities and effects of legislation.
- Organized and conducted Committee and Subcommittee hearings; including 2 hearings selected by Leadership as the Committee Hearing of the Week, on topics such as duplication, entrepreneurial development, occupational licensing, and verification programs.
- Responsible for overseeing interns and facilitating Committee's internship program to ensure rewarding and educational experiences.

U.S. SENATE COMMITTEE ON SMALL BUSINESS AND ENTREPRENEURSHIP Washington, DC

Research Assistant September 2011 – May 2012

Legislative Intern January 2011 – May 2011

- Co-authored the Federal Contracting Guide for Small Businesses.
- Prepared materials on issues including: amortization of copyrights, budget, derivatives, e-commerce, Internet sales tax, patents, procurement, regulatory reform, SBIR, tax reform, and veterans' issues.
- Drafted various legislative proposals and bills, consistently acting as liaison between fellow staff and legislative counsel.
- Formulated and implemented Intern Guide to ensure interns properly prepare hearing binders, follow staff writing guidelines, and perform effective research.

OFFICE OF SENATOR SCOTT BROWN (R-MA) Washington, DC

Legislative Intern May 2010 – July 2010

- Drafted and edited over 20 constituent letters in areas such as appropriations, education, environment, finance, healthcare, transportation, and veteran's affairs.

Education

UNIVERSITY OF NEW HAMPSHIRE SCHOOL OF LAW Concord, NH

(b) (6) [redacted]

UNIVERSITY OF MASSACHUSETTS Amherst, MA

(b) (6) [redacted]

Pam Dixon

(b) (6) [redacted]

Experienced attorney with extensive background in political communications, including gubernatorial campaign director, serving as campaign spokesperson, and working with media.

PROFESSIONAL EXPERIENCE

PRIMARY EXPERIENCE:

Hesse Martone, P.C. *September 2014 - present*
St. Louis, Missouri

Senior Attorney specializing in litigation - focus on employment defense

- Represent corporate clients in defending employment claims under the Missouri Human Rights Act (MHRA), ADA, Title VII of the Civil Rights Act of 1964
- Ensure client policies comply with state & federal laws
- Involved in all stages of litigation including analyzing claims and defenses, preparing responsive pleadings and summary judgment motions, managing discovery, taking plaintiffs' depositions, preparing settlement and severance agreements
- Drafted motion for summary judgment for national non-profit client in defense of ADA claim; obtained summary judgment and prepared appellee brief pending with 8th circuit
- Retained four new clients within first year, including corporate and non-profit entities
- Secured statewide gubernatorial campaign as client and provided all legal services

Senior Advisor and Spokesperson for Missourians for Peter Kinder Gubernatorial Campaign

- One of two directors for statewide gubernatorial campaign
- Directed campaign planning, strategy and execution; managed staff of 14
- Official campaign spokesperson
- Built and managed relationships with national and state media outlets
- Prepared all press releases and official statements; oversaw social media communications
- Conducted all debate preparations for candidate
- Assisted in drafting campaign ad scripts for television, radio and digital advertising
- Oversaw fundraising effort of more than $2.7 million from July 2015 to August 2016

Missouri Lt. Governor Peter Kinder *January 2011 – January 2013*
Jefferson City, Missouri

General Counsel & Director of Policy – Office of Lt. Governor

- Handled all legal matters regarding the Lt. Governor, his office policies and staff; responded to all inquiries under Missouri's Sunshine Law and ensured office compliance
- Oversaw all policy decisions and worked with members of the state legislature
- Researched policy positions and made recommendations to Lt. Governor
- Represented the office on multiple state boards and commissions
- Managed official communications; drafted and issued press releases and statements
- Speechwriter for Lt. Governor; worked with national, state and local media

Campaign Director - Lt. Governor's Reelection bid

- 1 of 3 directors responsible for execution of Lt. Governor's successful re-election campaign
- Handled all campaign compliance matters with the Missouri Ethics Commission
- Worked with media vendors in preparing campaign statements and advertisements
- Part of legal team in successful lawsuit overturning Secretary of State's ballot language
- Speechwriter for the Lt. Governor; prepared press releases and social media statements

OTHER EXPERIENCE:

Kingdom Scene Endeavors LLC *January 2013 – February 2014*
St. Louis, Missouri
Director of Strategy for technology start-up company

- In-house counsel; drafted and negotiated internal and external contracts
- Helped create and execute strategy that raised $1.8 million in seven months from investors
- Developed marketing plan for traditional, online and social media methods
- Created Google AdWords and YouTube ads campaign
- Prepared terms of service and privacy policy for children's online virtual-world
- Researched regulations regarding company products and ensured compliance
- Handled all press inquiries and public relations matters; prepared advisories for investors

Lathrop & Gage
St. Louis, Missouri
Associate – Business Litigation and Labor & Employment *September 2009 – January 2011*
Summer Associate – General Litigation *May 2008 – August 2008*

- Successfully argued discovery and dispositive motions, conducted depositions, prepared pleadings and settlement agreements, researched and analyzed complex legal matters

U.S. District Court, Eastern District of Missouri *May 2007 – August 2007*
St. Louis, Missouri
Judicial Intern for the Honorable Mary Ann Medler, U.S. Magistrate Judge

- Researched case law and drafted opinions regarding cases argued before Judge Medler

EDUCATION

Washington University in St. Louis - School of Law, St. Louis, Missouri (b) (6) [redacted]
(b) (6) [redacted]
Texas A&M University, College Station, Texas (b) (6) [redacted]
(b) (6) [redacted]

AWARDS AND RECOGNITION

Rising Star for 2016 Missouri & Kansas Rising Stars' list – Selected by Super Lawyers Magazine

- Honor given to only 2.5% of attorneys in Missouri and Kansas

Missouri Times' 30 Women Changing Politics - Selected by The Missouri Times in 2016

COMMUNITY INVOLVEMENT

Board of Directors, Mission: St. Louis *August 2015 - present*

- One of eight Board members for Mission: St. Louis, a large 501(c)(3) non-profit addressing systemic poverty in the St. Louis region through education & job training

National Committeewoman, Missouri Federation of Young Republicans *February 2015- present*

- Represent Missouri's delegation of Young Republicans at the national convention and assist local leaders in running their chapters and starting new ones

President, St. Louis Young Republicans *January 2015- January 2016*

- Increased membership from 25 members to more than 90 members in one year
- Registered organization as official Political Action Committee with the state of Missouri
- Represented organization in multiple television and radio interviews

Michael R. Downing

(b) (6) [redacted]

PROFESSIONAL EXPERIENCE

Republican Party of Pennsylvania

Deputy Executive Director *April 2015 - Present*

- Designated as the principal staff contact for 21 national campaign events in Pennsylvania featuring Donald J. Trump and Governor Mike Pence. Responsibilities included: venue selection, logistics, crowd building, volunteer recruitment/management and event coordination.
- Organized and executed high-level campaign surrogate events in Pennsylvania featuring Ivanka Trump, Eric Trump, Mayor Rudy Giuliani, and others.
- Served as the PA GOP liaison to all Republican presidential candidates during the 2016 Pennsylvania Primary. This position focused primarily on ballot access assistance, volunteer trainings and general political support.
- Managed all PA GOP research projects and open records requests. Successfully litigated an open records denial before the Office of Open Records that was later upheld by the Commonwealth Court.
- Planned and executed the 2015 Northeast Republican Leadership Conference in Philadelphia. This three-day event featured prospective Republican presidential candidates, leading Republican surrogates and 12 in-depth training sessions.

Tom Corbett for Governor

Political Director *October 2013-November 2014*

- Developed and executed all political and coalition strategies on behalf of incumbent Pennsylvania Governor Tom Corbett's reelection campaign.
- Supervised, directly, seven regional field directors and two coalition staffers.
- Designed innovative coalition-building strategies by targeting issue-oriented voters through aggressive grassroots and digital programs. This paradigm enabled the campaign to message approximately 20,000 issue voters through direct volunteer outreach.
- Worked in close partnership with the Republican Party of Pennsylvania with respect to all voter targeting, voter contacts and grassroots initiatives.
- Served as the campaign liaison to statewide interest groups regarding all policy-related matters. This position resulted in frequent meetings with relevant stakeholders to articulate the position of Governor Corbett while recruiting their support for his reelection campaign.
- Vetted and completed 35 policy surveys submitted to Governor Corbett by statewide organizations.
- Maintained primary oversight of strategic scheduling for Governor Tom Corbett, Lt. Governor Jim Cawley and First Lady Susan Corbett. This responsibility included developing and executing event concepts in targeted counties.
- Organized successful political rallies and events with national surrogates, including New Jersey Governor Chris Christie and Texas Governor Rick Perry.

Office of the Governor of Pennsylvania

Deputy Director of Public Liaison (Boards/Commissions) *January 2012-October 2013*

- Managed the executive nominations and appointments made by Governor Tom Corbett to the more than 400 boards and commissions in the Commonwealth of Pennsylvania.
- Developed a comprehensive process for the recruitment, vetting and approval of all potential candidates for appointment. This process required frequent interaction with the General Assembly, local government officials, associations and other key stakeholders.
- Worked closely with cabinet secretaries on identifying and reviewing candidates for appointment to boards and commissions within their respective agencies.
- Maintained administrative oversight of several commissions under the direct jurisdiction of the Governor.

Office of the Governor of Pennsylvania

Deputy Director of Public Liaison (Correspondence) *January 2011-January 2012*

- Managed a staff of nine with oversight of the Office of Correspondence and all receptionists within the Office of the Governor.
- Drafted all official correspondence on behalf of Governor Corbett and the 11 members of his Executive Staff.

Michael R. Downing

(b) (6) [redacted]

- Supervised the timely review and response of all constituent correspondence. This involved a close partnership with the Offices of Legislative Affairs and Policy to properly convey the Governor's positions to the public.
- Developed a comprehensive approval process designed to ensure all gubernatorial proclamations were fully vetted and consistent with the policies of the Administration.
- Designated by Governor Corbett to serve as his representative on the Executive Board, the entity responsible for governing the internal administration of state government.
- Served as the Open Records Officer for the Office of the Governor. This position required frequent contact with Executive Staff and the Office of General Counsel to facilitate the disclosure of publically available documents to constituents.
- Worked with the Office of Administration to launch a new correspondence tracking system designed to increase efficiency and improve the quantitative data captured by the Office.

Republican Party of Pennsylvania
Political Outreach Director *February 2010-January 2011*

- Directed the comprehensive 2010 Republican Party outreach programs designed to benefit Republican candidates for U.S. Senate, Governor, U.S. Congress, State Senate and State House.
- Managed a staff of six who performed various projects in a headquarters and field capacity.
- Controlled the State Party mail process, which required strict adherence to regulations set forth by the Federal Election Commission and postal regulations, and helped craft and approve approximately 700 unique pieces of mail.
- Supervised the planning and implementation of the 2010 statewide Election Day Operation program—exclusively focused on identifying and preventing fraud and other voting irregularities on Election Day. This included oversight of the Philadelphia Election Day Legal Center, where a team of attorneys documented and resolved any electoral problem reported in the city.
- Managed the Youth Outreach/College Outreach program charged with establishing viable new College Republican chapters.
- Served as the manager for member outreach to the 359 elected members of the PA GOP, including organizing and executing three annual PA GOP meetings, producing strategy briefings and providing general support to county parties.
- Developed an expertise in Pennsylvania ballot access requirements and review of election documents.

Republican Party of Pennsylvania
Deputy Political Director *April 2008-February 2010*

- Directed all PA GOP education initiatives, which included the production of county-specific training manuals, as well as frequently presenting to county committee members on the roles and responsibilities of their position.
- Ran events with presidential campaign surrogates and worked as a deployed staff person running a county get out the vote operation for the 2008 McCain-Victory campaign.
- Drafted the proposal for the creation of a county party Executive Director Program. This partnership between the PA GOP and county committees resulted in the hiring of ten additional professional staffers across the Commonwealth.
- Served as the PA GOP liaison responsible for working with the National Republican Congressional Committee to assist congressional candidates in implementing an effective grassroots strategy.

Republican Party of Pennsylvania
Staff Assistant *June 2007-April 2008*

- Assisted the Political Department in the execution of various grassroots, administrative and paid media activities.
- Served as the PA GOP Voter Vault administrator charged with maintaining voter data and granting access to the database; completed the Republican National Committee's "Advanced Voter Vault School."
- Prepared the annual PA GOP Almanac, which contains a compilation of membership contact information and archived election results.

EDUCATION

Loyola College, Baltimore, MD

(b) (6) [redacted]

P. BRENNAN HART III

(b) (6) [redacted]

PROFILE

Persuasive, resourceful, **Strategic Communications / Project Director** continuously adds value by planning and executing Event-Projects with related logistics, including the building of performance boosting partnerships and alliances. As a decisive organizational Project Manager, forms aligned implementation teams. Adept at Crisis Management. *Background*: White House Staff (Executive Office of the President), Political Campaign Management, Global Strategic Communications, Government Procurement and Public Policy. *Selected competencies include:*

- Evaluates each dimension of a situation: needs of competitors / allies, significant gaps in resources as well as external and internal realities, including political, financial and regulatory factors;
- Creates comprehensive themes, targeted messaging / imagery and implementation strategies for strategic communication plans;
- Identifies root issues, plans communication strategy and tactical responses, dealing simultaneously with internal dynamics and external positioning;
- Adapts rapidly to unanticipated, evolving challenges, devising and implementing seamless solutions;
- Selects best-fit, high performing talent and precisely defines project scope, roles and related objectives;
- Motivates by defining expectations and assigning levels of accountability, achieving on time / on budget results.

Big Picture	Planning	Team	Implementation
Political Environment	Event-Project Blueprints	Conflict Resolution	Media Management
Strategy	Operational Schedule	Partnerships / Alliances	Resource Deployment
Project Budget	Vendor Selection / Contracting	Critical Delegation	Crisis Management / Communication

PROFESSIONAL EXPERIENCE

DONALD J. TRUMP FOR PRESIDENT, INC, New York, NY **2016**

Lead Advance Representative
Directed an Advance team to produce public and private events for Presidential candidate Donald J. Trump and Vice Presidential candidate Mike Pence across the country.

THREE RIVERS SOLUTIONS, LLC, Alexandria, VA **Present**
Boutique public affairs and political advisory firm.

Founder and **Principal**
Provide campaign management, issue advocacy and event planning and management services to political campaigns at all levels and business clients.

JOHN MAHER FOR PA AUDITOR GENERAL, Pittsburgh, PA **2012**
Statewide political campaign.

Campaign Manager
Developed messaging; functioned as spokesman and wrote speeches; composed press releases, web content and addressed organizations. Managed social media accounts; drafted and implemented operational and finance and budget plans. Granted interviews as candidate surrogate. Built and implemented campaign plan; hired and supervised field staff / consultants. Coordinated activities with other campaigns and committees throughout the state.

SANITAS INTERNATIONAL, Washington, DC **2011**
Global strategic communications, public affairs and political advisory firm.

Director
Contracted to advise presidential campaign in Democratic Republic of Congo (DRC) on modern communications and campaign management techniques.

Congo Campaign: Established joint opposition campaign office in Johannesburg, South Africa; created comprehensive campaign plan and related themes; created branding and high quality website and developed effective social media strategies. Produced web videos and audio messages distributed worldwide to supporters and international media. Using surrogates, organized rallies in US, UK, France, Belgium and South Africa to gain international media coverage.

RICK SCOTT FOR FLORIDA GOVERNOR, Fort Lauderdale, FL **2010**
Statewide political campaign.

Operations Manager
Directed expansion of field staff / operations. For candidate events, superintended staff, logistics, media, and budget. Assessed inherited party infrastructure. Developed plan to eliminate organizational gaps by hiring field staff and expanding field office locations. Planned / executed candidate events in assigned region and brought in national figures for major events. Collaborated and shared resources with other campaigns in the state.

TERRESTAR NATIONAL SERVICES, Reston, VA **2009 - 2010**
Manufactured and marketed fully integrated, resilient, satellite-terrestrial mobile network.

Deputy Director for Government Operations
Directed government procurement process and managed sales / marketing efforts to state and federal agencies.

GSA Schedule Submission Process: Worked with various divisions within the company to prepare the schedule application. Defined ideal pricing. Point of contact for Contract Review Officer and managed final negotiation. Through extensive network of government contacts, developed and increased participation in pilot sales program.

THE WHITE HOUSE, Washington, DC **2004 - 2009**
Executive Office of the President of the United States, Office of Advance.

Advance Representative
Traveled to 40 states and 10 countries, planning and executing 100+ events for the President, Vice President and First Lady. Planned event logistics while coordinating US Secret Service, White House Military Office and White House staff components. Created visual messaging. Worked closely with national media.

President Bush - Tanzania: As Team Leader in a large, multi-agency Advance Team, planned and executed President Bush's historic visit to Tanzania to promote PEPFAR (President's Emergency Plan for AIDS Relief) results, which helped to secure ongoing Congressional funding and program expansion under President Obama.

VP Cheney - USS Stennis: Worked productively with ship's leadership team to engineer solutions in achieving security, communications and stagecraft objectives. Assumed control of Navy PAO (Public Affairs Office) in creation of imagery for messaging. Managed media movements, ensuring optimal coverage, which reinforced this historic political message.

VP Cheney - Iraq: Oversaw construction of outdoor rally site for15,000 people. Had staff of Army PAO function as photographers, supplementing limited press pool coverage. Coordinated base PAO, Pentagon Public Affairs and White House Press Office to utilize Defense Video and Imagery Distribution System, giving world-wide media outlets immediate access to photos and video.

U.S. DEPT OF HOUSING AND URBAN DEVELOPMENT, Washington, DC (2005 - 2008)
Federal, cabinet-level agency charged with creating sustainable, inclusive communities and quality affordable homes.

Senior Advisor to Assistant Secretary / *Project Manager: Key Change Initiatives*
Functioned as sole political advisor, providing situational awareness and strategic advice. Dealt with media requests and wrote speeches, presentations and trade publication articles. Developed and planned annual budget of $250M.

Restructured Grant Process: Functioned in primary operations role to define process needs in 9 program offices: advised core players on political issues; functioned as resource provider in support of field offices nation-wide; solved practical problems, removing obstacles to progress, often cutting through red tape to expedite forward movement.

HUD Background Check: Brought Security Directors from other Federal agencies to share Best Practices. Addressed staffing issues by initiating country-wide training program and reassigning staff as needed. Reduced applicant backlog from 18-months to 45 days, and moved HUD from red to green on the President's Management Agenda.

THE WHITE HOUSE CONFERENCE ON AGING, Washington, DC **2005**
Delegate Coordinator

BUSH CHENEY 2004, Arlington, VA **2004**
Vice Presidential Advance Representative

ADDITIONAL POLITICAL EXPERIENCE

Mitt Romney For President (2012), Rick Perry for President, Jon Huntsman for President, Scott Brown for U.S. Senate (MA), Bob McDonald for Governor (VA), McCain Palin 2008, Jim Roddey for Allegheny County Executive (PA), Melissa Hart for Congress (PA)

EDUCATION

Political Science, Villanova University, Villanova, PA (b) (6)
Study Abroad: History, National University of Ireland, Galway, Ireland (b) (6)

TRAINING

Leadership Institute, Office of Personnel Management, Center for Leadership Development, Federal Acquisition Institute

PROFESSIONAL AFFILIATIONS

The American Association of Political Consultants, The Pennsylvania Society, Republican Communications Association

COMMUNITY INVOLVEMENT

National Kidney Foundation Young Professional Executive Committee

John E. Jaggers,

Hands-on Executive: Operations, Political Operations, Capture, Program Management

SUMMARY AND HIGHLIGHTS

Mr. Jaggers was the NVA and MD State Director for the Donald Trump for President Campaign and handled special assignments in NVA for the campaign. He works in Northern Virginia professionally as a highly successful Executive Capture Manager and an NVA political activist with the Republican Party, Tea Party, and an education choice advocacy non-profit, SEEDS. He is an expert in federal IT, complex sales, federal acquisitions, and federal agency operations.

- Skilled/activist Director of an education non-profit successfully navigating legislation for Education Savings Accounts (ESA) through the Virginia General Assembly (GA). Built a ***repeatable, teachable*** process to secure minority community outreach & support for conservative political efforts. Successfully negotiated for the State NAACP's endorsement of ESAs. Employed that process to the Asian & Hindu Indian communities for their support for Mr. Trump.
- Executive with more than 25 years of IT and Facilities Engineering, Program Management, and Business Capture. Primary role for the past 10 years is principally hands–on capture experience in all phases of the sales cycle from client and program identification to capture, technical solutions, proposals, and transition to operations post-award.
- Led or significantly contributed in the pursuit of more than 150 Federal proposal-capture efforts as the lead or solution architect. Wins valued in excess of $713.8 million dollars as either a prime contractor or a consultant to prime contractors. Has extensive expertise in HHS, Navy, USAF, DLA, Dept. of State, PBGC, USPTO, and HUD. Successfully completed numerous projects and captures executed in a cross section of other agencies and departments within agencies.
- BSEE from the U. of DE with functional experience in communications, IT (infrastructure and development), base operations, and regulatory management. Regulatory management is principally in acquisition, grants management, and PMO operations. Expert in use of the SBA 8(a) and small business programs for innovative capture approaches.
- Leverages detailed agency operations knowledge and buying patterns of more than 42 different agencies to help clients (or the Trump Administration) achieve goals.

Below is a table summarizing the agencies and programs where capture or operation efforts were executed:

Agency/ Dept.	Signature Programs/Bids/Projects	Functions/Capabilities/Work Products
HHS/HHS Acquisition	HHSAR proposal, HHSAR Transition Manager, SME for the Sr. Procurement Executive (SPE)	Capture lead, Solution Architect, Transition Manager, Process analyst, Technical SME
Navy/SPAWAR/Naval Postgraduate School, NAVFAC, Office of Naval Research (ONR)	Submarine comms (Trident Radio Room), VLF Comms, Strategic comms, SEAPORT-e, NPS/DLI IT, Diego Garcia Base Operations, Djibouti Base ops, directed energy weapons S&T	Executive, Executive Program Manager, Capture Manager, Solutions Architect, Transition PM, Proposal Manager and principal author, technical SME, systems engineer: ✓ Direct Agency/ customer support as Sr. Advisor and SME on Acquisition, IT, and program implementation ✓ Guided clients on ACAT I programs and regulation re-writes ✓ Developed technical solutions (IT, Comms, agency operations) ✓ Project Management Plans, Transition Plans, and Management Plans and Approaches conforming to industry standards and agency SDLC's ✓ Price solutions, price models ✓ Performed specialty recruiting ✓ Capture strategies, detailed technical solutions, plans, briefs, winning proposals
CMS/CMS IT Security	CMS IT Security Support (ITSSS)	
US Army, Army IT	ITES II, Ft. Sam Houston BPA	
USAF/ Material Command	NETCENTS task responses, NETCENTS-2 winning EISM, SW, and NetOps, Air National Guard	
HUD	HUDNET, HUDNET IV&V	
USDA	Natural Resources Conservation Service (NRCS)/HQ Security	
Intel Community	Cloud tools, Counter Terrorism Support	
DHS, US Coast Guard	EAGLE II, S&ST BPA, USCG Command Network	
Dept. of State	Diplomatic Security, HITSS, Iraq Embassy Base ops, Iraq Logistics (BLISS Contract)	

Proven Political Leader: led more than 5,000 volunteers spread across 39 counties in NVA and MD. Led coalitions for veterans, Hindu Indians, and Asian American communities. Supported DJT from July 2015 to present. Developed an extensive support network for Mr. Trump in both MD and VA. Teams developed were diverse, aggressive in their support of President - elect Trump, and delivered throughout the primary. Teams fought aggressively against the never-Trump efforts in NVA and disruptive actions of the former Virginia Campaign Chairman. Provided advice and support to Virginia Republican Chairman, and Republican statewide candidates for senate and gubernatorial efforts.

Capture Manager/Solution Manager: Capture managers lead complex sales efforts by federal contractors to 'capture' federal contracts. Started career as electrical/systems engineer with a BEE (BSEE) from the University of Delaware. Designed current generation submarine radio rooms & designed numerous federal operations projects including the financial services IT, the Iraq embassy, and support for various overseas military bases. Expert in acquisition regulations, processes,

and policy/procedure. From the beginning of his career, Mr. Jaggers has led proposal and technical solution tasks, and later full captures. As either a prime contractor or as a consultant, he 1) develops capture strategies and partnering relationships, 2) writes and negotiates teaming agreements, 3) develops client communication plans to shape RFPs pre-release, 4) develops proposal strategies, 5) writes both technical and management volumes, and 6) writes and briefs orals on behalf of clients. As part of these efforts, functioned as a solutions architect, capture manager, author, and pricing specialist/analyst. Worked for large scale systems integrators, (CSC, SRA, Serco, ManTech, PAE, GD) commercial satellite industry (Comsat, Hughes, GE Spacenet), and small/mid-size companies as a capture director, executive, or consultant.

Federal Agency Operations: IT system operations and acquisition services are critical functions for any federal agency. Both IT and acquisition support require detailed understanding of agency missions, goals, objectives, budgets, and operations to be successful. Mr. Jaggers has supported civilian, DoD, and DHS/intel communities with IT services and acquisition support. He has led teams on major weapons program acquisitions (SSGN radio Room) and civilian regulatory efforts. He led a team that re-wrote HHS acquisition regulation supplement to the Federal Acquisition Regulation (FAR) from 2013 to 2014. He also supported grants regulatory reviews and training. Develops POMs, CPIC submissions, and small and large scale federal program budgets. These projects cross the spectrum of agencies and interagency actions, particularly with the Office of Management and Budget (OMB) and demonstrate a deep insight to agency internal, and cross agency, operations.

Program Management: Sr. PM with full P&L responsibility for all programs managed. Developed programs to complete the design of new satellite terminals (VSATs); deployed numerous overseas and national networks. Provided thought leadership and direction to resolve complex SATCOM integration solutions and two new developments. Left the satellite industry to return to federal contracting as a Sr. Program Manager for federal programs. Provided Program Management to federal IT clients: PBGC, US Coast Guard, Federal Highway Administration, and US Army. Developed and executed programs for internal projects to obtain CMMI verification, ISO 20000 certification, and corporate/client ITIL implementations. Supported proposals throughout all of these activities as a "secondary" corporate function.

Engineering/Technical: Worked as a contracted systems engineer for the United States Navy, predominantly with CSC (10 years). For the Navy, developed a wide variety of highly complex IT and signal processing solutions for the Navy's submarine force from detailed signal processing analyses to large scale integration programs and design. Support included developing funding profiles and "keeping the program books" for the TRIDENT Radio Room effort and the full design of the next generation Radio Room (currently deployed). Moved to the commercial satellite industry during the dot-com era and deployed global and national networks solving complex link analysis, IT integration, and used earned value management to manage international programs.

CHRONOLOGICAL DETAIL

December 2015 – November 2016, Ashburn, VA – Trump MD/NVA State Director

Role: State Director/Strategist for Minority Outreach

Quick backstory: Joined the campaign as a volunteer in July 2015. Assisted in-state team with Northern Virginia grass roots and emerging leader volunteers for Mr. Trump. Joined the campaign in December as paid staff. In January recognized that MD delegates needed to be identified by 2 Feb to be eligible on the MD ballot & started work in MD on 5 January while continuing to support NVA and call-center outreach to other primary states.

Started Dec 2015, State director NVA/MD and delivered 100% of MD delegates during the primary. Raised $50k from Mitzi Perdue and another $4,000 for the MD GOP to support purchase of signs along the I-95 corridor and beach traffic. More than 1M voters saw those signs travelling to MD beaches from VA and PA or traversing I-95.

Part of the successful whip operations during the RNC convention, managing MD delegates and supporting Bill McGinley to head off adverse convention action from Never-Trumpers/Free the Delegates groups.

Worked with VA leadership teams (including Eric Trump) to make VA competitive, organized the VETS for Trump effort in MD and VA, organized state chapters of Vets for Trump (see Bob Carey/Matt Miller) organized the OPO event with Vets campaign lead where DJT trolled the media on Birtherism, led more than 5,000 volunteers, worked closely with the National Diversity Coalition (Bruce Levell) to kick-off the Woman's Tour in Leesburg, VA, aligned Hindu Indian Community in NVA/MD to Team Trump working with Lara Trump and Lynne Patton, managed final events in NVA for Ivanka, supported VIPs Keith Kellogg and Bert Mizusawa in NVA in the last two weeks of the campaign.

November 2013 – January 2016, Chantilly, VA

Role: Solutions Manager (Exec VP, Capture, Proposals, Transition Program Manager for new programs)

Quick backstory: Joined PL Systems at the request of long-time (>10yrs) business friends who wanted to move PL Systems from a boutique company to a full service federal contractor. PL Systems principals are returning to a boutique company model and an eventual, near-term retirement of the principal owner.

Leveraged PL systems 8(a) status to win a crucial HHS contract to re-write the HHS agency acquisition rules and a PBGC contract to manage the IT and writing of PBGC's extensive process and procedure manuals for pension management. Won SeaPort-e and eFAST IDIQ contracts as an 8(a). Worked multiple opportunities that were subsequently, unfortunately, cancelled.

Executed a process to develop a mentor protégé relationship to expand PL Systems bid pipeline. Used past agency knowledge to create opportunities with large primes to expand PL Systems bid opportunities.

Key accomplishment was the successful start-up and execution of the first phase of PL Systems HHS Acquisition Regulation Re-write contract. This contract was a routine, important but not urgent effort by HHS to re-write their Acquisition regulation supplement to the federal Acquisition Regulation (FAR). As the Healthcare.gov debacle unfolded, the HHSAR project was named as a solution to prevent future reoccurrences in congressional testimony. From that point forward, Mr. Jaggers was assigned full-time to ensuring the HHSAR program succeeded and that the HHSAR was re-written. Supported the HHS SPE in executive staff meetings. The final publication of the new HHSAR is imminent in the Federal Register (est. Dec 2015).

September 2010 – November 2013 (37m) Wolf Den Associates, Director, Solutions Manager (Capture & Proposals)

Role: Solutions Manager (Director, Capture, Proposals, Transition Program Manager for post award support)

Quick Backstory: Met the Principals of Wolf Den as my proposal support subcontractor at TechTeam. TechTeam was Wolf Den's second customer. Started working at Wolf Den as a 1099 resource, transitioned to W-2 as Wolf Den grew. Provided hands-on capture, proposal, merger and acquisition analysis, pricing, and transition support to project awards. Won than $713.8M in federal contracts for Wolf Den clients as either a lead of significant contributor.

Executed 136 billable/paid proposal actions from RFP bid/no-bid decisions to full capture and proposal activity across the federal procurement process from identification of need on the federal side through procurement to transition and execution.

Facilitated the sale of small businesses as part of the Buy-side support in the Wolf Den model. Buy-side support includes analysis of the value of companies on behalf of perspective acquiring companies.

Most significant proposal developed was a 1600 page base operations proposal scoring "one, highest confidence" for technical capability. Significant wins, include two base operation wins, successful sale and acquisition of an intelligence boutique company for $22M, HHS/CMS IT security contract for $19.8M, a large $100 limited ward (guaranteed direct labor) DHS research contract, and a small, but highly strategic intelligence agency contract for $2M requiring innovative cloud computing and commensurate security operations. In addition to these primary efforts, contributed to awards totaling $63.6M

functioning a volume lead, pricing specialist, executive summary author, transition plan author (and bid Transition PM) and solutions lead.

Note that to win the CMS bid, an extensive post-submission/post-evaluation Evaluation Notice (EN) effort requiring significant additional material to be submitted. The principal issue focused on the Organizational Conflict of Interest (OCI) plan where CMS had unique requirements to meet for this effort. Post award, provided extensive transition support to transition the contract to the client company.

March 2008 – August 2010 (30m) TechTeam Government Solutions, Chantilly, VA

Quick Backstory: Introduced to TechTeam by a high-caliber executive recruiter. Joined TechTeam as Director of Capture working for a management team seeking to grow and then sell the firm. Within 90days of start, the corporate owners changed strategies and management teams to focus on a faster company sale cycle. Adapted to the new management team and produced the results below. Most significant accomplishments were the winning of a major GSA Public building Service (PBS) bid worth $50M based on options exercised and the award of the NETCENTS EISM bid which was a contributing factor in the successful company sale. TechTeam was sold to Jacobs Engineering who run capture and proposal efforts from Tennessee. Joined Wolf Den after the sale and completion of the terms of an accepted buy-out package.

Solutions Manager (Director, Capture Manager)

- Responded to over 49 RFP or proposal efforts since joining TechTeam - Results:
  -- 49 total proposal/capture actions resulting in 22 Proposal Submissions as a prime or sub.
  -- Of the 22 props, 6 wins, 12 losses, and the remainder (4) awaiting decision as of (08/10)
  -- Single task win value exceeds $50M with all options exercised
  -- Above actions result in an average of 1.6 props worked/month with 2 major efforts incorporating written, prototype development, demonstration, and orals in combination requiring extended effort in FY2009.
- Established a Phased, Step review for assessing and organizing DoD capture efforts and other assigned captures
- Built Proposal estimation and budgeting work sheet keyed to TechTeam proposal process and linked to the Purchase request process with closed loop review incorporating Deltek
- Built a USA Contact task order response template reducing USA Contact response times by 50%, increasing throughput the same percentage leveraging pre-built solutions, management methodologies, and past performance, and resume citations
- Developed an opportunities tracking tool to track opportunities, company backlog, revenue goals, and required proposal actions facilitating resource assignment for capture/proposal efforts

June 2006 – March 2008 (18m) - DSD Laboratories, Fairfax, VA

Quick Backstory: Introduced to DSD by a recruiter. Joined DSD as Director of Capture. DSD was a small business focused on security and USAF software development that aged out of the 8(a) program. Worked to restructure the organization for more general IT solutions. Successfully won the Alliant Small Business contract. Have partnered with DSD recently to subcontract under their Alliant SB vehicle.

Sr. Business Manager (Capture Manager)

- Wrote written RFP Response and Orals and briefed Orals for a $100M BPA for USDA NRCS at Fort Collins, CO.
- Developed initial 14 Month Pipeline of potential bids and RFP's for DSD
- Developed a set of standard management practices built around DSD's nascent brand and incorporated those principles into a marketable, executable management plan which can be ISO 9000 certified, a DSD Goal
- Defined and created architectural view of DSD EVM system built around DELTEK COBRA EVM
- Revived an Army, fully competed BPA with $100M ceiling. DSD was only awardee under the BPA. Marketed the BPA with 1 Call Order started in July, CO#2 to start in Feb, and CO#3 currently being marketed. BPA was put in place to support the anticipated growth of Ft. Sam Houston due to BRAC.
- Created DSD Proposal Style Guide and standard responses that are still used by DSD
- Developed DSD Capture Process and BD Process. Process is based on a Step process for identifying qualifying and pursuing opportunities and tracking the pursuits through the award decision.
  --Recent awards derived from executing opportunity pursuits under the step process– Strategic win on DSD Eagle contract at FEMA for Information Assurance work, IRS BPR effort, Ft. Sam Call Order for SW dev/Tech writing
- Lead DSD Effort for Alliant SB resulting in a win. Worked to implement the Project Management Information System proposed. Pre-marketed the contract to select small business partners.

Feb 2005 – June 2006 (16m) - The Centech Group, Arlington, VA

Quick Backstory: Met Centech owners while they were considering and eventually decided to pursue a large PBGC infrastructure contract. I had PBGC program management experience. Worked a large number of bids across a segment of the civilian transportation and DHS agencies. Worked numerous NETCENTS I task order responses. Most significant accomplishments were winning the US Coast Guard work and the ARDTEAS base operations contract.

VP Network Infrastructure Division

- Lead/worked 23 proposal efforts with 6 solicitations postponed or cancelled, 10 losses, and 7 wins

-- Major Wins and contribution include:

--- ARDTEAS, $350M Edwards USAF range award, re-wrote initial submission during RED Team, wrote initial, proposed Transition Plan

--- USCG Headquarters, $25M IT Support Contract, wrote & briefed orals

--- ITES-2s Army IT Support in partnership with Apptis, wrote and briefed Pre-Task Order Operations part of orals and briefed Pre-Task Order Operations at orals

-- Written proposals for Government Wide Acquisition Contracts (GWAC) task orders on NETCENTS, COMMITS NexGen, and VA GITSS; knowledge of submission timelines, rules, & procedures and typical win criteria

- Operational Responsibility & Accomplishments

-- Developed CMMI level 3 documentation for Network Infrastructure Support

-- Recovered Federal Highways document automation task (LPOS) from potential liabilities due to employee misrepresentations of work accomplished – this was an inherited task and final disposition was a 2 year contract renewal with the prime contractor Indus

-- Developed uniform, systematic method for estimating and planning Network Infrastructure Projects incorporating Service Desk, Systems/Server engineering and administration, LAN/WAN support and ancillary services support

-- Developed and implemented an After-hours support tracking tool, IncidentManager – particularly useful for client situations where the client ticketing system cannot be easily changed or modified and for client circumstances where After-hours support needs to be extensively documented

-- Introduced the IT Infrastructure Library (ITIL) to CENTECH and used ITIL principles in the development and USCG Headquarters IT win.

Jan 2004 – Feb 2005 (13m) – Cexec, Reston, VA

Quick Backstory: Seeking to leave the satellite industry as the Dot-com bubble burst, joined Cexec as an IT Infrastructure program manager. Contract was underperforming when hired. Mr. Jaggers' hire was to address a cure letter issued by PBGC and we were able to successfully turn the contract around and grow if from 21FTE to 36 FTE. Eventually grew to 50 FTE.

> Sr. Program Manager, PBGC Project,

- Lead 2 contract vehicles to operate PBGC's Enterprise IT Infrastructure, one contract vehicle successfully closed with no cost over-run and received an outstanding rating from PBGC, with a Quality rating: On a 1-5 scale, 5 = outstanding, received a 5 rating from PBGC in an independent quality survey. Lead an enterprise IT shop of 36 IT professionals comprised of SAN engineers, MCSE's, communications engineers, Internet/Web engineers, Sr. Advisors in: Continuing Operations, (COOP), Outsourcing, Desktop Engineering, and Security.

- Increased billable staff from 21 to 36 a 71% increase, increases the annual revenue base by appx. $2.1M

- Initiated a shift from un-managed infrastructure to infrastructure managed using the IT Infrastructure Library (ITIL) framework. Comparative study of CMM, ISO-9000, and ITIL was made with ITIL being selected.

-- Sold PBGC on the idea of training PBGC Infrastructure Administration group in ITIL & getting ITIL foundation certification for all of Cexec Staff ($37,500 cost savings to overhead)

-- Performed ITIL assessment of PBGC operations, determining that availability management and configuration management were the 2 core focus areas needing the most improvement in PBGC's infrastructure

> Lead a team of MCSE's and SAN engineers to stabilize PBGC's unique (only known configuration) Veritas Storage Management SW, HP/Compaq SAN environment. Availability of SAN in Jan was less than 90%, SAN Avail @ 99.9%+

> Lead a team of MCSE's, SAN engineers, and Comms engineers to a successful COOP scenario per PDD-67 while simultaneously working to improve PBGC's remote access services

> Re-organized staff into 3 teams and trained 3 Sr staff to be Project Managers with authority to hire & fire. All PM's are working towards PMP certification. Matrixed technical team into an ITIL based service framework to manage PBGC tasking and enterprise IT requirements.

> Deployed an infrastructure monitoring tool. Tool provides 1-stop shopping for determining the basic health of the infrastructure from a management perspective. System is called 1-Check. Adding Compuware tool set to system fall 04.

> In response to PBGC emerging requirements, have created an eRecords team to assist with the procurement, installation, and operation of an eRecords solution for PBGC.

Feb 2003 – Jan 2004 –Freelance Consulting – 24/7 Group

Quick Backstory: Anticipated the ending of the SATCOM industry as a viable IT connectivity solution for high-speed two-way communication in metropolitan areas. Took on Free-lance work to re-acquaint myself with federal work ahead of returning to the federal market and leaving the satellite industry.

> Federal Procurement Consultant (Tower Tech)

> Assisted 3 Small Business/8A business's respond to federal IT procurements

-Wrote technical response for DEA Concorde Proposals, vehicle 4 & 5, wrote technical response for Army Logistics Command, G4, wrote technical response for NIH Switch Technology Transition

> Consulted with Anteon Corp for Optical WAN for Washington DC

-Wrote Implementation Plan, Risk Management Plan, prepared technical response to oral presentation, work done as consultant was for federal contractors & had no conflict of interest with Hughes commercial WAN projects

SATELLITE PROGRAM MANAGEMENT PHASE OF MR. JAGGERS' CAREER

Quick Backstory: The civilian/commercial satellite industry in the late 90's and early 2000's was a tight, small community of companies. It was built principally around 2-way credit card transaction processing and with the dot-com era attempted to provide 2-way high speed broadband communications. That solution is not economically viable in metropolitan areas and limits opportunity for growth. Joined the SATCOM community after leaving CSC at the prompting of a former CSC executive with whom I worked with for an extended period of time. Worked at each of the major SATCOM companies before returning to the federal market space.

Aug 2001 – Jan 2004 (2.5yrs) - Hughes Network Systems, Germantown, MD

> Sr. Program Manager, Commercial Division

> Lead technical teams to meet HNS revenue and contract requirements for WANs & WAN services

> Have direct, day-to-day responsibility for client accounts

- Lead WAN rollouts for 4 new accounts and managed 10 existing accounts. New accounts were McKesson Pharmacy Systems, Cardinal Health Network, ACS data network for weigh stations, and Casual Male.
- Deployed HNS newest enterprise SATCOM equipment to 600 sites (Casual Male)
  - -- Delivered under a tight, 30 day schedule
  - -- Task included defining new processes for support and commissioning

> Trained other HNS PM's for high-speed rollouts

> Transitioning from legacy to current technology on two accounts

- Migrating over 7500 AOL accounts to Direcway
- Upgrading Footlocker/Champs retail network. Network deployed in coordination with a new retail POS/Register technology to CONUS & OCONUS sites

Aug 1998 - Aug 2001 (3yrs) - GE Capital/Spacenet

(Merged with Gilat, 1999, now known as Spacenet)

> Program Manager

> Lead technical teams to meet Spacenet revenue and contract requirements for WAN & WAN services

- Managed client expectations, coordinating resources both technical and logistics in a matrixed environment
- Performed risk assessments, managed product and service definition from conception to launch,
- Provided detailed cost and P&L impact assessments to Sr. Mgt

> Restructured and helped re-organize Spacenet's business processes for service delivery while implementing a SAP based ERP system

- Defined key process steps to successfully rollout a new WAN
- Wrote the PM rollout guide that became Spacenet's ISO 9000 PM Handbook

> Worked internally with engineering and externally with client technical staff to derive implied technical requirements from general contract requirements

- Developed WBS structures
- Built detailed Project Plans using MS Project
- Developed in coordination with engineering:
  - -- Detailed engineering specifications
  - -- Customer deliverable packages (Hubs, documentation, remote site equip.)
- Typical protocols used were IP, HTTP, X.25, and slotted aloha for SATCOM
- Typical applications were: Web enabled inventory control systems, Point of Sale (POS) comms, and Consumer Broadband Offerings

> Ran multiple Satellite/VSAT/WAN projects

- Of the accounts listed below, 8 were planning to leave Spacenet before my tenure as PM.
- 7 were recovered and the revenue base for those accounts grew from $15.2M annually to $19.4M, a 28% increase

> Account list & scope measured in sites/hubs/ISP services (SATCOM business success is measured in sites deployed)

- FTS 2000 Video training/distance learning WAN	1220	sites 1 hub
- DLA Video training/distance learning WAN	35	sites 1 hub
- Schwanns Ice Cream Data Network	590	sites 1 hub/RFT
- John Deere Dealer Network	770	sites
- Hollywood Entertainment Data Network	1850	sites (Poor link performance jeopardized the account, successfully optimized performance and saved account)
- First Union (now Wachovia) Corp Comms network	1600	sites 1 hub
- First Union (now Wachovia) Data Network	900	sites 1 hub
- Cumberland Farms Data Network	650	sites
- HE Butt Groceries	250	sites 1 hub
- MSN/Radio Shack Demo Network	4207	sites 1 hub 1 ISP svc
- Starnet Cable TV head end Data Network	90	sites 1 hub
- Friendly Ice Cream Data Network	350	sites
- Starband Consumer Broadband Model 180 Network	26,000	sites 1 hub 1 ISP svc (Rolled out in 90 days)
- Gilat Latin America Broadband	2000	sites 1 hub 1 ISP svc
-TOTAL	*40,512 sites 10 hubs 3 ISP services*	

Jun 1997 to Aug 1998 (14months) - COMSAT RSI

> Program Manager tasked immediately (within 1 month):
- Staffed and completed cost models for three proposals
- Kicked off 2 new Programs
  -- Brazil telecom earth station
  -- Saudi Arabian Mobile Voice SATCOM network

> At 6 Months assumed the lead in another division on 2 projects in jeopardy
- Required mgt of both the production and integration facilities at CRSI, MD
- Restructured test processes to meet schedule while exceeding QA goals
- Re-negotiated test criteria and delivery schedules with all clients
- Above occurred while transitioning production from FL to MD

> Account list and results
- Korea VSAT - Rev of $2.9M, increased Gross Margin by 22% - added $1M tasking
- Brazil VSAT - Rev of $3.5M, increased Gross Margin by 6%
- Brazil Earth Station - Rev $12.7M, Held margin to plan
- Saudi Voice/VSAT - Rev of $2.9M - Held margin to plan

John E. Jaggers,

Hands-on Executive: Operations, Political Operations, Capture, Program Management

EARLY CARREER

Quick Backstory: Worked for two companies in my early career, starting at a small boutique submarine communications design firm. CSC was competing to win a major submarine communication contract based in Washington DC and recruited me for my design work on Submarine Antenna buoys, a highly specialized engineering discipline. Spent formative years at CSC as an innovative engineer and proposal technical subject matter expert (SME). CSC had a "culture of capture' for ambitious staff. CSC trained Mr. Jaggers in capture, proposals, program management, and complex sales.

Aug 1987 to Jun 1997 (9.5 yrs) - Computer Sciences Corporation (CSC)

> Started at CSC as a junior engineer and worked my way up to task manager

- Worked 9.5 yrs on systems eng. contracts for the US Navy
- Principal client was SPAWAR

> Major accomplishments

- Increased task order business on IDIQ contract from $250k to $650k
- Managed time and materials, fixed price, and cost plus award fee vehicles
- Developed core specification and POM submission for new Trident Radio Room
- Developed advanced concept paper for Large Stealthy Combatant communications
- Provided detailed DSP analysis & A/D Converter specifications for new VLF receiver
- Reviewed and wrote numerous documents (CDRL's) related to the Acquisition process (DOD 5000)
- Developed new program start design trade-off analysis for ISABPS Program
- Lead a team of 4 engineers in the development of a document imaging system able to use narrow band communication channels
- Developed new program start and final close out for ACAT I Programs (Programs requiring congressional approval)

******** Nov 1986 to Aug 1987 (9m) - Scientific Management Associates (SMA)***

Developed a new self-destruct mechanism for the OE-305 Communications Buoy using shaped memory alloys

Wrote the user's manual for the PERA-CRUDES Maintenance system

EDUCATION

BEE (BSEE) University of Delaware, specialized in signal processing, systems design & control theory, and material science (a U of D requirement for engineers at that time) Edited & re-wrote the Field theory course material with Sr. Professors, Newark, DE (b) (6) [redacted]

Frontline Leadership Training, CSC (CSC PM Training)

Personal Marketing Initiative Training, (CSC Sales training for technical staff)

Proposal development, RFP Analysis, and Proposal assessment training (Shipley)

GE 6 Sigma Quality Training/Greenbelt

IT Infrastructure Library (ITIL) Training

OTHER INFORMATION BEARING ON LEADERSHIP QUALITIES

Executive Director, Securing Equal Educational Development in Society (SEEDS) – Non-profit corporation formed to promote improvements to Virginia's education system through community organizations and the VA State General Assembly (legislature). Organized as a 501(c) 4 Corp. (Jan 2013- Present (incorporated Jan 2014))

Treasurer Washington DC Shotokan Karate Club – Club operated as a 501(c) 3 Corp. (Nov 91- Nov 95)

President Fairfax County Vocational Advisory Committee (1989-1990)

CLEARANCE

(b) (6) [redacted]

JESSICA L. JENNINGS

(b) (6) [redacted]

EDUCATION

(b) (6) [redacted]

University of Alabama North Carolina State University

(b) (6) [redacted]

EXPERIENCE

VAN SCOYOC ASSOCIATES—Washington, D.C.

Legislative Assistant (February 2015—Present)

- Support client goals by utilizing existing relationships with Members of Congress, their staff, and federal agencies
- Researching potential and actual legislation, attending applicable hearings and/or briefings, and providing subsequent analysis of proceedings
- Track and report campaign contributions and maintain compliance with the Lobbying Disclosure Act via quarterly and bi-annual lobbying reports
- Manage and execute events, including but not limited to managing event staff, negotiating with vendors, developing agendas, guest outreach, and scouting locations
- Serve as the sole webmaster for two websites
- Analyze budget line items to formulate effective, successful appropriations requests and bill and/or report language
- Author weekly legislative reports on congressional actions for a firm-wide newsletter

U.S. HOUSE OF REPRESENTATIVES: REP. MIKE ROGERS—Washington, D.C.

Junior Legislative Assistant (March 2013—February 2015)

- Responsible for all constituent calls, communications, and meetings dealing with Judiciary matters
- Authored letters to respond to constituent concerns on behalf of the Congressman regarding applicable issues, such as: abortion, gun rights, gay marriage, equal employment
- Researched current events and pending legislation to ensure the most up-to-date information was available to constituents as well as the Member
- Met with constituents, local and national organizations, etc. in order to brief the Congressman on key issues

Executive Assistant to the Member (April 2011—February 2015)

- Acted as the sole liaison for the Congressman with other Members and their offices, committee personnel, military liaisons, personal staff, constituents, the general public, and more
- Coordinated the Member's schedule in both D.C. and Alabama by discretely prioritizing requests through the application of working knowledge on issues and individuals
- Remained on-call 24/7 to respond to last minute needs of the Member
- Provided detailed daily itineraries and briefings to the Member
- Scheduled all necessary transportation and accommodations—including flights, rental cars, Amtrak, hotels, and international travel ensuring reimbursement compliance
- Managed and successfully balanced an active personal and professional schedule
- Developed superior time management skills and the abilities to both anticipate obstacles and work under pressure

Staff Assistant (August 2010—April 2011)

- Managed all incoming phone calls, digital and physical mail, and fulfilled staff requests as needed
- Coordinated the targeted mass mailing program
- Interacted with constituents daily via phone calls, e-mail, and in-person
- Oversaw college students throughout their internships

Jeff Leieritz

(b) (6) [redacted]

ASSOCIATION EXPERIENCE

Associated Builders and Contractors (ABC) Washington, D.C. – Jan. 2016—Current
Senior Media Relations Manager

- Lead ABC National's media relations activities
- Manage communications manager, including overseeing social media and member and leadership newsletters
- Manage vendors and communications related to annual national conferences
- Edit and pitch economic analysis including four monthly reports, quarterly, biannual and annual reports
- Speak and correspond on the record on ABC's behalf when necessary and appropriate

Media Relations Manager, **Feb. 2014—Jan. 2016**

- Built and managed ABC's brand and image through the media in conjunction with internal strategic plan including proactive and reactive media interactions, crisis communication
- Developed proactive earned media approach resulting in 3,400 media hits in 22 months including national outlets, large daily newspapers and national and regional trade publications on a variety of priority issues
- Pitched reporters, wrote news releases, op-eds, statements, talking points and oversaw media interviews
- Served as media point of contact, including responding on the record when appropriate
- Coordinated media efforts with ABC's 70 chapters including providing content, press plans and media lists

CAPITOL HILL EXPERIENCE

House Small Business Committee, Washington, D.C. – Jan. 2011—Feb. 2014
Director of New Media and Deputy Press Secretary, **June 2012—Feb. 2014**

- Developed and implemented one of the House's most active new media campaigns
- Wrote editorials, press releases and statements on behalf of full and subcommittee chairmen
- Managed hearing reporter outreach, resulting in more than 40 news stories on committee activities
- Coordinated new media and press strategies with leadership, Members' offices and outside industry groups

Committee Clerk, **Sept. 2011—June 2012**

- Ran committee hearings and markups, collected and filed amendments and recorded votes
- Collected hearing materials, managed staff, member and witness communication during committee hearings
- Maintained official committee website and organized and submitted hearing transcripts for the official record

Staff Assistant/Systems Administrator, **Jan. 2011—Sept. 2011**

- Managed extensive list of trade association contacts, including biannual events with committee members
- Organized the chairman's hearing binders, organized hearing materials and assisted staff in research

CAMPAIGN EXPERIENCE

Axiom Strategies, Kansas City, MO – July 2010—Nov. 2010
Associate

- Worked with candidate campaigns and state political parties to create, update and monitor mail plans
- Built varying targeted voter universes for mail programs and drafted copy and worked through design for over 50 unique mail pieces for federal, state legislature and statewide campaigns in eight states
- Managed client accounts, drafted business development memos and researched potential clients

John Oxendine for Governor, Atlanta, GA – May 2010—July 2010
Director of Voter Contact

- Managed and analyzed data to target mail pieces, grassroots activity and community based programs
- Wrote weekly newsletters, edited fundraising letters and managed donor, house, media and volunteer lists
- Managed and updated campaign website and ran new media campaign

EDUCATION

San Diego State University – (b) (6) [redacted]
(b) (6) [redacted]
New College, Oxford University – (b) (6) [redacted]
(b) (6) [redacted]

Charles S. Manger

(b) (6) [redacted]

2013-Present **UBS Financial** **New York, NY**

Financial Advisor

- Integral business development arm of a team that manages 100 plus family portfolio in excess of $1.5B
- Conduct meetings with potential clients to strategically plan for their needs based on their risk tolerance
- Construct portfolios based on in-depth, round table discussions with clients targeting their long term goals
- Cultivate long term relationships with clientele through check in calls and bi annual meetings and yearly reviews

2011-2013 **JP Morgan** **New York, NY**

Financial Advisor

- Integral business development arm of a team that manages over 80 family portfolio in excess of $1.2B
- Conducted meetings with potential clients to strategically plan for their needs based on their risk tolerance
- Constructed portfolios based on in-depth, round table discussions with clients targeting their long term goals
- Cultivated long term relationships with clientele through check in calls and bi annual meetings and yearly reviews

2005 – 2011 **Brown Harris Stevens** **Southampton, NY**

Vice President and Executive Director of Eastern Long Island

- Managed 150 real estate agents throughout six offices from Westhampton to Montauk
- Developed and managed operating budget, recruited prospective agents from competing firms, established quarterly reports, created marketing materials and liaised with business ownership in developing overall corporate strategy
- Pioneered new sale and rental catalogues to strengthen overall business and increase branding of our firm
- Have authored policy book manual for the company and have improved the infrastructure and brand identity for the firm

2004 – 2005 **Tenantwise, Inc.** **New York, NY**

Vice President, commercial real estate investment banking firm

- Tenant representation in commercial office space leasing transactions
- Created lease abstracts to determine negotiating points with the landlords
- Established client leads and originated transactions
- Conducted extensive marketplace research, focused on industry trends and survey of new business opportunities

2003 – 2004 **Asprey** **New York, NY**

Store Director

- Responsible for the re-launch of North American flagship store in New York
- Wrote the operations manual and developed training program for the retail division
- Hired, trained, and managed management team and sales executives - 80 employees

2000 – 2002 **Nautica Enterprises** **New York, NY**

Store Director and General Manager

- Responsible for the launch of the global flagship store in New York
- Organized time line with the construction process, building inventory, developed training, merchandising layout
- Hired, trained, and managed management team and sales executives - 60 employees
- Managed and controlled multi-million dollar operating budget for the store

1999 – 2000 **Corsair Group, Inc.** **New York, NY**

Associate, commercial real estate investment banking firm

- Focused on leasing of commercial office space in Manhattan
- Established client leads and originated transactions for tenant representation
- Analyzed customer financial information and reviewed commercial lease documents on behalf of customers

1994 – 1998 **Polo Ralph Lauren** **New York, NY**

General Manager

- Supervised the Polo Sport Flagship store on Madison Avenue
- Hired, assembled and developed the management team and sales force for new Polo brand - 85 employees
- Set and managed multi-million dollar operating budget for the store which exceeded targets every quarter
- Trained the management teams of every other Ralph Lauren store in the U.S. as a direct result of store success
- Executed directives and special projects from Mr. Lauren and other Principals of the company

Education

(b) (6) [redacted]

ST. LAWRENCE UNIVERSITY **Canton, NY**

(b) (6) [redacted]

Varsity swimming, Beta Theta Pi

Licenses: Series 7 & 66; Licensed Real Estate Broker

EMILY McBRIDE

(b) (6) [redacted]

EXPERIENCE

The White House Office of Cabinet Affairs, Washington, D.C. **2017**

Assistant to the Cabinet Secretary

- Assist the Cabinet Secretary in planning meetings and events with Cabinet members and designates.
- Orchestrate the swearing in ceremonies of 10 Cabinet members and organizing paperwork.
- Write memorandums to senior staff regarding agency action.
- Facilitate the communication between acting agency heads and The White House to ensure the seamless transfer of information and directives.

Senator Jeff Sessions, Washington, D.C.

Legislative Aide and Acting Legislative Assistant **2016 – 2017**

- Advised the Senator on legislative matters within the healthcare, education, labor, and pensions portfolios and provided vote recommendations.
- Met with outside interest groups, lobbyists, representatives of executive branch agencies, and constituents to generate support and leverage for the Senator's policy goals.
- Coordinated Congressional delegation efforts to address the concerns of constituent groups.
- Established and fostered strategic relationships between federal and state agencies to ensure access to federal funding streams and grants.
- Worked with state groups like local boards of education to interpret and implement federal policy.
- Led efforts to secure support and co-sponsorships from 72 senators to pass a bill to award the Congressional Gold Medal to the Foot Soldiers of the Selma to Montgomery Voting Rights March.
- Developed long-term strategic plans and principles to guide policy initiatives from the inception stage through Senate consideration.

Legislative Correspondent **2014-2015**

- Facilitated meetings and correspondence between federal agencies and constituent groups.
- Served as contact point for over 60 state institutions of higher education, including universities, junior colleges, community colleges, and eight Historically Black Colleges and Universities (HBCUs).
- Drafted and edited Senate resolutions and statements for the Congressional Record.
- Met with large groups like the Alabama Medical Association in order to hear their priorities.
- Coordinated with outside advocacy groups and fellow Senate offices to organize policy efforts including guidances for prostate cancer treatment and solutions to the SGR formula fight.
- Collaborated with state organizations such as the Alabama Hospital Association to plan strategies for rectifying the disproportionate wage index funding formula allocation in Medicare Part B.
- Answered over 40,000 pieces of constituent mail, take constituent calls regarding HELP issues.

Governor Robert Bentley, Office of Appointments, Montgomery, AL – *Intern* **2014**

- Processed and mailed appointments, coordinated with Senate committee, scheduled and assisted staff.

President Pro Tempore Senator Del Marsh, Montgomery AL – *Intern* **2014**

- Coordinated with Governor's appointments office and assisted staff in processing appointments.

United States Congressman Mike D. Rogers (AL-03), Washington, D.C. – *Intern* **2013**

- Created and reported on the amendment tracker to agriculture and health bills, researched a variety of topics and reported findings.

Tuberous Sclerosis Alliance National Headquarters, Washington, D.C. – *Research Intern* **2013**

- Organized national activities for International Tuberous Sclerosis Awareness Day, including Capitol Hill briefing, open house reception, National Mall march, and following research conference.

United States Congressman Mike D. Rogers (AL-03), Opelika, AL – *District Office Intern* **2010 – 2012**

- Answered phones, aided with casework, received visitors, and assisted in running the office.

EDUCATION

Auburn University, College of Liberal Arts, Auburn, AL

(b) (6) [redacted]

(b) (6) [redacted]

Activities: Lobby Board, *Member and Hospitality Chairman*; Auburn Conservatives for Tomorrow, *Founding Member*; Delta Zeta Social Sorority, *Philanthropy Chairman and Recruitment Chairman*; Student Government Association, *Campaign Manager* for SGA President

EMILY WEBSTER MURPHY

(b) (6) [redacted]

PROFESSIONAL EXPERIENCE

U.S. House of Representatives, Committee on Armed Services

Counsel and Member of the Reform Team, Chairman Mac Thornberry (2016-present).

- As the lead staff member on acquisition policy, negotiate provisions on service contracting, independent research and development policies, cost accounting standards, bid protests, acquisition policy, industrial base policy, acquisition workforce, and services contracts for the FY 2017 National Defense Authorization Act (NDAA).
- Drafting major reform proposals for the FY 2018 NDAA on the Defense Contract Audit Agency (DCAA) audit process, the use of multiple award contracts, the structure of the program management workforce at the Department of Defense, and reform of the contract clauses applying to Federal contracts and subcontracts for commercial items.

U.S. House of Representatives, Committee on Small Business

Policy Director and Senior Counsel, Chairman Steve Chabot (2015-2016);
Senior Counsel, Chairman Sam Graves (2011-2015);
Professional Staff, Chairman James Talent (1997–1998; 1999–2000).

- As Policy Director, established legislative and oversight agenda for the Committee and its five subcommittees and all policy staff members. Provided the Committee with strategic direction on matters relating to capital access, regulatory reform, tax, and trade while maintaining responsibility for all acquisition and workforce related matters.
- As Senior Counsel, organized and conducted legislative and oversight hearings, joint hearings with the Committee on Oversight and Government Reform and the Committee on Veterans Affairs. Conducted mark-ups of procurement, regulatory, lending, and entrepreneurial development bills, as well as the Committee's budget view and estimates, rules and oversight plans. Served as the chief investigator into fraud, waste and abuse.
- Prepared 42 bills introduced by 26 different members of Congress, over 70 contracting provisions that became law as part of the FY 2013 – FY 2016 NDAAs, and over 30 provisions in the House-passed version of the FY 2017 bill.
- Represented the Chairman in conference, in negotiations with the Senate, at the Rules Committee, with the Appropriations Committee, and at numerous public speaking events.

EMILY WEBSTER MURPHY

TerreStar National Services, Inc.

General Counsel & Vice President for Government Operations and Security (2007-2011).

- Developed project, compliance and organizational plans for the launch of this government contracting subsidiary of a publicly-traded satellite telecommunications company. Negotiated the mitigation plan for the Facility Clearance License application.
- Oversaw government bid and proposal work, including the creation of certified cost and pricing data for Federal and state contracts, grants and multiple award vehicles. Implemented DCAA compliant business systems.

U.S. General Services Administration

Chief Acquisition Officer (2005-2007).

- Executed an annual budget of $60 million and managed a staff of approximately 100. Led GSA's response to major contracting irregularities that threatened to close 11 client centers and cost $8 billion a year.
- Developed and executed GSA's strategic sourcing plan with expected savings of over 30% in 5 purchase categories, and co-chaired the government-wide strategic sourcing initiative.
- Promulgated the Federal Acquisition Regulation in collaboration with DoD, NASA, and the White House. Standardized GSA's acquisition regulations and the procedures governing over $66 billion in annual procurement to address the shift in federal purchasing from supplies to services.
- Tripled the amount of training available to the 8,000 civilian contract specialists while reducing costs, and standardized contract specialist certification requirements.

U.S. Small Business Administration

Senior Advisor and Associate Administrator for Government Contracting (2004–2005).

- Directed 140 employees nationwide, providing assistance to small businesses in seeking federal procurement opportunities, SBIR grants, and socio-economic certifications, leading SBA to meet the 23% prime contracting goal for the first time.

Wiley Rein & Fielding LLP

Associate, Government Contracts & Government Affairs (2001–2003; Summer 2000).

- Represented clients on a broad range of government contracts issues, including bid protests, contract disputes, claims preparation, and subcontracting.

EDUCATION

University of Virginia School of Law, Charlottesville, Virginia, (b) (6) [redacted]
(b) (6) [redacted]

Smith College, Northampton, Massachusetts, (b) (6) [redacted]
(b) (6) [redacted]

WILLIAM PETTIGREW

(b) (6) [redacted]

A dynamic and innovative Director with extensive professional experience within the Public Transportation sector with an emphasis on Information Technology and Marketing. Able to establish and execute processes and strategic plans that strengthen the internal core of an organization through improved efficiency, increased revenue, and cost reductions. Familiar with managing multiple projects concurrently from inception to successful completion. Possessing outstanding leadership, communication, and interpersonal skills to effectively manage departments and teams to meet objectives.

- Strategic Marketing Plans
- Process Improvement
- Leadership & Development
- Public Sector Transportation
- Vendor Management
- Communication Skills
- Information Technology
- Project Management
- Interpersonal Skills

PROFESSIONAL EXPERIENCE

PHILADELPHIA PARKING AUTHORITY

***Director of Marketing** (2016 - Present)*

- Liaise with Executive Director to establish a new marketing department to meet Authority objectives.
- Stimulate an increase in revenue and organizational awareness via the utilization of new technologies.
- Coordinate strategic marketing plans aimed at increasing exposure of Off-Street and Airport parking facilities.
- Foster and cultivate excellent relationships with vendors, consultants, and third-parties.

***Director of Information Technology (IT)** (2014 - 2016)*

- Managed a team of 11 IT technicians encompassing network engineers, programmers, designers, application support, and college interns.
- Spearheaded a department which included 15 locations, four main data centers, and a totality of 1100 employees with $250M in revenue.
- Implemented an Authority wide ERP solution to replace outdated accounting, payroll, human resources, and paper procurement systems.
- Directed network, workstation, software, and e-mail implementations and upgrades.
- Transitioned programming and web design in-house as well as establishing virtual server technology, e-mail archiving, and updated policies and procedures.
- Operated within annual budget and adhered to procurement laws of Pennsylvania and Federal GSA contracts.

***Manager of Information Technology** (2006 - 2014)*

- Supervised five IT professionals and provided optimal support towards a host of projects.
- Devised and implemented an Authority wide document imaging solution.
- Incorporated adaptations to infrastructure which resulted in smooth running of operational departments.

***Network Specialist – Information Technology** (2001 - 2006)*

- Responsible for programming and developing a multitude of internal applications.
- Exhibited technical proficiency and recognized as a Certified Novell Administrator.
- Facilitated optimization and efficiency of internal processes leading to significant cost savings.

PREVIOUS PROFESSIONAL EXPERIENCE

- **DATA SOLUTIONS, INC.** – Partner
- **TANDY CORPORATION, INC.** – Business Products Associate

EDUCATION & TRAINING

(b) (6) [redacted] **Drexel University**
L.T.I.

Training: Management in an Information Technology Environment, Payment Card Industry Compliance, Digital Forensics, Database Reporting, Database Administration, Database Migration, Network Certification, Help Desk Systems, Document Imaging, Enterprise Resource Planning Solution, Cloud Computing, CIO

Jeffrey A. Post (b) (6) [redacted]

(b) (6) [redacted]

WORK EXPERIENCE

(b) (6) [redacted]

U.S. House of Representatives, Committee on Oversight and Government Reform

Deputy Staff Director, Subcommittee on Government Operations — **January 2015-Presen**

Senior Professional Staff Member — **August 2013-January 201**

Professional Staff Member — **February 2011- August 201**

(b) (6) [redacted]

- Manage the Committee's overall legislative portfolio, including assigning staff to legislation, reviewing legislative text, coordinating all materials for business meetings, and overseeing legislative report drafting.
- Lead, develop, and advance the Committee's efforts to reform the United States Postal Service.
- Authored comprehensive Postal Service reform legislation in three straight Congresses, including the bipartis H.R. 5714 in the114th Congress, all of which focused on long-term internal restructuring of the agency.
- Oversee policy and legislation related to the federal recordkeeping, including authoring legislation in respons recordkeeping failures at the IRS and State Department to better require the preservation of e-mail records.
- Conduct evidence based oversight of numerous federal agencies, including drafting oversight letters and lead multiple transcribed interviews of as part of Committee investigations.
- Serve as team leader and workload manager for multiple staff, detailees, and interns.
- Prepare the Chairman and Majority members for hearings, markups, and floor action on issues within the Committee's legislative jurisdiction, including matters related to the National Archives and Records Administration and the United States Postal Service.
- Compose and edit speeches, talking points, and statements for Chairman Jason Chaffetz (R-CA), Government Operations Subcommittee Chairman Mark Meadows (R-NC), and other Committee members.
- Directed the Committee's oversight and reform efforts of the U.S. Census Bureau and managed the Committee's investigation into unemployment data falsification at the Census Bureau.
- Wrote "The Postal Reform Act: A Plan for an Affordable, Sustainable Postal Service," an article which appeared in the Notre Dame Law School's Journal of Legislation.

U.S. House of Representatives, Office of Congressman Curt Clawson

Deputy Chief of Staff — **July 2014-January 2015**

- Supervised Washington, D.C. office staff, assisted the Chief of Staff in developing office policy, and trained staff on parliamentary procedures, House Rules, and hearing and business meeting preparations.
- Advised the newly-elected Member on all legislative issues and initiatives and managed preparation of materials for votes, hearings, and meetings.
- Approved all constituent mail responses.

(b) (6) [redacted]

U.S. House of Representatives, Office of Congressman Brian Bilbray

Legislative Assistant — **September 2009-February 201**

Legislative Correspondent — **September 2007-September 2009**

- Prepared Member for hearings in the Committees on Oversight and Government Reform and Veterans' Affairs.
- Advised Member on a policy portfolio, including transportation, defense, federal workforce, and budget issues.
- Drafted multiple pieces of legislation on topics, such as expanding the use of nuclear power, preventing illegal campaign contributions, and granting the Postal Service greater intellectual property licensing flexibility.
- Oversaw the office constituent correspondence program, ensuring the Legislative Correspondent and Staff Assistant responded to constituent legislative concerns in a timely, accurate, and thorough manner.
- Authored all response letters to constituent legislative inquiries, significantly increasing the policy content of replies and reducing the average response time by 75 percent.
- Revolutionized the office constituent mail process, eliminating a 7,000 letter backlog within two months of joining the Congressman's staff, sending out more than 40,000 reply letters to constituents during 2009.

EDUCATION

The George Washington University (b) (6) [redacted]

(b) (6) [redacted]

University of California, Irvine

(b) (6) [redacted]

(b) (6) [redacted]

ROBERT A. SINNERS

(b) (6) [redacted]

EXPERIENCE

MCBRIDE REAL ESTATE SERVICES • Tenant Representation: Investment Sales • Washington, DC • June 2016-Present

- Build a relationship based client network and serve as in-house real estate counsel
- Generated proposal for 11,000 SF renewal at a cost savings of $27,000
- Made over 200 cold calls a week resulting in an average of 2-3 new client meetings a week
- Provided consultation for clients through market knowledge as a result from managing a team of Washington DC Market analysts

THE COSTAR GROUP • Research Manager, Public Records • Washington, DC • February 2013-June 2016

- Managed the Institutional Lease Comparables (Public Records) team
- Strengthened our comparable data by initiating Freedom of Information Requests and extracting sourced documents
- Sourced GSA, State General Services Departments and Securities and Exchange Commission Filings
- Coached a team of Analysts to evaluate and extract relevant data points within lease agreements
- Served as Industrial Building Ratings Analyst in the DC market prior to promotion to Manager in August 2014
- Obtained DC Real Estate Licensure to expand expertise

UNITED STATES HOUSE OF REPRESENTATIVES • Communication Intern • Washington, DC • August 2012-January 2013

- Drafted op-eds, press releases, memos, and other communication for Congressman J. Randy Forbes (R-VA) and staff
- Assisted Staff Assistant and Communication Director with legislative research on policy issues and other administrative functions, including phone and office reception, ordering supplies and courier duties
- Moved to the office of Congressman Vern Buchanan (R-FL) to gain legislative expertise following the November 2012 election

PUSH DIGITAL • Social Media Manager • Columbia, South Carolina • October 2011- June 2012

- Pitched strategic communication plans to prospective clients, demonstrating the value of our services
- Coordinated messaging, media and campaign communication for local, state, and Congressional races
- Used IContact, Sendblaster, SproutSocial and other platforms to manage media presence and implement a multi-faceted communication strategy for each client

OTHER INVOLVEMENT

DISTRICT OF COLUMBIA YOUNG REPUBLICANS • Vice-Chairman of Membership • March 2013-Present

- Oversee the outreach and membership functions of our organization
- Planned a 15 member volunteer trip to South Carolina's First Congressional District Special Election in Spring 2013

DISTRICT OF COLUMBIA REPUBLICAN PARTY • Ward 2 Committeeman • Present

- Delegate to the 2016 Republican National Convention
- Serve as Chairman of the Candidate Recruitment Committee

EDUCATION

THE UNIVERSITY OF SOUTH CAROLINA • Columbia, South Carolina

(b) (6) [redacted]

A N D R E W H . S M I T H

(b) (6) [redacted]

BACKGROUND SUMMARY

Appointed by the White House to lead Presidential Transition efforts at the Department of the Treasury. Have previously managed teams in dynamic and fast-paced industries including financial services and political operations. Demonstrated expertise in leading teams and effectuating positive change. Decisive, strategic, and results-driven with excellent communication and interpersonal collaboration skills. JD with a general corporate focus, MBA in Financial Risk and BA in Political Science (cum laude) from The University of Alabama.

CHRONOLOGICAL EXPERIENCE

Department of the Treasury, Washington, D.C.
White House Liaison, Presidential Transition Beachhead Team 2017–Present

Trump for America President-Elect Transition, Washington, D.C. / New York, NY
Assistant to the Executive Director 2016–2017

Donald J. Trump for President, Inc., Washington, D.C. / New York, NY
Congressional Affairs & Policy Assistant 2016–2016

Bank of America Merrill Lynch, Houston, TX
Senior Operations Analyst, Global Commodities 2015–2016

ICAP Energy, LLC, Houston, TX
Energy Commodities Broker 2014–2015

Robert Land Oil & Gas Consulting, Tuscaloosa, AL
Petroleum Landman 2014–2014

U.S. District Court for the Northern District of Alabama, Birmingham, AL
Extern Law Clerk 2012–2012

U.S. Department of Commerce, Economics and Statistics Administration, Birmingham, AL
Crew Leader 2010–2010

U.S. Senator Richard C. Shelby, Washington, D.C.
Summer Intern 2008–2008

EDUCATION AND CREDENTIALS

(b) (6) [redacted]
University of Alabama, Tuscaloosa, AL

(b) (6) [redacted]
University of University of Alabama, Tuscaloosa, AL

Alabama State Bar
Energy Bar Association

(b) (6) [redacted]

PUBLICATIONS

Comment, *Alabama Judicial Campaign Finance Reform: Enforcing Recusal Limits, The First Step*, 37 J. LEGAL PROF. 309 (2013).

RELEVANT EXPERIENCE

U.S. Department of the Treasury Washington, D.C.

White House Liaison for Presidential Transition Team, January 2017 – Present

- Key member of the presidential transition team assisting the Chief of Staff in coordinating policy and procedures between the department and all White House components including interagency task forces, intergovernmental efforts and presidential appointments.
- Serving as right-hand to the Senior White House Advisor overseeing a team of 22, directing and implementing administration-wide strategies.

Trump for America President-Elect Transition Washington, D.C. / New York, NY

Assistant to the Executive Director, November 2016 – January 2017

- Planned and directed all administrative, financial, and operational activities for the Executive Director of the Trump-Pence Transition Team. Acted as the point of contact for top management and external stakeholders.
- Spearheaded the placement of over 600 political beachhead appointments throughout 30 departments across the federal government to help lead the presidential transition efforts and effectuate interagency actions plans.

Donald J. Trump for President, Inc. Washington, D.C. / New York, NY

Congressional Affairs & Policy Assistant, March 2016 – November 2016

- Served in a dual role as chief to the campaign's directors of congressional affairs and policy. Primarily, aided the campaign's liaisons to Congress, ensured that the membership was fully informed of the campaign's agenda and activities. Secondarily, assessed campaign needs, developed strategic policy agendas, inventoried and analyzed policy, and conducted research.
- Managed the day-to-day operations needs of the campaign's D.C. office.

Bank of America Merrill Lynch Houston, TX

Senior Operations Analyst – Global Commodities, August 2015 – March 2016

- Collaborated with sales and trading staff to draft financial and physical commodity confirmations.
- Worked in conjunction with all affected areas of the bank to develop and maintain globally consistent documentation and regulatory processes.

ICAP Energy, LLC Houston, TX

Energy Commodities Broker, December 2014 – April 2015

- Supported the trading desk to ensure the accurate and timely processing of broking transactions, including maintaining client records, reviewing commercial terms, clearing trades, and confirming transactions.
- Developed charts, databases, models, and other tools to educate clients regarding domestic and international coal and renewable energy credit markets. FINRA Series 3 – National Commodity Futures

Robert Land Oil & Gas Consulting Tuscaloosa, AL

Petroleum Landman, March – November 2014

- Assisted with the planning, developing, and marketing of leasehold prospects.
- Researched various records to determine ownership in minerals; cured title defects; negotiated the exploration and development of minerals as well as for the acquisition and divestiture of mineral rights.

U.S. District Court for the Northern District of Alabama Birmingham, AL

Law Clerk, Summer 2012

- Researched legal issues, including contract, criminal, ERISA, insurance, shipping/freight claims, and various procedural defects.
- Work product included memorandum opinions on motions to dismiss and summary judgment, as well as general research memoranda for background on matters in front of Judge Karon O. Bowdre.

U.S. Department of Commerce, Economics and Statistics Administration Birmingham, AL

Crew Leader, Summer 2010

- Trained, supervised, and reviewed the work of 15 – 20 census takers for the 2010 decennial census.

U.S. Senator Richard C. Shelby Washington, D.C.

Intern, Summer 2008

- Assisted the Senator's Legislative Assistant and Correspondent staff with their daily obligations.
- Monitored pending legislation, conducted research, attended and summarized committee meetings, and responded to constituent inquires.

MICHAEL R. SOLOMON

(b) (6) [redacted]

PROFESSIONAL EXPERIENCE

OMEGA ADVISORS, INC. *New York, NY*
Investment Analyst *October 2015 – Present*

- Financials sector focus with generalist responsibilities across subsectors and market caps
- Subsector focus includes REITs, Specialty Finance, Aircraft Leasing, Card Issuers, Exchanges, Mortgage Insurance, Title Insurance, Boutique IBs, and Large-Cap and Regional Banks
- Work directly with firm Founder/CEO and Financials sector head
- Conduct extensive fundamental research including reading SEC filings, conference call transcripts and industry news, building valuation models, and speaking with management, competitors, and trade professionals
- Create and manage complex financial models at a granular level to evaluate current & potential investment opportunities

CREDIT SUISSE GROUP AG *New York, NY*
Investment Banking Associate – Real Estate, Gaming, Leisure & Lodging *October 2014 – October 2015*
Equity Research Associate – Real Estate, Gaming, Leisure & Lodging *March 2013 – October 2014*

- Assessed IPOs, DCM, M&A and asset finance transactions for RE, gaming, leisure and lodging clients
- Subsector focus included Lodging REITs, Retail REITs, mREITs, Hotel C-Corps, Casino Operators, Timeshare Operators, and Leisure (theme parks, cruise, ski)
- Developed and maintained complex financial models, valuation analysis, and public/transaction comparables
- Equity research responsibilities included coverage of 25+ stocks in the gaming (suppliers/operators), leisure (cruise, ski, theme parks, timeshare) and lodging sectors
- As lead research associate, led investor education process for lead managed IPOs including Hilton Worldwide (HLT), La Quinta (LQ), Caesars Acquisition Corp (CACQ), Diamond Resorts (DRII), and Intrawest (SNOW)

SUNTRUST ROBINSON HUMPHREY, INC. *Atlanta, GA*
Investment Banking Senior Analyst – Financial Sponsors Group *June 2010 – March 2013*

- Assessed LBOs, recapitalizations, refinancings and M&A for private equity firms
- Pitched private equity firms on strategic alternatives for portfolio companies; provided platform and add-on investment ideas; leverage, structure and pricing analysis for acquisitions; and exit strategies
- Conducted extensive credit due diligence with private equity firms, CEOs and management teams
- Developed financial models including LBO, DCF, public comps and transaction comps; prepared internal credit memorandums, CIMs, and management presentations in conjunction with industry coverage and product groups
- Maintained fixed income market comparables database focused on leveraged loan and high yield new issues

EDUCATION

EMORY UNIVERSITY – GOIZUETA BUSINESS SCHOOL (b) (6) [redacted]
(b) (6) [redacted]
Relevant Coursework: Corp. Finance; Adv. Capital Markets; Investment Banking; Investments; Applied Investment Mgmt.; Derivative Asset Analysis; Int'l Finance; Private Equity & Venture Capital; Managerial & Financial Accounting

ADDITIONAL INFORMATION

- **Certifications:** FINRA Series 7, 63, 79, 86, 87; Kahr Excel for Real Estate Analysis Training
- **Relevant Computer Skills:** Factset, Bloomberg, Capital IQ, Microsoft Office Suite, Thomson One, SNL
- **Interests:** Washington Redskins, personal investing, politics

JOHN JEFFERSON ST. JOHN

(b) (6) [redacted]

EDUCATION

University of Alabama School of Law *Tuscaloosa, Alabama*

- (b) (6) [redacted]
- (b) (6) [redacted]
- [redacted]
- [redacted]
- [redacted]

Manderson Graduate School of Business (UA) *Tuscaloosa, Alabama*

- (b) (6) [redacted]
- (b) (6) [redacted]

University of Virginia *Charlottesville, Virginia*

- (b) (6) [redacted]
- [redacted]
- [redacted]

PROFESSIONAL EXPERIENCE

St. John & St. John, LLC *Cullman, Alabama*

Founded in 1892, St. John & St. John is a full service civil law firm with a focus on representing businesses and professionals in variety of legal matters, including civil litigation, corporate practice, real estate, and wills and estates.

Partner *September 2013-Present*

- Currently representing Cullman Regional Airport as general counsel in a variety of legal matters, including: Federal Aviation Administration compliance, land acquisitions, eminent domain proceedings, construction contracts, leases, and general corporate governance.
- Currently representing a large Cullman-based manufacturing company in a variety of legal matters, including: drafting and negotiating manufacturing contracts and related documents, negotiating lease agreements and resolving related disputes, defending lawsuits, and providing general legal advice on numerous issues including insurance and limitation of liability.
- Currently serving as defense counsel in variety of civil litigation matters involving business disputes, personal injury, and medical malpractice defense.
- Served as co-lead counsel in a professional negligence case that led to a multi-million dollar settlement.
- Served as lead counsel in a negligence and conversion case that led to a six-figure settlement.
- Served as lead counsel in a construction trespass case that led to a six-figure settlement.
- Successfully tried multiple jury and bench trials in Alabama state court.
- Drafted multiple appellate briefs in the Alabama Supreme Court and Court of Civil Appeals.

Starnes Davis Florie LLP *Birmingham, Alabama*

One of the premier civil litigation firms in the Southeast, Starnes Davis Florie specializes in medical malpractice defense and complex commercial litigation.

Associate *February 2013-September 2013*

- Obtained complete dismissal of an OB/GYN in a federal case alleging injuries arising from the surgical implantation of an intrauterine device.
- Obtained transfer to a more favorable venue for client-landowner in a complex lease dispute against the nation's largest producer of construction aggregates.
- Served as defense counsel, regularly drafting briefs, motions and other court documents, in a variety of cases involving medical malpractice and complex commercial litigation in state and federal court.

Summer Associate *June-July 2010 & 2011*

- Performed legal research and drafted memoranda of law on issues involving the Alabama Medical Liability Act, civil procedure, evidence, and commercial litigation.
- Drafted briefs, motions, and other court documents.

Hand Arendall LLC *Birmingham, Alabama*

One of the largest law firms in the State of Alabama, Hand Arendall provides legal services in all areas of traditional civil practice.

Summer Associate *July-August 2011*

- Assisted in developing Alabama's Health Information Exchange (HIE), One Health Record.
- Performed legal research and drafted memoranda on issues involving healthcare, personal injury defense, and commercial litigation.

HealthSouth Corporation *Birmingham, Alabama*

HealthSouth is one of the nation's largest providers of post-acute healthcare services and an industry leader in home-based patient care.

Law Clerk *July-August 2010*

- Performed legal research and drafted memoranda on issues involving corporate law, commercial litigation, and healthcare.

First Community Bank *Cullman, Alabama*

Located in North Alabama, First Community Bank (formerly First Federal Cullman) is a $70 million community financial institution in operation since 1905.

Marketing Intern *June-August 2006*

- Created marketing materials, made marketing calls and presentations to local businesses, gathered data, and monitored competitors.

Frontier Anglers *Dillon, Montana*

Located in Southwest Montana, Frontier Anglers is a full-service fly shop and outfitter in operation since 1980.

Sales Associate *July-August 2005*

- Greeted customers and provided information regarding products and local fishing conditions, made sales, and managed inventory.

ADDITIONAL INFORMATION

(b) (6) [redacted]

- Chicago Marathon finisher, avid golfer, outdoorsman.
- **(b) (6)** [redacted] and proud owner of a golden retriever named George.

THOMAS STONER

(b) (6) [redacted]

PROFESSIONAL EXPERIENCE

Donald Trump for President (August 2016- Present) **Philadelphia, PA**
Pennsylvania Director of Election Day Operations
Directed the statewide ballot integrity and recount preparation programs in Pennsylvania.

CLS Group, LLC (January 2013- Present) **Philadelphia, PA**
Principal
Research consulting firm with an emphasis upon election day operations including jurisdictional election statutes and jurisdictional recount/contest procedures.

Tom Smith For Senate (December 2011-January 2013) **Philadelphia, PA**
Eastern Pennsylvania Director
Managed campaign operations for 21 Eastern Pennsylvania counties.

Brown-Castor 2011 (May 2011- December 2011) **Blue Bell, PA**
Campaign Manager
Campaign Manager for Montgomery County Commissioner candidates.

Illinois Republican Party (July 2010-December 2010) **Chicago, IL**
Director of Election Day Operations (EDO)
Directed the statewide ballot integrity and recount preparation programs for the Illinois Republican Party.

Mike Roman and Associates (January 2009-June 2010) **Philadelphia, PA**
Election Day Operations Consultant
Developed ballot integrity and recount programs for Republican campaigns and committees.

McCain-Palin 2008 (June 2008- December 2008) **Arlington, VA**
Mid-Atlantic Director of Election Day Operations (EDO)
Directed the statewide ballot integrity and recount preparation programs in Virginia, West Virginia and North Carolina.

Ferman for District Attorney (July 2007 – December 2007) Montgomery County, PA
Campaign Manager
Managed the General Election Campaign of Montgomery County District Attorney, Risa Vetri Ferman.

Panepinto for Pennsylvania Supreme Court (February 2007 – June 2007) Philadelphia, PA
Campaign Manager
Managed Statewide Primary Campaign of Philadelphia Common Pleas Court Judge, Paul Panepinto.

Republican National Committee (July 2005-January2007) Washington, D.C.
Northeast Director, Election Day Operations
Directed ballot integrity and recount programs for 11 Northeastern states.

Pennsylvania Republican State Committee (June 2004-December 2004) Philadelphia, PA
Regional Victory Director
Directed grass roots and GOTV operations for Bucks and Philadelphia Counties.

Bill Lynch for Congress (February 2004 –May 2004) Lebanon, PA
Field Director – PA 17(Primary Election)
Directed coalition, grass roots and GOTV operations.

Venture Tank (January 2003 – March 2004 & January 2004-July2005) Williamstown, NJ
Site Manager- Environmental Remediation Company
Oversaw day-to-day operations of remediation sites including excavation plans, soil sampling for the NJ DEP, OSHA compliance and sub-contractor oversight.

PA House Republican Campaign Committee (June 2002-December 2002) Harrisburg, PA
Field Director – Melissa Murphy Weber for State Representative, PA House District 148
Directed grass roots and GOTV operations.

Stoner and Company, Inc. (January 1998- June 2002) Trenton, NJ
Operations Manager, Sheet Metal Contracting Company
Oversaw day-to-day operations of in house projects and external job sites.

EDUCATION
Eckerd College, St. Petersburg, Florida

REFERENCES
Available upon request.

BEN KENNEY

public relations & marketing

(b) (6) [redacted]

PROFESSIONAL EXPERIENCE

STATE OF INDIANA NOVEMBER 2013 – PRESENT

DIRECTOR OF STRATEGIC COMMUNICATIONS, OFFICE OF GOVERNOR MIKE PENCE (OCTOBER 2015 – PRESENT)

- Create and implement communication and marketing strategies for the Indiana Bicentennial Commission, Indiana Department of Administration, Indiana Department of Veterans Affairs, Indiana Office of Energy Development, Indiana School for the Deaf, and Indiana School for the Blind and Visually Impaired; Liaison between state agencies/ schools and the Governor's Office
- Serve as an official spokesperson for the State of Indiana; Oversee the development of all internal and external communications; Manage press conferences, develop talking points, write press releases, speeches and executive briefings for the Offices of the Governor and Lieutenant Governor; Respond to media inquiries, schedule press interviews, manage social media accounts and websites; Oversee development of all marketing materials
- Provide legislative consultation to agency department heads/ superintendents in regards to communicating with the Indiana General Assembly

DIRECTOR OF COMMUNICATIONS, INDIANA STATE DEPARTMENT OF AGRICULTURE (NOVEMBER 2013 – OCTOBER 2015)

- Directed the successful launch of the Indiana Grown marketing initiative resulting in over 30 million media impressions within one week and partnerships with nationwide grocery and retail chains; Managed the event planning and marketing of the Inaugural Governor's Agriculture Conference; Oversaw the development of the State of Indiana's first statewide agriculture magazine - Growing Indiana

SELLS GROUP APRIL 2013 – NOVEMBER 2013

DIRECTOR OF BUSINESS DEVELOPMENT AND PUBLIC RELATIONS

- Directed the successful implementation of public relations and marketing strategies for national campaigns and corporate clients; Effectively managed deadlines and multiple projects by maintaining efficient communications, prioritizing and delegating responsibilities; Managed all aspects of marketing campaigns, including strategy, creative development and backend results analysis

AUDI OF AMERICA/ PMK*BNC JULY 2012 – APRIL 2013

COMMUNICATIONS SPECIALIST/ JUNIOR ACCOUNT EXECUTIVE

- Developed corporate messaging resources for Audi of America (e.g. executive briefs, talking points, press releases, position papers, project tracking spreadsheets); Engaged with top-tier national media outlets regarding automotive, business and lifestyle issues; Consulted Audi of America corporate executives to generate innovative, impactful and strategic programs that delivered measurable results to drive business and improve marketing communications

OFFICE OF UNITED STATES SENATOR DAN COATS JANUARY 2011 – JULY 2012

LEGISLATIVE AIDE

- Assisted in monitoring and drafting legislation; Provided vote recommendations; Represented Senator Coats in meetings with constituents, interest groups, military leaders, foreign dignitaries, and Cabinet members; Analyzed and summarized committee hearings, mark-ups, and Floor votes; Responded to constituent inquiries; Assisted with press releases

DAN COATS FOR INDIANA/ INDIANA REPUBLICAN PARTY FEBRUARY 2010 – NOVEMBER 2010

CENTRAL INDIANA FIELD DIRECTOR

- Responsible for all campaign initiatives and volunteer recruitment for nineteen counties in central Indiana, including the largest and most crucial counties in the campaign; Developed campaign marketing collateral and initiatives; Represented Senator Coats and his campaign across central Indiana at events, including political gatherings, fairs, fundraisers and parades; Managed one of the top performing campaign centers in the nation

EDUCATION

PURDUE UNIVERSITY WEST LAFAYETTE, INDIANA

(b) (6) [redacted] POLITICAL SCIENCE, (b) (6) [redacted] ENTREPRENEURSHIP (b) (6)

HONORS AND COMMUNITY INVOLVEMENT

- Delegate/ Advisor, Lieutenant Governor Sue Ellspermann's International Trade Mission to Japan, South Korea and Taiwan (2014)
- Intern, Office of United States Senator Richard G. Lugar (2009)
- Intern, House Republican Conference - United States House of Representatives (2008)

(b) (6) [redacted]

BOARDS

- Board Member, Christamore House (October 2015 - Present)
- Marketing and Communications Board Member, AgriNovus Indiana (August 2014 - October 2015)

Alan B. Thomas, Jr.

(b) (6) [redacted]

OBJECTIVE

- General management leadership role with a focus on making Government operations more efficient and effective

SUMMARY

- Entrepreneurial executive comfortable with customer facing and back office responsibilities in a fast-paced and complex operating environment
- Complementary operational perspectives having led both Profit & Loss centers and Government programs
- Proven ability to partner and build teams to execute work within established performance targets
- Track record conceptualizing and delivering product/service solutions in areas such as IT Management and Supply Chain

EXPERIENCE

Berico Technologies, January 2016 – Present
Engineering and analytic services
Chief Operating Officer

- Profit & Loss owner with direct responsibility for managing more than 80% of the firm's revenue and employees
- Led capture and delivery of two largest wins in company history, $70M cloud services and $35M application development
- Grew contract backlog 5X to more than $120M
- Led formalization of bid decisions, forecasting, and employee reviews

Data Networks Corporation, January 2012 – January 2016
IT management consulting
Vice President, Defense and Intelligence Community Programs

- Key member of management team that successfully exited the business via sale to ASRC Federal in November 2015
- Profit & Loss owner; grew annual revenue from $4.4M in 2012 to $21.1M in 2014 while achieving target margins
- Grew team size from 20 to more than 70 direct employees while doubling customer count
- Led capture effort and delivery for largest total contract value win in firm's history ($45M)

Office of the Secretary of Defense, May 2009 – January 2012
Under Secretary of Defense (Intelligence)
Program Manager

- Recruited by Deputy Under Secretary of Defense (Technical Collection & Analysis) to lead high visibility program
- Managed $109M Defense Intelligence Research and Development program with globally deployed 16 person team
- Developed program investment strategy, security architecture, and concept of operations with COCOMs
- Led cross-cutting initiative to develop process for sharing sensitive information among Intelligence agencies

Task Force for Business & Stability Operations in Iraq, April 2008 – May 2009
Initiative to encourage private investment and economic development as a counterweight to the insurgency
Business Development Manager

- Planned and led investment trip to Kurdistan with Abu Dhabi Investment Council, world's largest sovereign wealth fund
- Organized Baghdad International Airport investment conference in Iraq and recruited 12 aviation services investors
- Conducted Lean Six Sigma event in Iskandariyah, Iraq at largest Iraqi state-owned manufacturer (4,000+ employees)

Compusearch Software Systems (formerly a Carlyle portfolio company), September 2005 – April 2008
Provider of procurement software solutions to the Federal Government
Defense & Intelligence Business Unit Leader

- Recruited by CEO and Board members to form and launch new business unit upon acquisition of firm
- Profit & Loss owner; achieved 119% of profitability target for 2007
- Grew Business Unit revenue by 64% and grew size of team from three to 14 direct employees
- Identified, qualified, and led the capture of largest total contract value win in firm's history ($10.8M)

Alan B. Thomas, Jr.

Booz Allen Hamilton, June 2004 – September 2005
Management consulting
Associate

- Identified, captured, and led strategic sourcing project advising Office of the Secretary of Defense Logistics & Material Readiness and Defense Logistics Agency on ways to optimize supply chain for critical components
- Led project advising General Services Administration's Chief Acquisition Officer on merging two main operating units impacting 4,500 employees responsible for over $40B in federal procurement
- Identified and led capture of consulting engagement with US Postal Service's supply chain management group re-establishing Booz Allen's presence in this space after a multi-year absence

FreeMarkets (acquired by Ariba) May 1999 – June 2004
Supply chain software and services provider to Global 1000 firms and public sector
National Account Executive, May 1999 – December 2002 and Global Account Manager, January 2003 – June 2004

- Built the firm's federal Government presence starting from scratch to over $7M in revenue in 30 month period
- Generated $11M+ in revenue and exceeded quota in '01 and '02; "Top 10" producer in both years
- Identified, qualified, and closed new business with NSA, NRO, GSA, DLA, Navy and USPS

Office of the Secretary of Defense, May 1996 – August 1998
Under Secretary of Defense (Acquisition, Technology, & Logistics)
Program Analyst

- Key member of Department-wide cross functional team that overhauled major systems acquisition policy and oversight (DoD 5000) resulting in new policy and guidance approved by the Secretary and Deputy Secretary of Defense
- Led technical team that leveraged Internet infrastructure to link Under Secretary of Defense with 30,000 person global acquisition workforce in real time via audio and video over the Web

Presidential Management Fellow, July 1994 – May 1996
OPM program to recruit the next generation of public managers
Management Analyst, Department of the Army, Deputy Chief of Staff (Logistics)

- One of 140 candidates selected from nationwide pool of more than 1,200 applicants
- Built and executed development plan to better understand the Department of Defense's business operations
- Assignments included: item management for Patriot Missile Program Office, development of Army's POM for the PPBE process, and authoring report to Congress on Defense inventory management practices

EDUCATION

Carnegie Mellon University, August (b) (6) [redacted]
(b) (6) [redacted] **Tepper School of Business**

- One of 30 students elected Management Game CEO by peers
- Hired full-time following summer internship; finished second year of program at night while working full-time

University of Texas at Austin, (b) (6) [redacted]
(b) (6) [redacted] **LBJ School of Public Affairs**

- One of seven students nominated by Dean to compete for a Presidential Management Fellowship
- Runner-up, Redford Award for Outstanding Research for Thesis authored under guidance of ADM (Ret.) B.R. Inman on "Organizing the Intelligence Community to Meet the Needs of the 21st Century"

Grinnell College, (b) (6) [redacted]
(b) (6) [redacted] **History**

- Walk-on three year letter-winner and co-captain of basketball team as senior

PERSONAL

- (b) (6) [redacted]
- Siebel Target Account Selling trained; Defense Acquisition Workforce Improvement Act (DAWIA) Level II trained
- Elected Homeowners Association President responsible for $60K annual budget
- Boston Marathon qualifier and finisher
- (b) (6) [redacted]