

Andrew G. Darkins

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Work Experience

Carmona for Arizona

Phoenix, AZ

Finance Director

December 2011 – November 2012

- Directed a primary and general election fundraising plan that raised \$6,453,626.39 from 25,359 individual donors and 283 PAC's in 51 states & territories; the greatest amount ever raised by a federal Democratic candidate in Arizona
- Out-raised opponent by \$399,576, overall, upon entrance into the race; out-raised opponent in final 2 quarters by \$615,052
- Lead planning & execution of 5,550 person rally, fundraiser & concert featuring President Bill Clinton & *Jimmy Eat World*; directed over 125 fundraising events in Arizona, 8 featuring US Senators
- Managed a 10-person staff and national consulting team that implemented 47 fundraisers in 12 states & territories; lead an online & email strategy that generated \$1,201,332.89; managed direct mail program that raised \$111,388.06
- Wrote campaign finance plan; established and tracked monthly & quarterly fundraising goals; coordinated with Campaign Manager to predict & track cash flow; oversaw preparation & submission of FEC disclosure reports

Committee to Elect Earl Ray Tomblin 2011

Charleston, WV

Finance Director

February 2011 – October 2011

- Earl Ray Tomblin elected West Virginia's 35th Governor; defeated self-financed drilling executive, Republican Bill Maloney, by a 2-point margin in the special general election
- Drafted & implemented a primary and general election finance plan that raised \$4,210,219.37 in cash and in-kind contributions from 4,312 individual donors and 184 PAC's in 38 states – the greatest amount raised of all candidates
- Managed 4-person finance staff; coordinated with 12-person finance committee to utilize Governor's existing donor networks and recruit 5 new bundlers to the finance committee
- Lead planning & execution of over 75 fundraising events in four states; established and tracked monthly & quarterly fundraising goals; directed candidate & surrogate call time program; utilized NGP Software to track outstanding pledges & follow up correspondence; oversaw preparation and submission of West Virginia state compliance reports

Future PAC – Campaign Committee for the Oregon House Democratic Caucus

Portland, OR

Finance Director

August 2011 – January 2011

- Developed and executed a finance plan that raised \$2,528,109.28 in cash and in-kind contributions from individual donors, PAC's, and caucus member PAC's
- Directed caucus individual giving program, "House Builders," that raised over \$500,000 in contributions; expanded individual donor base by 30% and raised \$40,000 more from individuals than during the previous election cycle
- Managed call time program for 6 members of the House Leadership Team; utilized NGP Software to manage follow up on all correspondence and pledges; established and tracked quarterly & monthly fundraising goals

Office of Representative Greg Matthews

Salem, OR

Legislative Assistant

December 2008 – June 2009

- Executed a legislative strategy that passed 6 of the Representative's priority bills through both Legislative chambers; worked with counsel to amend and draft legislation; executed an earned media strategy that drafted 15 press releases and 2 op-ed columns; coordinated media contact and planned press events; managed production of district-wide newsletter

Friends of Greg Matthews

Gresham, OR

Campaign Manager

June 2008 – November 2008

- Defeated Representative John Lim, a 13-year incumbent state legislator, by a 9-point margin; executed a fundraising strategy that raised \$498,582.62 in total contributions; coordinated field program that attempted over 100,000 voter contacts – an all-time Oregon House Democratic record – and made over 30,000 direct voter contacts

Arnie Roblan for State Representative

Coos Bay, OR

Field Director

June 2006 – November 2006

- Executed a field plan that made direct contact with over 20,000 voters through the recruitment and management of 125 individual volunteers; implemented two-week GOTV effort that made over 7,500 voter contact attempts

Education

Oregon State University; Bachelor of Science, Political Science

Corvallis, OR

Magna Cum Laude & Phi Kappa Phi

September 2003 – June 2008