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Michael A. Schultz

Experience

November 2011-Present *Berger Hirschberg Strategies* Washington, DC

Development Director

- Serve as Deputy National Finance Director for: Senator Jeanne Shaheen (NH); Tom Barrett for Wisconsin; Congressman Sandy Levin (MI); Congressman Greg Meeks.
- Manage national fundraising for clients including: Human Rights Campaign; Senator Bob Casey (PA); Saving Florida's Future (Senator Nelson Super PAC); Democratic Governors Association; Mainers United for Marriage; Economic Innovation Institute; Educating Maryland Kids; Tony Blair Faith Foundation.
- Create client-specific finance plans to ensure quarterly cash flow demands are met.
- Conceptualize, plan, and execute fundraising events to raise \$10,000-\$500,000 per event.

June 2011-November 2011 *Jeff Anderson for Congress* Duluth, MN

Finance Director

- Managed Finance staff and interns.
- Prepped and staffed candidate call time.
- Managed portfolio of high and low dollar fundraising events.
- Worked with compliance accountant to complete FEC filings.
- Scheduled and drafted fundraising emails.

December 2010-February 2011 *James Cappleman for Alderman* Chicago, IL

(W) Finance Director

- Create and implement finance plan to raise remainder of \$200,000 budget in 83 days in an 11-candidate field for February 22nd Primary Election.
- Lead donor-prospecting research.
- Manage portfolio of major fundraising events.

June 2010-November 2010 *Citizens for Lisa Madigan* Chicago, IL

(W) LGBT Outreach Director

- Recruited and managed 200-member "LGBT for Lisa" committee to turn out LGBT and allied voters.
- Planned and oversaw fundraising events for 100+ LGBT community leaders to cultivate new relationships and create a broad coalition of individual and institutional support for the Attorney General.
- Drafted weekly LGBT email updates; wrote Op-Ed's for the Attorney General.

Education

2006-2010 DePaul University Chicago, IL

- B.A., Political Science, History