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## Bailey K. Childers

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### PROFESSIONAL EXPERIENCE

#### **H&R Block, *Director of State Government Relations***

Washington, DC, February 2018-Present

- Represents company before 25 state legislatures as well as executive agencies and industry organizations
- Develops positions and political strategy to facilitate business objectives in collaboration with company executives and internal stakeholders
- Hires and manages contract lobbyists in multiple states

#### **National Public Pension Coalition, *Executive Director***

Washington, DC, December 2014-February 2018

- Collaborated with national board to develop annual goals, legislative targets and organizational strategic plan
- Managed \$1.2 million annual budget, staff of three, and lobbying and advocacy efforts of 15 state coalitions
- Approved, disbursed, and oversaw over \$300,000 in grants to states to conduct policy campaigns that include policymaker education, press outreach, and grassroots lobbying
- Developed national and state-based communications and research strategy; served as spokesperson for organization with press, key partners, and allies

#### **Florida Coordinated Campaign, *GOTV Director***

Tampa, FL, August 2016-November 2016

- Wrote and executed Florida GOTV plan and budget including volunteer and paid canvassing, early vote and GOTV events, and statewide and regional trainings
- Hired and managed 18 staff

#### **Center on Budget and Policy Priorities, *State Strategies Manager***

Washington, DC, May 2013-November 2014

- Advised state affiliates on strategic campaign planning, direct voter engagement, lobbying, and coalition development needed to accomplish budget and tax policy goals
- Monitored trends in state tax policy and facilitated sharing of best practices for tax and budget advocacy work
- Designed and implemented mail, phone, and digital programs to achieve policy victories
- Cultivated and managed strategic partnerships at national and state level

#### **American Federation of State, County, and Municipal Employees (AFSCME), *Political Action Representative***

Washington, DC, March 2009-May 2013

Managed all aspects of \$1.5 million political and legislative organizer program

- Recruited, hired, trained, and managed 25 political and legislative organizers

- Worked with organizers to develop regional and state plans to achieve overall political goals of increased voter registration, activism, and PAC contributions of members; generated over 22,000 new activists across 13 states

Managed \$2.8 million in-kind for 2012 Presidential campaign staff deployment, 289 staff to 15 states

Coordinated grassroots lobbying efforts for 2009 healthcare campaign

- Integrated new technologies (i.e. texting, email, social media, patch through calls) into traditional field campaign; generated over 99,900 calls on patch through lines, collected over 9,000 new member email addresses and added 1,400 numbers to texting program

GOTV Director for We Are Wisconsin, We Are Ohio

- Wrote and executed WI GOTV program resulting in 750,000 door knocks and 1.3 million calls over a four day period
- Managed combined AFL-CIO and We Are Ohio GOTV program that conducted 850,000 door knocks and 1.8 million phone calls over a four day period
- Wrote and managed \$100,000-200,000 GOTV budgets for supplies, food, literature
- Trained 500 members, staff, and volunteers on GOTV program

### **Women's Voice. Women Vote, *Political Director***

Washington, DC, July 2008-March 2009

- Developed and implemented national and state-level political plan for the 2008 cycle
- Represented organization at national and state collaborative meetings and tables

### **Hillary Clinton for President**

July 2007 – June 2008

*National Campaign Staff, Arlington, VA, March 2008-June 2008*

*Iowa GOTC Director, Des Moines, IA, Nov 2007-Jan 2008*

*Iowa Deputy Field Director, Des Moines, IA, July 2007-Nov 2007*

Directed a \$350,000 multi-tiered 19-state Superdelegate retention program

- Hired and supervised grasstops and grassroots lobbying staff

Developed and managed innovative GOTC "Get out to Caucus" Program, designed to educate and motivate supporters to caucus through a house meetings model

- Recruited and hired 113 staff within a matter of weeks
- Set program, goals, managed day-to-day metrics of program, and mentored regional leads

Assisted Field Director with management of Iowa Caucus field team

### **Democratic National Committee, *Regional Field Organizer***

Harrisburg, PA, Jan 2006-Jan 2007

- Designed a multi-faceted training program in five counties for targeted candidates
- Combined training, voter contact, and Get-Out-the-Vote (GOTV) efforts to increase Democratic performance in 28-county region
- Contributed to the development of a four-year state strategic plan for the PA Democratic Party

### **John Kerry for President, *Deputy Regional Field Director***

Harrisburg, PA, July 2004-Nov 2004

- Assisted the Regional Field Director in managing 14-county Central Pennsylvania region

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## EDUCATION

**Master of Arts in Public Management**, Johns Hopkins University, Washington, DC

**Bachelor of Arts in Political Science**, Wellesley College, Wellesley, MA

B.A. Magna Cum Laude: *Honors*: Phi Beta Kappa, Pi Sigma Alpha