

## **Michael J. Tate**

– Milwaukee, WI

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### ***Professional Experience***

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#### **Wavecrest Consulting and Analytics, LLC**

June 2015-present

Founder and Principal: provide strategic guidance, fundraising, communications, and operational support to political, issue advocacy, and private-sector clients. Select clients highlighted below

#### **Wisconsin Center District**

October 2019-present

Consultant: provide strategic guidance, government relations, communications, workforce diversity and political advice for a \$350 million convention center expansion

#### **Milwaukee Bucks, LLC**

July 2015-present

Consultant

- Lead on political and government affairs for City of Milwaukee and Milwaukee County for construction of \$1 billion arena and surrounding development
- Assisted with community outreach that led to meeting and exceeded diversity and inclusion hiring goals
- Consultant on labor relations, political relations, select communications, and special projects as assigned

#### **Hilltop Public Solutions**

September 2017-November 2018

Consultant: worked in conjunction with WIN media firm to provide strategic guidance on multiple media campaigns

#### **Vision in Action**

June 2015-December 2019

Consultant

- Lead consultant and senior advisor for Wisconsin Donor Collaborative, including multiple 501(c)3, 501(c)4, and 527 organizations
- Wisconsin lead for Committee on States
- Represented Wisconsin at the Democracy Alliance
- Oversaw fundraising and spending of \$30 million, including \$16 million in conjunction with the Democratic Governors Association-affiliated entity in support of the Democratic nominee for Governor in Wisconsin

#### **Chris Abele for Milwaukee County Executive**

August 2015-April 2016

General Consultant

- Hired and managed consulting team that led to successful re-election of incumbent
- Advised campaign manager and team on day-to-day operations, including \$5.8 million budget

#### **Western Conservation Foundation**

September 2015-December 2018

Consultant

- Managed public lands advocacy campaign to pressure Speaker Paul Ryan to support re-authorization of the land, water, conservation fund
- Convened and managed a team of coalition partners
- Provided support and earned media opportunities for Senator Tammy Baldwin to demonstrate her support with non-traditional conservations and hunting allies

**National Education Association**

September 2015-January 2016

Consultant: in consultation with NEA political staff, designed political communications plan for swing-state college campuses

**Brico Fund**

June 2015-June 2016

Consultant: worked with largest Wisconsin progressive donor to build additional capacity for her priorities and evaluate needs of Wisconsin progressive movement

**Democratic Party of Wisconsin**

June 2009-June 2015

Chairman

- Elected Chairman of the Democratic Party of Wisconsin three times
- Designed and implemented programs across the state to drive up turnout and increase engagement
- Focused on building progressive networks across the state in all 72 counties
- Oversaw party operations in the historic election of Tammy Baldwin to the US Senate and took a leading role in the Wisconsin win for President Obama
- Transformed the Party into one of the strongest and most stable in the nation, recognized for its professional staff, reliable and consistent candidate services, and ability to raise and manage the resources needed to be competitive in races up and down the ticket
- Managed staff of over 2,300 and raised \$45 million during tenure as party chair

**Advancing Wisconsin**

March 2008-March 2009

Founder and Executive Director

- Fundraised \$5.6 million in seven months from state and national donors
- Ran the largest in the nation state-based independent expenditure operation in support of President Obama
- Ran the second largest independent expenditure operation in Wisconsin targeting over 20 legislative districts with multiple waves of direct voter contact in the last month of the election
- Oversaw a door-to-door canvass operation which knocked on over 1.4 million doors doing issue advocacy and direct support for the Presidential, 8<sup>th</sup> CD, and multiple legislative races
- Applied voter modeling and other variables to effectively target swing voters for mail, door, and phone programs
- Coordinated and built coalitions encompassing fellow progressive partner efforts
- Managed staff and canvass of over 1,000 individuals

**The Atlas Project/America Votes**

June 2007-November 2008

Consultant

- Worked with America Votes partners, the state party and other key leaders to review the past experiences of presidential campaigns in Wisconsin and produced a report outlining the path to victory in Wisconsin
- Worked with the America Votes table in Wisconsin, Minnesota, and Missouri to compile 2008 electoral plans, build coalitions, and track progress towards implementation.
- Worked jointly with state directors to seek funding for electoral plan and modified and evaluated plans and funding requests over the course of the cycle

**Fair Wisconsin**

January 2007-December 2008

Consultant: designed and implemented political strategy and a legislative agenda to pass domestic partner registry bill

**Doyle for Wisconsin**

January 2007-December 2007

Political Director: managed political and fundraising needs, as well as campaign-related media inquiries as assigned by Governor Jim Doyle

**Fair Wisconsin**

December 2005-November 2006

Campaign Director

- Led campaign to defeat a constitutional ban on civil unions and marriage
- Hired and managed a finance, communications, field and political staff of 58 with 10 regional offices
- Cultivated and grew over 11,000 grassroots volunteers in every Wisconsin county
- Oversaw a finance program with over 12,000 donors utilizing a major donor, direct mail and internet fundraising program that raised \$5.3 million
- Served as official media spokesperson for the campaign while overseeing an aggressive earned media plan
- Built large and diverse coalition in support of Fair Wisconsin's efforts consisting of labor unions, professional organizations, business groups, faith denominations, and progressive organizations
- Mobilized voter turnout operations in progressive communities, particularly students, garnering the highest young voter turnout nationwide in 2006

**America Coming Together**

April 2004-November 2004

Deputy State Director—Wisconsin

- Assisted State Director with hiring and managing field, political, and communications staff, including direct management of the base vote and student organizing departments
- Managed 5,000 staff and canvassers

**Dean for America**

August 2003-February 2004

Wisconsin State Director

- Managed staff of 150 within field, political, strategic, and communications departments
- Cultivated and organized over 18,000 grassroots volunteers in every Wisconsin county
- Won delegates in every congressional district

**AFSCME Council 40**

September 2002-December 2002

Regional Political Coordinator

**Kathleen Falk for Governor**

April 2002-September 2002

State Field Director

**Democratic Party of Wisconsin**

January 2000-August 2000

Special Projects Coordinator

**Wisconsin Democratic Coordinated Campaign**

August 2000-November 2000

Statewide Student Coordinator

**College Democrats of America**

July 2000-January 2002

National Vice President

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**Education****University of Wisconsin-Madison**

2005

Bachelor of Arts: Political Science