

JOHN O'DONNELL

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133 PARK STREET · BUFFALO, NEW YORK · 14201

February 1, 2013

Hon. Betty Jean Grant
Chairwoman
Erie County Legislature
92 Franklin Street
Buffalo, New York 14202

Dear Madam Chair:

I am writing to request consideration for reappointment as Commissioner of the Erie County Water Authority.

I welcome the opportunity to meet with you and other members of the County Legislature to discuss my tenure as Commissioner and vision for the future, as well as to hear what priorities you and your colleagues have for the Authority.

Public service, with the goal of improving this great community, is a privilege, and I have been honored to serve the ratepayers of the Erie County Water Authority for the past three years. I respectfully ask for the opportunity to serve another term.

I can be reached by phone at 716.818.3000 or by email at JODonnell@BoltonStJohns.com.

Regards,



John O'Donnell

JOHN F. O'DONNELL

133 Park Street • Buffalo • New York • 14201
716.882.3100 • JODonnell@BoltonStJohns.com

SENIOR EXECUTIVE PROFILE

GOVERNMENT AFFAIRS / BUSINESS DEVELOPMENT / PUBLIC RELATIONS *Strategic Growth • Crisis Management • Innovative Solutions*

- ◆ Over 15 years in government, government relations and politics throughout New York State.
- ◆ Proven record of innovation and success in high pressure and high profile situations.
- ◆ Strong background in team building, motivation and leadership across broad functional disciplines. Additional qualifications in building and maintaining customer relationships across diverse industries.
- ◆ Proven success in developing and implementing strategic plans including media, business and political campaigns.

Core Competencies:

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|------------------------|---------------------------------|----------------------------------|
| ✓ Communications | ✓ Grassroots Strategies | ✓ Change Leadership |
| ✓ New Media Strategies | ✓ Strategic & Business Planning | ✓ Compliance & Regulatory Issues |
| ✓ Team Building | ✓ Speech Writing | ✓ Risk Management |
| ✓ Media Plans | ✓ Crisis Management | ✓ RFP Strategies |

CAREER HISTORY

BOLTON ST. JOHNS, LLC

2009 - present

Senior Vice President/Communications Director (06/09 – present)

Senior team member for one of New York's premier government relations and public affairs consulting firms, providing strategic advice, counsel, and value-added services and delivering solid and smart messages to key decision-makers in both the public and private sectors. Regularly ranked among the top five firms in the state, Bolton St. Johns has a proven record for developing and implementing strategic plans and delivering tactical results for our clients. We help our more than 75 clients develop and communicate their message to key decision makers nationwide. Our goal is to help companies, communities and non-profit organizations become part of the legislative and regulatory dialogue in a positive and productive way. Whether discussing a simple idea or a complex policy matter – our team knows how to communicate valuable information and insight that can influence decision makers at all levels of government.

O'DONNELL & ASSOCIATES, LLC

2002 - present

President (01/02 – present)

Founded a government affairs and political consulting firm that specializes in providing services to non-profits, economic development to business and political consulting services to statewide and local candidates. O'Donnell & Associates provides clients with in-depth blueprints for success throughout the public sector, specifically in Western New York, Albany and Washington DC. We develop strategic plans; build coalitions and multifaceted media campaigns to achieve client's objectives. Developed economic development packages for business. Current clients range from a multi-national corporation and a local labor union.

- Successfully passed legislation
- Developed community based partnerships and coalitions
- Development of a winning, disciplined message and specialized media and marketing plans
- Advance work
- Communications plans
- Obtain economic development packages that allowed businesses to grow, compete and expand in Western New York.
- Elected political candidates to office.

CANISIUS COLLEGE

2008 - present

Adjunct Faculty, Political Science Department

Member of the Adjunct Faculty of the Political Science Department at Canisius College. Taught "Constitutional Foundations of American Democracy" about the history, theory, practice and evolution of the United States Constitution and "Introduction to American Government" about the United States Government.

- Taught classes up to 32 students
- Consistently rated "outstanding" by students

O'DONNELL FOR NEW YORK

2004 - 2006

Campaign Manager (03/04 – 7/06)

Managed statewide campaign for Democratic Candidate for New York State Attorney General. Assisted former US Attorney from Upstate New York in gaining statewide name recognition and political support including endorsements from statewide organizations, unions, county committees and NYC political clubs.

- Raised \$1.2 million
- Wrote and executed campaign plan
- Handled all communications and media strategy
- Supervised campaign team of 16

OFFICE OF NEW YORK STATE COMPTROLLER

Regional Director for Central & Western New York (02/03 – 10/04)

Served as State Comptroller's liaison to state, county and municipal officials in Upstate New York. Worked to leverage the New York State Common Investment Fund to benefit local municipalities and create jobs while protecting the pension fund for retirees. Served as senior policy advisor to the Comptroller. Represented OSC regarding matters concerning the Buffalo Fiscal Stability Board. Most notably worked successfully with the Buffalo Building Trades to convince Lowe's to build four local stores in partnership with organized labor, a first in Lowe's corporate history and a source of more than \$10 million in work here in WNY.

- Partnered OSC staff with local businesses
- Senior Policy Advisor
- Helped to create and implement matters concerning the Buffalo Fiscal Stability Board.
- Coordinated Comptroller Hevesi's involvement with local political candidates, monitored races, recommended endorsements and provided technical assistance to campaigns at the state, county and local level

UNITED STATES SENATE, OFFICE OF CHARLES E. SCHUMER

Director of Intergovernmental Affairs (03/00 – 01/02)

Served as Senator Schumer's liaison to state, county, city and other municipal officials. Recommended creative strategies to use Federal resources to help solve regional concerns and advance the Senator's agenda. As the principal deputy to the New York State Director, assisted in managing 35 state staffers in 8 different regional offices. Coordinated the Senator's involvement with local political candidates, monitored races, recommend endorsements and provided technical assistance to campaigns at the state, county and local level.

- Served as Senator's political liaison throughout New York
- Staff member responsible for Energy Committee work in New York
- Responsible for economic development projects in various part of the state
- Helped coordinate Senator's 62 County Tour (2000 and 2001)

Western Regional Director (01/99 – 03/00)

Served as Senator Schumer's voice in Western New York. Advised Senator on local issues, initiated and executed local projects and advanced and publicized the Senator's agenda. Served as liaison to local officials and business community leaders. Represented the Senator on public panels and through surrogate speaking. Coordinated efforts to create jobs in Western New York. Worked with Washington DC staff to establish a legislative agenda that met the needs of the Western New York region. Measured local opinion on issues and legislation. Provided local information and logistical support to other federal officials including Customs Director Ray Kelly and Attorney General Janet Reno.

- Coordinated federal efforts to bring JetBlue and Southwest Airlines to Buffalo
- Developed WNY federal agenda
- Worked on efforts to keep power produced at Niagara Power Project local
- Planned, coordinated and scheduled Senator's travel and meetings throughout Western New York

JOHN F. O'DONNELL

Upstate Director (Schumer '98 Senate Campaign) (03/98 – 12/98)

Worked to increase Democratic turnout and win votes to elect Congressman Charles Schumer to the US Senate in a three way primary and against the three-term incumbent. Coordinated GOTV efforts including phone banks, rallies, and canvassing with local campaigns and county parties. Coordinated special events including a statewide bus tour with local officials and Senator Daniel Patrick Moynihan and multiple rallies in cities across New York State.

- Handled political outreach
- Coordinated field and Get Out The Vote efforts
- Planned, coordinated and executed statewide bus trip with multiple rallies in multiple cities

ERIE COUNTY DEMOCRATIC COMMITTEE

Political Director (01/97 – 03/98)

Assisted candidates endorsed by the ECDC in all aspects of their campaigns including development of campaign plans, media strategy, mailings and literature. Prepared the ECDC's quarterly newsletter, printed and prepared petitions, coordinated phone banks and bulk mailings, and represented the ECDC Chairman at community meetings and political events. Responsible for the ECDC's annual budget and financial obligations including payroll and filing financial disclosure forms with the Erie County Board of Elections. Coordinated all aspects of fundraising including the Chairmen's Council, solicitation of major donors, and organization of fundraising events, including invitations, ticket sales, speakers, entertainment, and follow up.

- Coordinated 1998 endorsements including making Erie County the only county to endorse both future winners Eliot Spitzer for Attorney General and Charles Schumer for U.S. Senate.
- Raised over \$600,000 in 1997

NEW YORK STATE COORDINATED CAMPAIGN (VICTORY '96)

Target Field Coordinator (07/96 – 12/96)

1996

Responsible for field activities to increase voter turnout; planned and organized bus trips for state and congressional candidates (as well as featured speakers) to state-wide rallies throughout targeted congressional districts, arranged student rallies for public officials including then First Lady Hillary Rodham Clinton. Coordinated GOTV efforts including phone banks, volunteer recruitment, leafleting activities and Election Day activities in New York's First Congressional District.

HOUSE OF COMMONS, PARLIAMENT, UNITED KINGDOM

Research Assistant (01/95 – 09/95)

1995

Alex Carlile QC MP – Addressed constituent concerns, handled daily correspondence, researched issues and bills for debates; wrote speeches for conventions, television, and floor debates, and issued press releases. Prepared Member of Parliament for national and international television and radio interviews, including a nationally televised debate. Participated in drafting the Liberal Democrat's health policy and was part of a team responsible for preparing the policy for release to the press. Used the Parliamentary Data and Video Network to make Mr. Carlile one of the first MP's "online" and established a party site with links to other European political parties

UNITED STATE IMMIGRATION SERVICE

1992 - 1996

Clerk

Responsible for file management and modernization of file systems. Prepared training presentations and reports. Coordinated Naturalization Ceremonies at various sites, including the Buffalo Zoo and the George Eastman House.

JOHN F. O'DONNELL

EDUCATION

CANISIUS COLLEGE, Buffalo, NY

Bachelor of Arts, History 1996

- Graduated *Cum Laude*, Canisius College History Honors program; Irish Studies minor
- *Phi Alpha Theta*, international history honors fraternity; Raichle Scholarship for outstanding pre-law students; Dillon Scholarship for undergraduate achievement

ST. JOSEPH'S COLLEGIATE INSTITUTE, Kenmore, NY

New York State Regents Diploma

- School honors

STATE UNIVERSITY OF NEW YORK AT BUFFALO, Amherst, NY

Juris Doctor, 2010

AFFILIATIONS

- Transplant Miracles Foundation – Founder and Board President
- Upstate New York Transplant Services Foundation – Vice-President, Donate Life Foundation Board and Volunteer Spokesman
- Frequent Political Analyst, *Your News Now*, Time Warner Buffalo 24 hour news station
- Buffalo 2032 – Past Board Member
- Frank Lloyd Wright Boat House – Board Member
- Political Columnist, *The Buffalo Examiner* (defunct)
- Women Elect – Board Member
- Buffalo Police Foundation – Board Member
- Buffalo Canoe Club – Member
- Erie County Water Authority – Commissioner, Treasurer

AWARDS

- 40 Under 40, *Buffalo Business First* (2008)
- Rising Star, *The Capitol Newspaper* (Albany) (2009)