Justin C. Johnson

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EDUCATION

University of Maryland Baltimore County   **Grad: May 2020**
- *M.A. Economic Policy Analysis*
- *B.S. Financial Economics*
- *B.A. Sociology*

Core Studies & Technical Skills

Finance & Economics
- Cost-Benefit Analysis
- Economic Forecasting
- Business Accounting
- Financial Modeling
- Quantitative Methods

Data Software & Analytics
- Applied Econometrics
- STATA, MySQL
- Python, Linux, C++
- QuickBooks, Excel
- Capital IQ, GitHub

Public Policy & Administration
- Policy Development
- Budget Analysis
- Organizational Management
- Program Evaluation
- International Finance

WORK EXPERIENCE

Co-Founder & Senior Campaign Organizer: Organizing Black   **(Jun 2016 – Jun 2020)**
- Co-founding member & senior organizer of Baltimore-based 501-C3 organization. Worked directly under Executive Director, Director of Strategy, and Director of Finance to develop issue-based campaigns that solve and address political issues in Baltimore City.
- Developed organizing institute program which has currently trained over 50 local community-organizers on how to coordinate local and national political campaigns, manage public organizations, and build mass mobilization projects.
- Worked with Director of Finance throughout the COVID-19 pandemic to oversee various fundraising initiatives, accumulating over $500,000 in discretionary funds from a mix of public organizations, private firms, and individual donations.
- Responsibilities include: Developing campaign strategy, database management, creating and analyzing budgets, fundraising, mass outreach, data and policy research, leadership development, and project management.

Lead-Coordinator & Student Researcher at Blueprint for Baltimore   **(Nov 2019- Jan 2020)**
- Partnered with the Open Society Institute, T-Rowe Price, CASA, and HR&A consultants to coordinate the Blueprint for Baltimore research campaign. This campaign was designed to collect and utilize data from Baltimore City residents to better equip city government with the ability to understand and serve the public, as well as giving voters the ability to better monitor public officials and hold city leaders accountable.
- Lead personal campaign team of 5 part-time employees and 10 volunteers to collect, process, and analyze over 5000 surveys from all 12 Baltimore City legislative districts within 3 months.
- Coordinated with community organizations, researchers, government officials, and legal consultants to design research methodology and perform statistical analysis using R and Excel software.
- Additional Tasks: coordinating field campaign operations, fundraising, budgeting, processing payroll, consulting, data analysis, SEO, social media management, developing research methodology, and technical support.

Financial Administrator at BHSI   **Baltimore, MD**   **(Dec 2018 – Jun 2019)**
- Provided bookkeeping, consulting, and data analytics services for the Bicycle Helmet Safety Institute, a non-profit organization providing safety products and educational services to bicyclists.
- Developed organizations QuickBooks account and provided consulting and training for organizations leadership on how to use various automated systems to manage finances.
- Utilized data management software to perform analysis around receivables turnover, average processing times, payroll, and donor retention.
- Tracked financial and organizational deadlines alongside network of business and tax professionals in order to keep tax requirements, payroll, operational expenses, and other payments timely and efficient.
- Duties included: Bookkeeping, administration, financial statement analysis, asset management, payroll, data entry, bank reconciliation, and general consulting.

National Mobilization Coordinator at The Poor Peoples Campaign   Washington D.C.   (Jan 2020 - Jun 2020)
- Worked as a national lead coordinator with the Poor Peoples Campaign to mobilize over 1 million individuals across all 50 states for the June 2020 national mobilization and base-building campaign.
- Trained and prepared over 50,000 non-profit professionals, community organizers, and community volunteers on how to use digital technology to base-build for the campaign. Trained individuals on phone banking, SEO, social media, fundraising, database management, and more.
- Managed a personal team of over 500 phone bankers across Maryland, D.C., Ohio, Virginia, and Connecticut. Contacted over 250,000 households across the U.S. and secured over $50,000 in individual donations.
- Duties in: Management, coordinating canvassing and phone-banking operations, training campaign members and volunteers, fundraising, curating social media content, tracking finance deadlines, and event planning.

Graduate Research Assistant: UMBC Economics Department   Baltimore, MD   (Sep 2019 - Jun 2021)
- Worked alongside UMBC's Economics Department faculty to perform research and data analysis on various issues relating to economics and public policy.
- Used R and Excel software taken from the U.S. Census (IPUMS) and Capital IQ databases to measure the effects of the COVID-19 pandemic on IPO's, STEM education, and business development.
- Used STATA, Python, and QGIS software to develop maps that measure and describe the effects of various Maryland zoning policies on community development, state revenue, and wealth inequality.
- Supported various UMBC faculty with duties such as writing journal articles, peer advising, delivering presentations, and ensuring communication between different departments.

Electoral Campaign Lead at Joshua Harris for Baltimore   Baltimore, MD   (Jun 2017 - Nov 2018)
- Organized with core campaign team to coordinate electoral campaign for Joshua Harris's 2018 electoral run for the General Assembly of Maryland's 40th district office.
- Worked directly under lead campaign manager to plan daily field activities, train volunteers, coordinate phone-banking, and working with the treasurer to ensure that all financial reports were accurate and submitted on schedule.
- Used various campaign software tools like Nation Builder to effectively engage with over 15,000 city residents in Baltimore, resulting in an overall voter retention ratio of 2:1.
- Used media marketing software and tools like Google Ads to execute media-awareness and capacity building projects that helped bring in more than 150 long-term volunteers and over $25,000 in individual donations.
- Duties in: coordinating canvassing operations, fundraising, event planning, tracking campaign finance deadlines and requirements, project management, and campaign development.

Bookkeeper at Men's Grooming Den   Baltimore, MD   (Jun 2018 - Sept 2018)
- Utilized QuickBooks and Microsoft Office to conduct virtual bookkeeping services for a California-based startup providing men's beard-care products.
- Worked with a team of virtual bookkeepers to monitor accounts totaling over $250,000.
- Compiled financial reports pertaining to cash receipts, tax expenses, and monthly income statements
- Maintained general ledger, performed bank reconciliation, and closed accounts at end of period
- Investigated, analyzed, and solved inventory disputes recognized through division inputs and process errors.
- Duties included: Accounting, financial statement analysis, data management, and systems maintenance.

Black Census Project Field Organizer at Black Futures Lab   Baltimore, MD   (Mar 2018-Jun 2018)
- Partnered with the Black Futures to coordinate field operations in the Baltimore Region for the Black Census Project, the largest survey of Black people conducted in the United States since Reconstruction.
- Responsible for training volunteers, obtaining physical and digital reports/surveys, and performing data entry.
- Co-managed field team of paid canvassers and volunteers that obtained over 3000 surveys from Baltimore City residents in a span of 1 month.
- Compiled weekly reports on progress, performed secretarial duties such as taking meeting notes, and assisted in compiling media content such as flyers, interviews, photographs, and social media posts.