

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

Baltimore, MD (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: Blueprint for Baltimore

Baltimore, MD (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.
- Lead personal campaign team of 5 part-time employees and 10 volunteers to build, collect, process, and analyze over 5000 surveys from all 12 Baltimore City legislative districts over the course of 3 months.
- Used R statistical software to analyze survey responses. Measured constituent's support for specific legislation, political attitudes amongst city residents, and performed regression analysis to measure the relationship between community characteristics and political behavior.
- Additional tasks included 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.

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 conduct research and data analysis on various economic and policy-related topics.
- Used STATA, MySQL, Excel, and Capital IQ software to measure the effects of the COVID-19 pandemic on U.S. IPO's, STEM educational attainment, unemployment, and business development
- Utilized STATA, R, Python, and QGIS software to develop maps measuring the effects of various Maryland zoning policies on community characteristics such as school performance, unemployment, 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 operations, and maintain communication with treasurer to ensure that all financial reports were accurate and submitted on schedule.
- Used various campaign management software and databases such as NationBuilder, NGP VAN, Action Network, and Google Analytics to plot out territory for canvassing operations, craft voter surveys and canvassing scripts, and analyze voter background data to more effectively craft campaign materials and target key constituents.
- Used media marketing software Google Ads to execute media-awareness and capacity building projects that secured more than 50 long-term volunteers and over \$35,000 in individual donations.

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 Atlanta, GA (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.