

## *Professional Profile & Resume of Qualifications*

**Michael C. Ross**

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### **Professional Summary**

Experienced and innovative professional with over 45 years of expertise in legislative advocacy, public affairs, content development, grant writing, and policy analysis. Proven track record of shaping over 2,500 laws across local, national, and international jurisdictions, securing millions in grants, and developing impactful strategies to drive policy change. Adept at leveraging advanced communication skills, stakeholder engagement, and analytical acumen to influence decisions and deliver measurable outcomes. Highly skilled in education, economic analysis, and digital strategy, with a passion for mentorship, humanitarian work, and creating sustainable community solutions.

### **Core Competencies**

- **Legislative Advocacy & Policy Development** - Drafting legislation, coalition-building, regulatory analysis, and lobbying strategies.
- **Grant Writing & Fundraising** - Researching, preparing, and securing multi-million-dollar funding for nonprofits and advocacy organizations.
- **Content Development & Strategic Communication** - Authoring articles, white papers, legal documents, and marketing campaigns for diverse platforms.
- **Public Speaking & Presentation** - Delivering impactful speeches and presentations to legislators, corporate boards, and educational institutions.
- **Education & Training** - State-credentialed educator with 10,000+ classroom hours, curriculum development, and individualized tutoring programs.
- **Digital Strategy & Media Management** - Web development, SEO optimization, and social media outreach to amplify advocacy efforts.
- **Economic Analysis & Reporting** - Evaluating market trends, policy impacts, and financial strategies to inform business decisions.
- **Legal Research & Compliance** - Drafting contracts, legal briefs, and regulatory documents for courts, government agencies, and corporations.

### **Professional Experience**

#### **C&U Seminars - Advocacy & NGO Management (Africa) (2018-2022)**

- Led multi-nation advocacy campaigns, securing program funding and advancing legislative goals.
- Developed strategies to address economic sanctions and policy challenges.

#### **Grant Writer & Fundraiser (2011-2022)**

- Secured grants ranging from \$25 to \$5 million through research, proposal development, and compliance oversight.

- Prepared grant applications for national and international NGOs, PACs, and public agencies.

#### **MZ Advocacy – Legislative Analyst & Copywriter (England) (2015–2021)**

- Conducted research and policy analysis to develop communications and strategies.
- Strengthened relationships with legislators and advocacy groups to drive initiatives.

#### **MCR Public Affairs & Advocacy – Legislative Advocacy (1991–2018)**

- Directed lobbying efforts across 23 U.S. states, collaborating with legislators and stakeholders to influence policy.
- Delivered over 2,000 public testimonies and participated in 1,000+ press conferences.

#### **The California Index – Economic Analyst (2007–2017)**

- Created economic models analyzing market and legislative impacts on businesses and investments.
- Advised stakeholders on economic trends and policy developments.

#### **Credentialed Educator (2002–Present)**

- Delivered instruction in government, journalism, financial literacy, and computer science to diverse student populations.
- Developed individualized lesson plans and led over 60 emergency drills and one lockdown simulation.

#### **Content Creator & Strategist (2008–2022)**

- Developed and managed digital platforms, including websites, social media, and SEO campaigns.
- Produced content for newsletters, blogs, and advocacy initiatives, attracting audiences of over 350,000 views.

#### **Grand Jury Jurist & Court Officer (2019–2020)**

- Conducted legal research, authored reports, and supported judicial processes.

#### **Shofar – Managing Editor (1987–1991)**

- Managed editorial operations, increasing readership from 7,000 to 15,500 and revenue from \$35,000 to \$250,000 within four years.

#### **Key Achievements**

- **Legislation & Advocacy:** Drafted legislation and testified before U.S. Congress, Israeli Knesset, United Nations, and Ugandan Parliament.
- **Economic Analysis:** Monitored 600+ NYSE and NASDAQ listings and authored economic reports to influence investment strategies.
- **Grant Writing Success:** Secured over \$5 million in NGO funding, including the most recent grant approved in February 2023.
- **Community Impact:** Mobilized 15,000 constituent calls and letters to U.S. Senate through grassroots campaigns.
- **Content Creation:** Published 35+ articles and developed content reaching 395K+ readers and 735K+ views.

- **Public Speaking:** Delivered impactful presentations to legislative bodies, corporate boards, and public forums.
- **Media Recognition:** Recognized as one of the "10 Most Influential People" in the Sports Card Industry, surpassing Joe DiMaggio.

### **Volunteer Service & Leadership**

- **Board Memberships:** Uganda's Joles School (2017-Present), International Jewish Muslim Dialogue Center (2017-2018), Aragon HOA (2013-2016), DVHOA (2001-2012).
- **Community Development:** Helped attract NBA sports to Sacramento, contributed to community plans, and influenced stadium design.
- **Campaign Management:** Coordinated grassroots advocacy, including viral campaigns and social media strategies.
- **Events & Fundraising:** Organized press conferences, lobbying days, and charity events.
- **Awards & Recognition:** ACE Award recipient (2001) for advocacy and community service.

### **Education**

- **Juris Doctor (JD)**
- **Bachelor of Science (BS) - English/Government**
- **Teaching Credential**

### **Technical Proficiencies**

- **Software & Tools:** Microsoft Office Suite, WordPress, Drupal, SEO, PowerPoint, Excel, HTML/CSS.
- **Content Management:** Newsletters, blogs, press releases, grant proposals, and white papers.
- **Media & Communication:** Public speaking, digital marketing, social media campaigns, and fundraising strategies.
- **Research & Analysis:** Legislative tracking, economic modeling, compliance reporting, and policy analysis.