

James B. Hilz
8357 Breckenridge Way
Columbus, Ohio 43235
614-854-9258

PROFESSIONAL EXPERIENCE

EXECUTIVE DIRECTOR

2003 – PRESENT

Building Industry Association of Central Ohio
495 Executive Campus Drive
Westerville, Ohio 43082

DIRECTOR, GOVERNMENTAL AFFAIRS

1997 – 2003

Ohio Association of REALTORS, Inc.
200 East Broad Street
Columbus Ohio 43215

- Formulate and coordinate association legislative policy for Ohio's largest trade association (over 31,000 members).
- Lobby Ohio General Assembly and Ohio Congressional Delegation including preparing and presenting oral and written testimony on association policy.
- Develop new association grassroots programs to identify contact teams for all federal and state legislators matched to the districts, track legislative contacts, develop coalitions, and identify upcoming legislators by forming relationships with local elected officials.
- Design and manage OAR Legislative Conference annually for over 200 Realtors and members of the Ohio Legislature.
- Develop association Political Action Committee programs to maintain current contribution levels (over \$600,000) and impact legislative races.
- Manage Political Action Committee funds and accounts, and work with bank on account management.
- Assist 60 local boards of REALTORS with grassroots lobbying and campaign organization for local issues.
- Publish weekly legislative newsletter and governmental affairs articles for *Ohio Realtor*.
- Assist in budget preparation for Governmental Affairs Division (\$650,000).
- Legislative responsibilities include; residential and commercial real estate, school funding, property tax, environment and land use, economic development, tax policy, budget and appropriations legislation, property rights, the Ohio Department of Commerce, the Ohio Department of Health, and the Ohio Environmental Protection Agency.
- Direct Public Policy support staff and PAC administrator.

MANAGER, GOVERNMENT RELATIONS

1994 – 1997

Anthem, Inc.
Anthem Blue Cross and Blue Shield
37 West Broad Street, Suite 980
Columbus, Ohio 43215

- Coordinated the development of company policy on federal and state legislation and state agency rules impacting Anthem and its subsidiaries.
- Communicated Anthem positions on issues to Congress and state legislators, staff, state agencies and interested parties.
- Presented oral and written testimony on Anthem policy to state legislative committees.
- Administered the Anthem Political Action Committee, including the reorganization of three state PACs into one federal PAC for Ohio, Indiana and Kentucky. Implemented PAC fundraising efforts of employees.
- Organized industry coalition efforts to defeat legislation, including the "Coalition of Managed Care."
- Researched and responded to constituent requests from legislators.

- Assisted in Anthem corporate reorganization with the Ohio Department of Insurance.
- Legislative responsibilities included; managed care, worker's compensation, mandated benefits, investment and accounting, insurance agent, tort reform, budget and appropriations, life insurance issues, property and casualty, the Ohio Department of health, and Ohio Department of Insurance.

DIRECTOR OF GOVERNMENTAL AFFAIRS

1991-1994

Ohio Association of REALTORS
200 East Town Street
Columbus, Ohio 43215

- Coordinated lobbying efforts for Ohio Legislature including monitoring legislation, formulating association policy positions and presenting testimony to Legislature.
- Managed legislative and political affairs for local boards of REALTORS in Ohio.
- Organized and implemented fundraising for REALTORS Political Action Committee and managed PAC.
- Designed and facilitated political affairs seminars for the national Association of Realtors to provide fundraising and grassroots lobbying training for REALTORS throughout the country.
- Developed new committees outside the legislative responsibilities to serve business needs of appraiser and auctioneer members of Ohio Association of REALTORS.
- Published monthly legislative newsletter and government affairs articles for *Ohio REALTOR*.

ASSISTANT DIRECTOR OF LEGISLATIVE AND PUBLIC AFFAIRS

1989 – 1991

Ohio Association of REALTORS

- Assisted in the coordination of lobbying activities for state association and local boards of REALTORS.
- Administered REALTORS Political Action Committee.
- Published legislative newsletter and contributed articles to *Ohio REALTOR*.

OFFICE MANAGER

1988 - 1989

The Success Group, Inc., Columbus Ohio

- The Success Group is an independent lobbying firm serving numerous clients on a variety of issues.
- Managed client billing, daily receivables and general office matters.
- Assisted clients with legislative activities.
- Coordinated political conferences including the "IMPACT OHIO" statewide post-election conference.
- Organized office relocation.

EDUCATION

The Ohio State University
Columbus, Ohio

B.S.A. – Business Administration – Marketing
March 1988

Attended Kent State University
Kent, Ohio

1983 – 1985

References available upon request