

# Jordan Primakow

3331 North Bartlett Avenue, Milwaukee, WI 53211 - jordan.primakow@gmail.com (608) 358-6623

---

## **Senior Intergovernmental Relations Manager, City of Milwaukee**

September 2019 - Present

Responsible for advocating and representing the City of Milwaukee's interests and relationships with all other governmental entities at the Federal, State and Local level. I directly represent over 10 individual City of Milwaukee departments, providing guidance and coordination for their efforts outside of the City.

- Intimately involved in the strategy, negotiation and passage of a generational legislative deal to provide increased shared revenue and a local sales tax for the City of Milwaukee which will provide over \$200mil in new revenues for City budgeting
- City's lead negotiator on new funding agreement for AmFam Field, which led to agreement that is zero-cost for the City, with additional revenues returning to the City over the life of the agreement
- Coordinate with Federal agencies and elected officials to obtain tens of millions of dollars in Federal grants for the City of Milwaukee
- Provide direct strategic advice to the Mayor and Common Council on advocacy with State officials

## **Director of Philanthropic Services, Jewish Community Foundation**

January 2016 - August 2019

Managed the operations and long term planning of a \$190 million community foundation in addition to cultivating a portfolio of high net worth donors. I oversee two administrative staff to maximize efficiency of operations, responsiveness to donor needs, and coordinate our work with the marketing and accounting offices. Additionally, I cultivate current Foundation donors while identifying and soliciting potential new donors.

- Oversaw the processing of over 4,000 individual grants totaling more than \$11 million in FY 2018
- Engaged and cultivated new high net worth donors to create multi-million dollar endowment funds
- Developed and oversaw implementation of more efficient processes for non-profit organization and grant review, donor advised fund procedures, and new grant making software
- Solicited over 75 Annual Campaign donors totaling several hundred thousand dollars in donations
- Coordinated legacy giving program with fifteen local partner agencies, resulting in over 75 new legacy commitments in FY 2018

## **Wisconsin Director, Registered Representative, Israel Bonds**

January 2015 – January 2016

As the lead representative for Wisconsin, I developed and implemented a detailed sales and marketing plan focused on expanding both individual and corporate sales throughout the state. I led efforts to expand sales into new areas of the state, and built relationships with new corporations for investment.

- Achieved over \$12 million in total sales, with \$7 million in corporate bond sales
- Reengaged and refocused the efforts of a 12-member volunteer advisory board to support outreach to new and continuing investors

## **Marketing and Sales Development, Badger Lite Company**

January 2014 – December 2015

At a critical time in my family's business, I joined the company with the purpose of creating a strategic plan to stabilize the current business model, grow revenue, and to prepare the company to be sold. I strengthened and re-established relationships with the existing client base and identified and closed a significant amount of new business. I created new marketing materials that effectively penetrated several previously untapped markets.

## Legal Positions

### Attorney, Halling & Cayo, S.C.

January 2013 – December 2013

I served as an associate attorney at a boutique law firm of 14 attorneys providing a broad spectrum of legal services. I primarily focused on expanding my skills and knowledge base in the areas of business and real estate law. I recruited new clients to the firm through networking and previous connections.

- Served as legal counsel for a new and expanding real estate brokerage
- Lead research attorney for the plaintiff's on a series of complex securities arbitrations cases

### Summer Associate, Friebert, Finerty & St. John S.C.

May 2011 – August 2011

In my role as a summer associate, I focused on local governmental policy. Specifically, I worked with a locally elected official to adjust a planned redistricting through the analysis of city census statistics. Coordinated with a prominent election law attorney on drafting a voter protection plan for the Democratic Party of Wisconsin. Additionally, I provided a corporate client with city and county development information in support of lobbying efforts for the creation of a Tax Incremental Financed (TIF) district.

### Judicial Assistant, Judge Marshall Murray, Milwaukee County Children's Court

Summer 2011

I served as the judicial aide to the Chief Judge of Children's Court where I coordinated the court's efforts to recruit more attorneys to take available casework. I also assisted the Judge in researching and drafting decisions.

## Government and Political Positions

### Campaign Finance Consultant, Tom Barrett for Governor

May – June 2012

I leveraged pre-existing relationships with leaders in the business and political communities to maximize financial support for the Mayor. I managed and executed the campaign's largest single fundraising event, securing over \$125,000 in donations. On Election Day, I led voter protection efforts in Waukesha County.

### Campaign Consultant, Mark Sanders for Milwaukee County Court

Summer 2011

As campaign consultant, I was responsible for the creation of all campaign strategy, structure, and messaging. In addition, I utilized existing relationships to secure endorsements from local law and judicial leaders. Candidate went on to win seat on Milwaukee County Circuit Court.

### Political and Deputy Finance Director, Doyle for Wisconsin

February 2008 – June 2009

In this role, I led individual donor relations and large-scale fundraising efforts on behalf of the Governor, raising over \$2mil in a non-election year. In addition, I coordinated efforts with then-Sen. Obama's presidential campaign to provide relationships and connections throughout Wisconsin.

### Assistant to the Deputy Chief of Staff, Office of Governor Jim Doyle

Dec. 2006 – Jan. 2008

I acted as point person to facilitate communication and policy initiative goals throughout the Executive Branch. In this role, I organized '06-'08 budget meetings between Democratic and Republican leadership. I played a key role in implementing policy initiatives including fully funding K-12 education, supporting the UW System, providing funding for stem cell research, and freezing property taxes.

### Northeast Wisconsin Lead Field Organizer, Democratic Party of Wisconsin

Fall 2006

I served as the lead organizer for the northeast Wisconsin region based in Green Bay. In this role, I led the recruitment and coordination of volunteers, event planning, and outreach to local government and business leaders. On Election Day, I coordinated get out the vote efforts for the Governor in 8 different counties. The Governor went on to win re-election, while nearly beating his opponent in his home region of Northeastern Wisconsin.

**Caseworker, Office of Gov. Jim Doyle**

May 2005- July 2006

As a caseworker, I was responsible for handling statewide constituent queries and complaints for eight different state agencies. I achieved a greater than 97% success rate in successfully resolving constituent issues. I became fluent in the functions and bureaucratic systems of Wisconsin government

**Appointments Associate, Office of Gov. Jim Doyle**

Sept. 2004- May 2005

Worked in Governor Doyle's office to assist the Appointments Director with recruiting, vetting and appointing hundreds of gubernatorial nominees. Nominees included appointments of local government officials, state board appointments, and the UW Board of Regents.

**EDUCATION**

**Michigan State University College of Law**

Juris Doctor, *Cum Laude*, May 2012

- Trial Practice Institute Litigation Program, Certificate.
- Teaching Assistant, Business Enterprises
- Arbitration Team Leader - 2012 Regional Champion

**University of Wisconsin - Madison**

Bachelor of Science, History and African American Studies, May 2005

**COMMUNITY MEMBERSHIPS**

- Board Member, Congregation Sinai
- Member, Association of Fundraising Professionals