

Eric Paul Munson

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PROFILE

Seasoned Public Affairs Professional with over 20 years experience in government affairs, public relations and financial services. Demonstrated expertise in:

- Public/Corporate/Government Affairs
- Leadership/Advocacy
- Drafting and Monitoring Legislation
- Lobbying
- Self-Starter and Independent Worker
- Program Planning/Implementation
- Strong Written and Verbal Communication Skills
- Consensus Building Leader
- Legislative Affairs/Development
- Political Campaign Consulting
- Corporate Communications
- Executive Liaison/Consultant

PROFESSIONAL EXPERIENCE

Arkansas Bankers Association
Little Rock, Arkansas

November 2011 - June 2014

Senior Vice President, Director of Legislation & Regulation

Responsibilities included overseeing association's Government Relations program at the state and federal levels. Advocated public policy positions in the best interest of Arkansas' bankers and the banking industry. Monitored and implemented legislation and issues for ABA with the US Congress and the Arkansas Legislature.

- Represented 125 banks in Arkansas with over 18,000 employees
- Administrator for 4 separate State PAC's and 1 Federal PAC with combined balances over \$350,000
- Organized and hosted fundraisers and silent auctions for political candidates – state and federal
- Conducted Seminars on Legislative and Regulatory Changes
- Hosted numerous Legislative lunches and dinner meetings across Arkansas – ABA Group Meetings
- Sponsored Capitol Hill visits to Washington, DC for lobbying efforts with the Arkansas Congressional Delegation
- Managed ABA Emerging Leaders Day at the Capitol for young banker advocacy
- Established the ABA Government Relations Advisory Committee
- Developed grass roots advocacy efforts for banks such as lawmaker bank visits, letter writing campaigns, and get out the vote initiatives
- Published monthly articles in *The Arkansas Banker* magazine publication
- Worked with regulatory agencies, such as Arkansas Bank Department, FDIC, OCC and Federal Reserve

Arkansas Secretary of State's Office
Little Rock, Arkansas

January-November 2011

Director, Business and Commercial Services

Responsibilities included overseeing filings for startup companies and entrepreneurs, articles of incorporation, collecting franchise taxes, recording trademarks, filing notary public certifications, issuing Authentication of Documents, as well as recording Uniform Commercial Code filings and agriculture liens. Coordinated outreach program to legislature, city and county officials, business community, trade organizations, and non-profit organizations. Monitored and implemented legislation and issues for the Secretary of State with Arkansas Legislature.

- Managed 20 full-time employees and 10 part-time
- Oversaw \$ 2.2 million annual budget
- Tracked 2011 legislation and attended legislative committees
- Prepared and organized Arkansas Notary seminars and outreach
- Supervised deployment of new BCS filing system
- Processed and collected over \$26 million in franchise tax revenue, representing over 100,000 franchise tax forms, 20,500 corporate filings since January 2011
- Drafted and delivered SOS BCS press releases and public service announcements
- Speaker to chambers, Rotary, Legislative events, and City/County events
- Administered launch of new SOS BCS website and web functionalities (corporate filings, franchise tax, name search, good standing letters, and UCC)

Consultant and Community Volunteer**2010****Little Rock, Arkansas**

- Served as consultant, volunteer, and fundraiser to various campaigns including John Boozman for US Senate, Tim Griffin for US Congress, and Rick Crawford for US Congress. Also, volunteered on Arkansas legislative races.
- Volunteered and assisted fund raising for The First Tee of Central Arkansas. Chairman, "Day at The Masters" and assisted with "The First Tee Classic" raising over \$45,000.
- Served as President of The Episcopal Collegiate School "Dad's Club" for the 2010 Annual Fund raising over \$100,000.
- City Fest, Inc. - Louis Palau Ministries committee member. Represented Immanuel Baptist Church and served on Little Rock Business Leaders Committee. Raised funds for Men's Business Luncheon and assisted with inter-city missions.

Office of Advocacy, U.S. Small Business Administration (SBA)**2005 – 2009****2120 Riverfront Drive, Little Rock, AR****409 Third Street, SW, Washington, DC****Regional Advocate****Involuntary Termination Due to Change in Administration**

Served as liaison between the Office of Advocacy, Regional Administrator and District Directors in Region VI (Arkansas, Texas, Louisiana, Oklahoma, and New Mexico). Interacted with small business communities as well as other federal, state, and local government agencies for the purpose of improving the small business climate in the region. Provided direction and guidance to District Directors, public information officers, and other SBA employees on matters pertaining to regulatory flexibility and the importance of small business to the local, state, and national economy. Systematically reviewed, collected, and analyzed information relating to small business interests. Established and maintained contacts with Governors, state economic development officials, small business organizations, state legislators, community leaders, educational and research programs, industry representatives and Chambers of Commerce. Conducted an extensive program of public appearances representing the interests of small business and the effects of government policies on business. Distributed briefing papers, special studies of business problems specific to region, speeches, and other outputs useful to an outreach effort.

Performance Awards received while serving as Regional Advocate (Arkansas, Texas, Oklahoma, Louisiana, and New Mexico)**Office of Advocacy:**

- Office of Advocacy "Award of Excellence" in recognition of outstanding job performance, 2006, 2007, 2008
- U.S. Small Business Administration "Star Award" – Small Business Week 2007
- Honored at 2007 Arkansas Small Business Day at the Capitol – Little Rock, AR
- Recognized as "2006 Small Business Leader" at Oklahoma Small Business Day at Capitol – Oklahoma City
- Awarded "2007 Friend of Small Business" at Texas Small Business Day – Austin, TX

Eric Munson and Associates, LLC**2001-2005****Little Rock, Arkansas**

Governmental relations consulting group at the local, state, and federal levels.

Clients: National Federation of Independent Business (NFIB)

Arkansas Wholesale Marketers Association (AWMA)

Associated Builders and Contractors of Arkansas (ABC)

Arkansas Independent Automotive Dealers Association (AIAOA)

- Started and organized Arkansas "Small Business Day" at the Capitol bringing small business owners and grass roots lobbying directly to legislators 2001, 2003, 2005. NFIB used Arkansas plan in the other states.
- Developed and implemented successful public affairs strategy during intense scrutiny for small business health care legislation - Associated Health Plans and Health Savings Accounts.
- Created and implemented Arkansas education scholarship program for high school graduates; this program targeted entrepreneurship education with responsible NFIB corporate involvement
- Researched, planned, negotiated, lobbied and secured legislation that resulted in over \$25 million in tax incentives for Arkansas economic development and entrepreneurship.
- Identified critical issues and legislation for Associated Builders and Contractors. Protected the construction industry from onerous tax, environmental, and anti-business legislation that has resulted in millions of dollars in cost savings/cost avoidance.
- Coordinated successful campaign that involved advocating company's business policies and issues to top government leaders, including Governors and other state leaders. These ongoing campaign efforts have led to improvement and action based on a more positive view of company's policies and values.
- As NFIB Arkansas State Director, hosted various small business roundtables with former President George W. Bush, former President Bill Clinton, former Vice-President Dick Cheney, Secretary of Commerce Don Evans, Secretary of Treasury John Snow, Governor Mike Huckabee, Governor Mike Beebe, US Senator Mark Pryor, US Senator Blanche Lincoln, and other federal and state officials.

- Developed and implemented successful public affairs strategy to pass Arkansas Tort Reform Legislation. Guided grass roots efforts and organized small business associations' lobby.

Salomon Smith Barney/Citigroup

1999-2001

Little Rock, Arkansas

Financial Consultant

Worked with individuals, groups, corporations, and institutions to understand their financial concerns, goals, and objectives, and to develop a customized investment program to meet those needs. Dedicated to solving financial problems, making appropriate recommendations, helping clients understand and manage the risks that accompany investing, and educating them to both the benefits and potential pitfalls of those recommendations.

Participated in SSB Training Program including various trips to the National Training Center in Hartford, CT and New York, NY (considered the top financial training program on Wall Street). Guided Portfolio Management Certified.

- Assisted in Underwriting 2000 - \$600 million Arkansas Highway Bonds (Lead Manager);
- Developed and organized strategy in underwriting Arkansas Development Finance Authority Housing Bonds (Lead Manager)
- Managed \$25 million in assets

Governor Mike Huckabee

1996-1999

Little Rock, Arkansas

Natural Resource/Economic Development Liaison, Legislative Aide

Agency Experience: Served as Governor's day-to-day representative to the public and state agencies:

Arkansas Development Finance Authority, Arkansas Department of Parks and Tourism, Arkansas Energy Office, Arkansas Oil and Gas Commission, War Memorial Stadium Commission, Arkansas Soil and Water Conservation Commission, and the Arkansas Game and Fish Commission. Also, served as liaison to the Arkansas Department of Economic Development, the Arkansas Employment Security Department, Arkansas Bank Department, Arkansas Department of Aeronautics, and the Arkansas Department of Rural Advocacy.

Legislative Experience: Served as Governor's staff representative to the Legislature during the 1997 and 1999 General Assembly; assigned to the House and Senate Revenue and Tax Committees, Insurance and Commerce Committees, Joint Retirement Committee, and the Agriculture and Economic Development Committees; lobbied legislators on behalf of Governor's legislative package.

Accomplishments: Assisted Governor in drafting and implementing tax reform legislation including individual income tax, property tax, and pro-business tax credits. Worked on economic development stimulus incentives, welfare reform, interstate branch banking legislation, tourism development, retirement relocation, War Memorial Stadium renovation, \$9.5 million Fort Smith Convention Center Project, \$11 million Alltel Arena (served as ex-officio member to Arena Board). Started First Tee National Youth Golf Program in Arkansas and implemented Hooked on Fishing Not Drugs. Also, contributed to Car Tag License renewal reform and the 1999 Arkansas Highway and Transportation Road Bond Program.

Stephens Inc.

1991-1996

Little Rock, Arkansas

Investment Banker-Public Finance/Governmental Relations

Banking Experience: Served as financial advisor, underwriter, and placement agent for Arkansas municipal bond issues. **Underwriting Experience:** School districts, cities, counties, improvement districts, universities, health care facilities, wastewater, industrial development, and state agencies.

Legislative Experience: Lobbying experience during the 1993 and 1995 general assemblies, including special sessions since 1992; covered Senate and House legislative committees, as well as state agencies and commissions; organized candidate fund-raisers at the state and federal level, and maintained relationships with legislators and federal officials. Registered lobbyist.

U.S. Senator David Pryor's Office

1988

Washington D.C.

Staff Assistant/Intern

Conducting legislative research, writing constituent correspondence, and serving as the senator's representative at various events.

HONORS AND ACTIVITIES

- Board Member, The First Tee of Central Arkansas
- Board of Trustees, Pulaski Technical College (Term 2001-2008), Secretary
- Chairman, State Chamber of Commerce Council Small Business Council (2001-2003)
- 2004 *Arkansas Business* "Top 40 Under 40."
- Arkansas Society of Professional Lobbyists
- Arkansas Society of Association Executives
- Southern States Energy Board (Appointed by Governor)
- Junior Deputy Youth Baseball Coach
- President, Robinwood Neighborhood Association (2004, 2005)
- United Way of America – Federal Employees Association – volunteer- (2005, 2006, 2007, 2008, 2009)
- The Episcopal Collegiate School, Little Rock, AR – active parent volunteer
- Sigma Chi Fraternity Alumni
- Active Member of Immanuel Baptist Church, Little Rock, Arkansas
- University of Arkansas Alumni Association
- American Red Cross Volunteer-CPR certified
- Associated Student Government, University of Arkansas-President (1989 – 1990)

EDUCATION

University of Arkansas at Fayetteville

May 1990

Fayetteville, Arkansas

Bachelor of Arts in Fulbright College of Arts and Sciences

Catholic High School for Boys

Graduated 1985

Little Rock, Arkansas

REFERENCES AVAILABLE UPON REQUEST