

# Paige O'Malley, MA

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## SUMMARY

Dedicated Government Affairs Professional with a proven track record of navigating complex legislative landscapes and advocating for policy initiatives at all levels of government. Extensive experience in collaborating with government officials, stakeholders, and industry leaders to drive legislative strategies. Adept at researching, analyzing, and interpreting policy issues, with a focus on achieving positive outcomes. Strong communication and relationship-building skills, ensuring effective representation and strategic engagement. Committed to advancing organizational goals through legislative insight, regulatory compliance, strategic communication, and impactful advocacy efforts.

## EDUCATION AND CREDENTIALS

### **Master of Arts in Government (2017)**

Regent University – Virginia Beach, VA

### **Bachelor of Arts in Political Science (2015)**

Old Dominion University – Norfolk, VA

### ***Technical Proficiencies:***

Electronic Pre-Session Agency Legislation (EPAL) Filing System; Lobbyist-in-a-Box (LIAB); LIS/VA General Assembly Programs; Virginia Townhall; Locality and State tracking systems; FiscalNote; FastDemocracy; VoterVoice; Salesforce; GrowthZone; Canva; Constant Contact; Razor's Edge; i360 Applications; Apple OS; Windows OS; Microsoft Office Suite: Word, Outlook, Teams, Excel, Access; Sharepoint; Social Media Applications

## EXPERIENCE HIGHLIGHTS

Virginia Passenger Rail Authority (VPRRA), *Richmond, VA*

### **Government Affairs Manager, 2023-**

Lead legislative strategies, policy development, and stakeholder engagement. Serve as the primary liaison with government agencies, advocate for budget allocations, and contribute to strategic planning. My role involves designing and executing impactful advocacy campaigns, engaging in coalition-building, and representing VPRRA at hearings and conferences. Ensure strict compliance with laws and regulations, addressing challenges proactively. Major policy focus areas include rail safety, reliable service, increased service, public engagement, and advancing multimodal transportation solutions with other agency partners. A comprehensive approach aiming to advance VPRRA's mission and boost the success of passenger rail initiatives in Virginia, while working closely with other state agencies and through the administration and Secretary of Transportation. My role also includes collaboration with Federal offices, agencies, and state coalitions to enhance a seamless and safe experience for passengers throughout the country.

Virginia Manufacturers Association (VMA), *Richmond, VA*

### **Government Affairs Manager, 2022-2023**

Identified & tracked legislative priorities; developed concise voting guides for use and publication; collaborated with industry stakeholders, state departments (Dept. Environmental Quality, Dept. of Natural Resources, Dept. of Labor, Consumer Services, and more), state and national trade organizations (American Chemistry Council, Virginia Chamber of Commerce, local chambers and manufacturing associations, etc.) of legislative and regulatory priorities; participate in and manage coalitions; testified in committees in Session; negotiated with adverse stakeholders; Engaged legislators on legislation in-session; facilitated factory tours and policy education with legislators outside of session; lead Political Action Committee (PAC) fundraising, strategy, and management; engaged and participated in regulatory working groups (Resiliency Working Group; Plastic Waste Prevention Advisory Council, Waste (Recycling) Development Workgroup—both of which focused on circular economy goals); managed industry

committee and subcommittee work (Energy Security, Waste & Recycling, Environmental: Water & Air Subcommittees, Virginia Chemistry Council – VA Chapter of the ACC, Workforce Development, Safety, Taxation); member mobilization and outreach; produced press releases on key issues; overall understanding of manufacturers' needs from large-scale chemical manufacturers to smaller paper recycling and sorting facilities; overall and in-depth understanding of the legislative, regulatory, and budget process as well as knowledge of the Virginia Political climate.

### **Legislative & Regulatory Areas of Work:**

PFAS, Plastics bans, chemical bans, recycling infrastructure, Energy cost mitigation, Corporate Tax Policy, Energy Intensive Trade Exposed (EITE) Industry exemptions, Energy Utility Negotiations, Energy Diversity (Natural Gas Preservation in the market), Workforce Development, Workforce Grants, Sustainable Energy, Procurement preferences for American and Virginia made products, Responsible and Humane Labor sourcing (Anti-child/slave labor produced minerals and source materials), K-12 Educational Development, Recycling Development; Recycling Infrastructure, Circular Economy, Above-Ground Storage Tank Regulation, Safety, Worker Compensation, Employment & insurance.

Virginia Craft Brewers Guild (VCBG), *Richmond, VA*

### **Government Affairs Manager, 2022-2023 (Concurrent with VMA)**

Identify & track legislative priorities; develop concise voting guides for use and publication; collaborate with industry stakeholders, state departments (Dept. Agriculture and Consumer Services, Virginia Alcohol Beverage Control), state and national trade organizations (Virginia Beer Wholesalers Association, Virginia wine Wholesalers Association, Virginia Wineries Association, Virginia Chamber of Commerce, national Brewers Association) of legislative and regulatory priorities; participate in and manage coalitions; Testify in committees in Session; Negotiate with adverse stakeholders; Engage legislators on legislation in-session; facilitate factory tours and policy education with legislators outside of session; engage and participate in regulatory working groups (Agrotourism Event Structures, VA ABC Regulatory Reforms, Virginia Beer Distribution Company Charter); managed industry committee and subcommittee work (Farm Beer, Quality & Operations, Government Affairs, Marketing & Tourism); member mobilization and outreach; produce press releases on key issues; overall understanding of Brewers' needs from large-scale to smaller brewers; overall and in-depth understanding of the legislative, regulatory, and budget process as well as knowledge of the Virginia Political climate.

Pet Industry Joint Advisory Council (PIJAC) now the Pet advocacy Network, *Alexandria, VA*

### **Government Affairs Manager, 2020-2021**

Represented PIJAC, a diverse national membership organization comprised major chains such as Petco and PetSmart to small mom-and-pop shops across the US, to achieve a variety of pet care related legislative goals. The membership represented all aspects of the pet care community; including pet stores, breeders, groomers, rescues. PIJAC's legislative portfolio includes zoonotic disease prevention, management of invasive species, maintaining standards of care across all pet species, and ensuring the availability of healthy pets. Worked diligently with local officials at the city, county, and state levels and up to federal legislation to represent the membership and pet care community needs.

- **Advocated for the interests of the pet care community** at both federal and state levels, covering a diverse portfolio of 11 states (VA, DE, PA, AL, TN, MS, SC, NC, GA, KY, FL) and their localities. Personally monitored and tracked the progress of over 1,500 bills and ordinances throughout the 2021 legislative cycle.
- **Served as a Liaison** with state and federal agencies, most notably the US Department of Agriculture, US Fish and Wildlife, and Centers for Disease Control on key national issues in the pet care community.
- **Developed Care Standards** for birds and small animals with avian and small mammal experts.
- **Developed Relationships** with members of the pet care community, industry allies, state agencies, and legislators.

Tidewater Community College Educational Foundation, Norfolk, VA

### **Campaign Fundraiser, 2019**

Management of key relationships with elected official and corporate industry leaders to promote the College's mission of an affordable and valuable education. Works with businesses and influential individuals alike to reach the College's financial goals, including a capitol building project and scholarship sponsorships. The role required extensive interpersonal skills, constant networking, and building relationships with previous donors as well as fostering new relationships with prospective donors and donor companies.

- **Fundraised** \$700,000+ in scholarship funds.
- **Oversaw Government Relations contacts** with elected officials and corporate liaisons, fostering valuable connections to propel the college's overall advancement and support campaign projects.
- **Developed Key Relationships** with corporate, industry, and community leaders.

Hampton Roads Chamber of Commerce, *Norfolk, VA*

**Manager of Membership Development, 2018**

Dedicated to driving the growth and success for Hampton Roads Businesses. I spearheaded membership development initiatives, cultivating meaningful relationships and expanding our network of businesses. I created strategic plans to attract and retain members, collaborated with diverse stakeholders, and ensured that our chamber remained a valuable resource for businesses in the Hampton Roads region. Meticulously tracked financial targets and monitor progress use of a CRM, prioritizing a data-driven approach for precise analysis and informed decision-making, ensuring that our membership strategies were aligned with organizational goals. Through effective communication and targeted outreach, I fostered a vibrant and connected business community.

Former Delegate, Attorney General Jason Miyares, *Richmond, VA*

**Legislative Aide, 2017 – 2018**

I supported legislative operations and facilitated effective communication between legislators, constituents, and government agencies. My responsibilities included conducting research on proposed legislation, drafting reports, and preparing briefing materials for legislators. I facilitated constituent inquiries, offering information on legislative matters and connecting them with the appropriate resources. Additionally, I played a key role in coordinating committee meetings and legislative sessions, ensuring smooth proceedings. I meticulously tracked major regional legislation with a focus on critical areas such as healthcare, higher education, resiliency, and broadband. Additionally, I optimized the delegate's calendar and served as a liaison to party officials, ensuring committee quorum in an evenly divided house. A significant part of my responsibilities involved producing, preparing, and analyzing policy research, testimonials, legislative proposals, support or opposition memos, lobbyist reports, briefings, and other essential legislative materials.

Virginia House of Delegates Campaign, *Virginia Beach, VA*

**Campaign Manager, 2017**

I assumed a pivotal role in orchestrating a dynamic and strategic electoral campaign. Leading a dedicated team, I oversaw campaign operations, including fundraising initiatives, grassroots outreach, and volunteer coordination. My responsibilities extended to developing and executing a comprehensive campaign strategy, leveraging data analytics to target key demographics and optimize resource allocation. I played a central role in crafting and delivering persuasive messaging through various channels, fostering public awareness and support for the candidate. My ability to navigate the intricacies of campaign finance regulations and coordinate with party officials contributed to the overall success of the campaign.

Principle Advantage Government Relations Group, LLC, *Richmond, VA*

**Government Affairs Intern, 2017**

Shadowed company founder Angela Bezik to glean insights into best practices in government relations. This comprehensive exposure encompassed honing skills in crafting written proposals, building coalitions, and tracking legislative developments. My focus on diverse sectors, including energy, healthcare, technology, and transportation, allowed me to develop expertise in formulating legislative plans that align with client objectives. I meticulously tracked 2,000+ bills on behalf of the firm's clients, a task crucial for informing strategic development and driving positive change. I produced talking points tailored for elected officials in key positions to influence priority legislation and industry regulations.

Law Office of Jeff S. Howell, Jr. (now leading the Legal Action Division at Thompson Law Group), *Virginia Beach, VA*  
**Legal Research Assistant**, 2016 –2017

In a firm catered to local family-owned businesses, builders, tradesmen, and real estate professionals, I served in supporting the legal team's efforts. I conducted detailed research on pertinent legal issues, analyzing case laws, and summarizing relevant regulations. I specialized in providing analytical support for contract and business torts litigation, ensuring that the unique needs of local family-owned businesses and professionals in the construction and real estate sectors were addressed. Within a high-volume and deadline-driven environment, I successfully organized and balanced multiple priorities, delivering thorough and well-researched documentation. This included compiling comprehensive reports and presenting findings to attorneys. Through my contributions, I upheld the firm's commitment to zealously defending commutative justice for Virginia's tradesmen, property owners, and other value creators.

Bill DeSteph for Virginia Senate Campaign, *Virginia Beach, VA*

**Volunteer and Event Coordinator**, 2015

I orchestrated impactful campaign events and managed a dedicated team of volunteers. I played a central part in recruitment, training, and coordination of volunteers, ensuring a cohesive and motivated team. My responsibilities extended to planning and executing successful campaign events, from town halls to community outreach programs, contributing to heightened public awareness and support for the candidate. I navigated the logistical aspects of events, managed communication with volunteers, and ensured a seamless and engaging experience for attendees. Through strategic coordination and effective volunteer engagement, I actively contributed to the campaign's success in building connections and garnering support within the local community.