



## L. Clifford Schroeder, Jr.

### PRINCIPAL LOBBYIST

Cliff Schroeder currently serves as principal of Richmond, VA based Spotts Fain Consulting, L.C. Cliff is a veteran of Virginia state government with over twenty years experience lobbying the General Assembly and executive branch agencies. His areas of expertise include managed healthcare, retail issues, energy, information technology, transportation, public-private partnerships and the environment. Cliff maintains extensive contacts with key Richmond business leaders and prominent members of Richmond business community, and has longstanding relationships with members of Congress since his time as a staffer to members of the U.S. House and Senate.

Cliff has comprehensive experience as a senior strategist within Virginia politics and has worked as an advisor to political campaigns across the Commonwealth. He has advised numerous gubernatorial candidates, participated in the Virginia Finance Committee's Presidential Exploratory Committee for George W. Bush in 2000 and 2004, and held the position of advisor to two Virginia governors. In 1997, Governor Gilmore appointed Mr. Schroeder to his Economic Development Advisory Board. From 1994 to 1997, Mr. Schroeder served as the Director of Communications in both the Secretariat of Commerce and Trade and the Secretariat of Administration. Previously, he worked as a legislative aide to Senator Alfonse D'Amato (R-N.Y.) and Congressman Stan Parris (R-Va).

Cliff earned a B.A. in Government from Washington College in Chestertown, Maryland. He is a current board member of The Science Museum of Virginia Foundation and of the Board of Trustees of The Science Museum of Virginia. He is also a member of The Gallery Society Donor Circle of the Virginia Museum of Fine Arts, the 1782 Society at Washington College and a Challenger fundraiser for St. Christopher's Preparatory School.

### EDUCATION

- Washington College (B.S., Political Science, 1991)

### PREVIOUS EXPERIENCE

- George W. Bush, Presidential Exploratory Committee, 2000, 2004
  - Virginia Finance Committee
- Troutman Sanders Consulting, Lobbyist, 1999-2003
- Mark Earley for Governor Campaign, Policy Advisor, 2000
- Vectre Corporation, 1997-1999

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### AREAS OF PRACTICE

- Legislative and Governmental Relations

- Appointed by Governor Gilmore to The Virginia Strategy, his Economic Advisory Committee, 1998
- Jim Gilmore for Governor Campaign, Policy Advisor, 1997
- Office of Governor George Allen, 1994-1997
  - Assistant Secretary/Press Secretary, Office of the Secretary of Administration
  - Assistant Secretary, Office of the Secretary of Commerce and Trade
  - Deputy, Base Realignment and Closure (BRAC) Commission
- Governor-Elect George Allen Transition Office, Deputy Scheduler, 1993
- George Allen for Governor Campaign, Driver/Body Man, 1992-1993
- Accuracy in Media, Director, Speakers Bureau, 1991-1992
- Office of Senator Alfonse D'Amato (R-NY), Legislative Assistant, 1991-1992
- Maryland Senate, Maryland General Assembly, Page Program, 1990
- Office of Congressman Stan Parris (R-VA 8th), LBJ Internship Recipient, 1989

## COMMUNITY INVOLVEMENT

- College of William and Mary
  - Endowed Trustee, Schroeder Center for Health Policy
- The Science Museum of Virginia, Board of Trustees, 2000-2005; 2014-2019
  - Chairman, Board of Trustees Government Affairs Subcommittee
- The Virginia Museum of Fine Arts
  - Member, The Gallery Society Donor Circle
- St. Christopher's School
  - Challenger Fundraiser
- Washington College
  - Member, 1782 Society
  - Board of Visitors & Governors