

Ari B. Krupkin

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WORK EXPERIENCE:

Deputy Director of Events and Ceremonies

November 2020 – Present

59th Presidential Inaugural Committee, Washington, D.C.

- Lead the team of 75 staff and 200 volunteers responsible for the planning and execution of all in-person and virtual inaugural events including principal advance, production, and media logistics.
- Develop and oversee a 30-million-dollar budget for inaugural events, production, permitting, and staff salaries.
- Lead concept development and design for inaugural events including the first ever Inaugural Art Installation on the National Mall stretching 11 city blocks.
- Inaugural Committee liaison to outside entities including the Joint Congressional Committee on Inaugural Ceremonies, the City of Washington, D.C., National Park Service and Park Police, Metro Police Department, and the United States Secret Service.
- Oversee production operations from vendors selection to contract negotiation and execution.
- Manage interdepartmental communications and meetings with internal stakeholders.

National Director of Production

May 2019 – November 2020

Biden for President, Philadelphia, PA

- Responsible for the design and execution of live and virtual events for all campaign principals, surrogates, and states.
- Led a team that worked across all campaign principals and departments.
- Worked across departments to develop and manage a campaign transition from in person to virtual event travel due to the COVID 19 pandemic—the first of its kind in a national presidential campaign. This included the building of principal studios as well as full surrogate and state virtual event programs.
- Produced and directed virtual events across all campaign principals, surrogates, and states including rallies, roundtables, press briefings, fundraisers, and long-form campaign events.
- Briefed the principals and top surrogates on live and virtual events.
- Managed the principals' virtual press engagements liaising with the communications department and local and national networks.
- Managed the 55-million-dollar budget for live and virtual campaign events.
- Curated and managed a fifty-state campaign vendor network of vetted and proven production and support vendors, greatly reducing event production costs while increasing event quality and effectiveness.
- Worked with the design team to create and produce event collateral and assets for all campaign events.
- Managed contract negotiation and execution for all venues, production vendors, printing vendors, and other supporting entities.
- Trained and mentored Advance staff in live and virtual event production and execution.

Senior Manager, The Markham Group Washington, D.C.

November 2014- May 2019

- **Hillary For America 2016-** Directed Markham's Production Operations Team, including management of the 40-million-dollar budget and all Hillary for America campaign events including rallies, town halls, press conferences, interviews, meetings, primary nights and election night.
- Developed and managed scheduling and advance operations for assorted clients from current candidates to former elected officials, c-suite executives, and prominent private citizens.
- Simultaneously led multiple planning and ground teams to execute events and/or campaign operations. Teams ranged from 25 to 100+ persons in addition to approximately 25 fulltime employees.
- Created and executed full scale events including budget development and management, team management, production, graphic design concepts, media/ speaker logistics, and stage management.
- Consult with client communication and marketing teams on development and implementation of media and marketing strategies.
- Generated new client leads and maintained new and existing client relationships.
- Negotiated with key stakeholders to ensure successful events and campaigns.
- Managed and developed client projects from concept to execution for political and issue-based campaigns.

• **Examples of Notable Projects**

- Inauguration of Governor JB Pritzker (2019)
 - Oversaw the inaugural ceremonies for Governor JB Pritzker including the design and execution of all inaugural events and logistics.
 - Approximate budget: 4 million dollars.
- JB Pritzker for Governor (2018)
 - Oversaw the campaign's operations start up, hired and trained scheduling and advance team, and designed and executed the campaign launch.
 - Briefed and traveled with the candidate.
 - Consulted on all events, bus tours, and key events.
 - Designed and executed election night event.
 - Approximate budget: 10 million dollars.
- Bloomberg Philanthropies
 - America's Pledge, COP 23, Bonn, Germany, Approximate Budget 2 million (2017).
 - New American Road Trip, U.S. Tour, Approximate Budget 1.5 million (2018).
 - Directed Advance for Mayor Bloomberg's political and philanthropic travel (2017-2019).
- Private office of Tom Steyer Need to Impeach, NextGen America (2017-2019).
 - Directed strategic planning for Tom Steyer's political and philanthropic endeavors.
 - Directed Scheduling and Advance operations for Tom Steyer.
 - Trip Director for Tom Steyer on political and philanthropic travel.
 - Designed, produced, and executed all events around Need to Impeach and NextGen America.
 - Approximate Budget: 7 million dollars.
- Hiring Our Heroes – U.S. Chamber of Commerce Foundation (2014-2019)
 - Designed, produced, and executed multi-day summits for transitioning service members.
 - Liaised with members of the military and private corporations to foster hiring in the military and military spouse community.
 - Executed summits on military installations around the world including the United States, Japan, Korea, Italy, and Germany.
 - Approximate Budget: 3 million per year
- Speaker of the House Nancy Pelosi – When Women Succeed, America Succeeds Tour (2014)
 - Lead a 50-person team tasked with the scheduling and advance of a bus tour featuring Speaker Pelosi and a dozen members of Congress.
 - Liaised with the Speaker's office and the DCCC on operations and logistics around the tour.
 - Briefed Speaker Pelosi on tour stops and tour directed travel on the bus.
 - Approximate Budget: 1 million.

Campaign Manager, Edwin Edwards (D) for Congress- LA06 Baton Rouge, LA

July 2014- November 2014

- Led campaign through an open jungle primary to a 1st place primary victory in an extremely conservative district.
- Managed campaign operations including budget, staff, candidate schedule and logistics, media logistics, call time, and events.
- Developed and managed the messaging and communication plan, implementing an earned, social, and traditional media campaign.
- Developed and managed field plan, training staff and volunteers on NPG-VAN/ Vote Builder, and Act Blue optimizing field strategy.
- Negotiated, planned, and managed the candidate's participation in the state coordinated campaign.

White House Advance Associate The White House, Washington D.C.

February 2012- July 2014

- Planned and negotiated visit details and logistics, both domestically and internationally, on behalf of the Office of the Vice President on 100+ trips across 10 countries and 40 U.S. states
- Coordinated with Secret Service and White House Communication Agency on security and communication needs.
- Advised the Office of the Vice President on visit details and acted as liaison between hosts and the office.
- Briefed the Vice President on visit details throughout his visit to various locations.

Venue Transportation Manager 57th Presidential Inauguration Committee, Washington D.C.

November 2012- January 2013

- Designed and implemented the transportation logistics plan for Inaugural Events.
- Liaised with Secret Service, D.C. Metro Police, D.C. Taxi Authority, Inauguration Staff, and the White House on development of the transportation plan and its use by participants and attendees.
- Managed the fifty-person team that transported more than 100,000 people that attended Inaugural events.

***Vice-Presidential Advance Team
Obama For America, Chicago, IL***

February 2012- November 2012

- Planned and negotiated visit details and logistics on behalf of Obama for America and the Vice-President of the United States on 80+ trips across 20+ states
- Designed and produced 80+ campaign events.
- Oversaw 10+ person advance site and logistics teams
- Coordinated with Secret Service and the Communications Department on security and communication needs for the Vice President.
- Advised Obama for America Political Staff on visit details and acted as liaison between hosts and the campaign.
- Briefed the Vice President on visit details throughout his visit to various locations.

Automotive Consultants of Baton Rouge: Founder and Owner

May 2005- August 2015

- Led sales department and other employees to create an innovative and lasting business structure with a team atmosphere.
- Improved sales by incentivizing the sales team and liaising with Finance Companies, Banks, Other Dealerships, and Warranty Companies to increase customer traffic to the business.
- Developed and Implemented an automobile marketing plan using the internet, social media, and traditional advertising.
- Selected inventory that could be marketed to customers in multiple income brackets, shortening turn over time.

Intern for Congressman Don Cazayoux and Victory 2008

January to December 2008

- Participated in the development of the campaign's field strategy.
- Managed volunteer field and phone bank teams that collected data using NGP-VAN/ Vote Builder.
- Compiled field/ phone data for use by members of the campaign team.
- Managed poll watchers leading up to and on election day.

***Louisiana State Senate
Head Legislative Page***

June 2006- June 2007

- Managed 30 pages both on and off the Senate floor
- Implemented a system for updating Senate Bill Books on a daily basis
- Created a streamlined system for scheduling Pages for work in Senatorial offices

Legislative Page

June 2004- June2006

LEADERSHIP EXPERIENCE:

***Member, Board of Trustees, Beth Shalom Synagogue (Union of Reform Judaism)
Baton Rouge, LA***

August 2015- January 2020

Jewish Healthcare International- Mission to Haiti

August 2011

Led the administrative assessment of Hospital Universitaire Justiniene to determine the role JHI would play at that facility.

Tigers for Israel

January 2006-May 2009

- **President:** Led congressional lobbying efforts in Washington, D.C., liaised with AIPAC in Washington, D.C., developed and led the messaging efforts on behalf of Tigers for Israel at Louisiana State University.
- **Political Relations Coordinator:** Developed subject related initiatives for Tigers for Israel and oversaw their implementation on campus at Louisiana State University.
- Co-authored Louisiana State Legislature resolution commending Israel on its 60th year and committing the state to trade with Israel. Led the lobbying effort for its passage. Louisiana was the second state in the country to pass a resolution of this kind

Sigma Alpha Mu Fraternity

August 2005- May 2009

- Executive Board Treasurer, Housing Director, Social Chairman

EDUCATION:

Louisiana State University, Baton Rouge, Louisiana

Graduated August 2011

- Bachelor of Arts with concentrations in International Politics and Law, Leadership Development, Business Administration, and History.