

# SCOTT ZYLKA

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## PROFESSIONAL SUMMARY

Government Affairs and Public Relations Manager with more than 20 years of broad-based experience. Possess strong relationships with minority and majority caucus members at state and federal levels. Apply lobbying and advocacy expertise to produce favorable legislative results that foster increased business opportunities for clients. Adept at uniting peer groups, associations and entities around a common issue through collaboration, consensus building and trust.

## SELECTED ACCOMPLISHMENTS

### *STEUBEN/EMPACT AMERICA*

Developed and implemented corporate plans to secure \$15M in grants, 15 year (NYPA's largest award) in low cost power and IDA incentives for \$52M Steuben plant expansion that produced 150 jobs.

Authored and successfully introduced comprehensive electromagnetic pulse and electric grid security legislation for New York State.

### *ASSOCIATED BUILDERS AND CONTRACTORS*

Created in-house Government Affairs Department to replace outsourced service that resulted in a more visible, coherent and effective presence in Albany.

Lobbied for and negotiated association's largest member item grant used for the expansion and improvement of employee training and association services.

Established the first standardized political candidate interview, evaluation and endorsement process.

Selected leader of an industry related coalition, advocating for major legislative and public policy reforms leading to the defeat of the original bill and producing amendments to the final version of the legislation.

First regional vice president with nine consecutive years of 90% member retention and 10% growth.

## EXPERIENCE

Steuben Foods, Inc., Elma, NY

02/10 – 09/10

### *GOVERNMENT AFFAIRS DIRECTOR – EMPACT AMERICA*

- Recruited to establish first Government Affairs Department on behalf of CEO.
- Led efforts with local, state and federal representatives for economic development opportunities which resulted in tax-reduction agreements for production facilities.
- Created 12-state legislative outreach program for EMPact America legislation introduction/passage.
- Presented oral and written testimony to legislative committees in support of legislative initiatives.

O'Donnell & Zylka Consulting Services Group, Buffalo, NY

2009-2011

### *PARTNER*

- Supervised Public Works law compliance on behalf of State University of New York as pertaining to Brockport campus construction renovation project.
- Advised corporate clients on issues such as legislative process, election laws and campaign contributions.
- Analyzed and researched agency grants, budget appropriations and legislature member allocations for not-for-profit organizations.
- Lobbied elected officials on behalf of groups.

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**EXPERIENCE** (continued)

Associated Builders & Contractors, Empire State Chapter, Buffalo, NY 2000 – 2009

**GOVERNMENT AFFAIRS DIRECTOR & VICE PRESIDENT**

- Directed association's lobbying efforts as well as developed/steered strategic planning for legislative agenda.
- Appointed the association's Political Action Committee Administrator and increased annual member contributions by 1000%.
- Searched for and pursued business development opportunities for member companies that increased available projects for bidding.
- Authored legislative position papers and planned effective distribution to elected officials, committees and key staff personnel which led to favorable action of industry related legislation.
- Analyzed thousands of bills and communicated the potential impact on association members.
- Designated association's representative to speak before governing boards, construction professionals and business group seminars.
- Effectively coordinated member meetings with elected officials and governmental agency representatives.
- Supervised employee training facility staff as well as monitored and assured compliance of state and federal training regulations.
- Conducted labor relation reviews for multi-contractor job sites for productive and uninterrupted project management.
- Interfaced with members delivering services and developed member benefit programs.

**EDUCATION**

Canisius College, Buffalo, NY

Political Science

Erie Community College, Buffalo, NY

Business Administration

**AFFILIATIONS**

- ❖ Leadership Buffalo  
Class of 2005
- ❖ YMCA Southtowns Branch  
Board of Managers
- ❖ First Tee Program
- ❖ Western New York Executive Candidates
- ❖ Professionals In Transition