

JONATHAN A. "Jon" ZAHM

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Summary of Qualifications: A highly effective communications, advocacy, and fundraising professional. Excellent 20-year success record with leading social service organizations and various political campaigns.

President, Goliath Slayer Communications, May, 1988- Present

Non-Profit and Development Clients:

Provena Pine View Care Center, St. Charles, IL

A 100-employee, 24-hour skilled nursing care center.

Responsible for all solicitation, and processing, of donations. Performed grant writing, planned giving, special event coordination, major gift solicitation, and community and public advocacy. Also served as lead person in public relations and external communications.

Raised approximately \$3.80 for every \$1.00 in fees.

Easter Seals Jayne Shover Center, Elgin, IL

Performed review and analysis of organizational grant proposal writing program and wrote 12 grant proposals. Raised \$35,000 - collected fees of \$8,250

Family Service Association of Greater Elgin Area, Elgin, IL

A 40-employee mental health counseling non-profit agency. Responsible for private and public sector fundraising, public relations, and community outreach. Worked with State Senator to recoup \$166,000 in previously promised, but undelivered, funding. Secured \$100,000 grant from Kane County. Revamped, revised, and consolidated five agency brochures into one. Redesigned newsletter and wrote 2 editions. Successfully launched organization's first golf outing/auction event.

Raised approximately \$7.50 for every \$1.00 in fees.

American Heart Association, Midwest Region, Batavia, IL

Responsible for fundraising, community relations, and organization building. Recruited and worked with Board and volunteers to promote AHA mission of fighting heart disease and stroke through education, awareness, and advocacy. Raised funds by direction and promotion of three annual American Heart Walk events and other activities. Member of three person youth market team that successfully raised over \$1 million in one school year- Spring '99 McHenry Walk showed 60% increase from previous year.

Fall '99 Kane Walk up from \$12K to \$40K.

Salvation Army, Aurora Corps, Aurora, IL

Secured locations, hired and trained workers and volunteers, made nightly deposits, publicized Christmas drive. Raised then record \$151,000 in 31 days.

Political Consulting Clients:

Served leading organizational, managerial and strategic roles in more than 75 political campaigns over 20 years. Winning record of 65%.

Among the goliaths defeated by Jon's clients are a 44-year incumbent Kane County, IL Circuit Clerk/County Board member, the 28-year incumbent Mayor of South Elgin, IL, the 12-year Recorder of Kane County and 8-year Mayors of Barrington, Cortland, and Oswego, IL. Jon's experience and ability in the areas of opposition research and issue development are unmatched in Illinois consulting circles.

Successfully completed many duties including:

- Campaign finance reporting
- Candidate recruitment
- Crisis management and communications
- Directing field and grassroots operations
- Fundraising
- General strategy and consultation
- Internet presence and outreach
- Issue development
- Literature, newsletter, and speech writing
- Media and public relations
- Opposition research
- Radio and Cable TV ad development and purchasing
- Schedule and time organization
- Volunteer recruitment and management

Other Professional Experience

Illinois State Licensed Real Estate Salesperson (1996-99, 2003-)
Currently licensed with Charles Rutenberg Realty, Naperville, IL
and a member of Fox Valley Association of Realtors

Illinois Type 39 Teaching Certificate, Type 09 Eligible
Experienced Substitute Teacher in Elgin District U-46
Worked two years as a Dean's Assistant in Oswego District 308
Completed Student Teaching, 8th Grade U.S. History at Dist. 308
Experienced basketball and baseball coach at multiple levels

Education

Villanova University, Villanova, Pennsylvania, 1988-91, 1995
Bachelor of Arts Degree in Political Science, Minor in History
Vice-President Student Government Association- 1989-90
Elected to 3 terms on University Senate- 1988-91

National-Louis University, Lisle and Elgin, IL, 2006-07
Master of Arts Degree in Secondary Education, Social Sciences

Community Leadership and Public Service

Kane County Regional Board of School Trustees- elected in 2003
to represent 500,000 constituents in five counties- elected as
Board President in 2005 & 2007

Elected four times as Republican Precinct Committeeman
Kane County Republican Central Committee-
Executive Committee Member, 2000-02

Batavia Board of Zoning Appeals Member, 1999-02

Batavia Chamber of Commerce President, 2000-01

Vice-Chairman, 1999-00, Legislative. Director, 1998-99

Batavia Fireworks Committee Member, 1998-2002

Fox Valley Christian Church- Batavia, Member and Volunteer, 1999-2003

Christ Community Church- Blackberry Creek Campus, Aurora, 2004-2008

Sports Ministry coach and participant- Basketball and Softball

Batavia American Dialogue- Committee Member, 1999-2002