



2017 SEP 27 PM 3:30

OFFICE OF THE  
SECRETARY

MURIEL BOWSER

MAYOR

SEP 27 2017

The Honorable Phil Mendelson  
Chairman  
Council of the District of Columbia  
John A. Wilson Building  
1350 Pennsylvania Avenue NW, Suite 504  
Washington, DC 20004

Dear Chairman Mendelson:

In accordance with section 2 of the Confirmation Act of 1978, effective March 3, 1979 (D.C. Law 2-142; D.C. Official Code § 1-523.01), pursuant to section 103 of the District of Columbia State Athletics Consolidation Act of 2016, effective April 7, 2017 (D.C. Law 21-0263; 64 DCR 3984 (April 28, 2017)), I am pleased to nominate the following person:

Mr. Don Calloway  
201 Q Street NE  
Washington, DC 20002  
(Ward 5)

for appointment as a parent of a student enrolled in a member public charter school in the District member of the District of Columbia State Athletics Commission, for a term to end four years after the date of confirmation.

Enclosed, you will find biographical information detailing the experience of the above-mentioned nominee, together with a proposed resolution to assist the Council during the confirmation process.

I would appreciate the Council's earliest consideration of this nomination for confirmation. Please do not hesitate to contact me, or Steven Walker, Director, Mayor's Office of Talent and Appointments, should the Council require additional information.

Sincerely,

Muriel Bowser

A handwritten signature in blue ink, appearing to read "Muriel Bowser", written over the printed name.



Chairman Phil Mendelson  
at the request of the Mayor

A PROPOSED RESOLUTION

IN THE COUNCIL OF THE DISTRICT OF COLUMBIA

Chairman Phil Mendelson, at the request of the Mayor, introduced the following resolution,  
which was referred to the Committee on \_\_\_\_\_.

To confirm the appointment of Mr. Don Calloway to the District of Columbia State Athletics  
Commission.

RESOLVED, BY THE COUNCIL OF THE DISTRICT OF COLUMBIA, That this  
resolution may be cited as the "District of Columbia State Athletics Commission Mr. Don  
Calloway Confirmation Resolution of 2017".

Sec. 2. The Council of the District of Columbia confirms the appointment of:

Mr. Don Calloway  
201 Q Street NE  
Washington, DC 20002  
(Ward 5)

as a parent of a student enrolled in a member public charter school in the District member,  
pursuant to section 103 of the District of Columbia State Athletics Consolidation Act of 2016  
effective April 7, 2017 (D.C. Law 21-0263; 64 DC 3984 (April 28, 2017)), and pursuant to  
section 2 of the Confirmation Act of 1978, effective March 3, 1979 (D.C. Law 2-142; D.C.  
Official Code § 1-523.01), for a term to end four years after the date of confirmation.

Sec. 3. The Council of the District of Columbia shall transmit a copy of this resolution,  
upon its adoption, each to the nominee and to the Office of the Mayor.

Sec. 4. This resolution shall take effect immediately.

# Don Calloway

(202) 505 8828 | [don@pinestreetdc.com](mailto:don@pinestreetdc.com)  
[www.linkedin.com/in/don-calloway-56a2032](http://www.linkedin.com/in/don-calloway-56a2032)

## EXPERIENCE

### **Pine Street Strategies, Washington, DC**

*Managing Partner, 2016 – present*

- Started insurgent public affairs firm in July, 2017, focusing on federal lobbying, political campaigns, and communications/messaging strategy
- Building out client base focusing on federal tax lobbying with House Ways and Means, Senate Finance Committees. Created network of four full time employees, and six part-time strategic advisors.
- Acted as senior advisors to Jason Kander for U.S. Senate campaign, Tishaura Jones for St. Louis (MO) mayor, Randall Woodfin for Birmingham (AL) mayor,
- Comprehensive, holistic public affairs consultation for corporate clients including lobbying, third party outreach strategy, PAC management (solicitation, giving and distribution strategies), and communications/messaging outreach
- Frequent political and congressional contributor, FOX News, FOX Business

### **Anheuser Busch InBev, Washington, DC**

*Senior Director of National Affairs, 2014 - present*

*Director of National Affairs, 2013 - 2014*

- Responsible for creating and implementing federal trade and commercial policy for world's largest brewer and fourth largest consumer goods company. Mastered regulatory, commercial, sales, taxation, trade, commodities, and communications policy in corporate context.
- Managed legislative and regulatory policy agenda before both chambers and executive administration of United States Federal Government
- Mastered complexities of company's corporate taxation and finance footprint, became thought leader and internal advisor on tax strategy and finance policy both internally and externally
- Directed A-B agenda and relationships as a member of alcohol, beverage, manufacturing, complex taxation, multinational company, and other trade associations
- Created and implemented A-B PAC strategy of bipartisan political contributions
- Drafted, controlled and managed federal affairs budget for office
- Created and managed significant charitable agenda and budget for government affairs objectives
- Managed stable of top tier lobbyists and consultants for federal affairs objectives
- Named a partner in company in 2014, ascending to company-wide leadership role
- Named to 2015 class of Business @ ABI, company's year long, premiere training program for partners considered future members of company executive leadership (C-suite)

#### 2015-16 HIGHLIGHTS:

- Guided company through Congressional, communications, and public affairs aspects of \$106B merger with SABMiller, third largest commercial transaction ever. Created and executed strategy to ensure minimal Congressional opposition, and align interests of various industries including alcohol, agriculture, commodities, and commercial thought leaders. Prepared CEO and senior management for Senate Antitrust Subcommittee hearing on merger, and
- Guided company through Senate Investigations Subcommittee inquiry and eventual hearing on company taxation and finance business practices. Advised senior management including CEO on investigation. Created and executed investigation defense and cooperation strategy.

### **Anheuser Busch InBev, St. Louis, MO**

*Director of State Affairs, 2010 - 2013*

- Responsible for developing and implementing commercial trade policy in 6 states
- Managed legislative and regulatory agenda throughout regional states

- Maintain and enhance political and non-governmental relationships throughout states and with national interest and trade association groups
- Mastered regulatory, commercial, sales, taxation, and communications policy in corporate context for world's fourth largest consumer goods company
- Produce significant charitable agenda and budget for government affairs objectives

**Missouri General Assembly, Jefferson City, MO**

*State Representative, District 71, Missouri House of Representatives, 2009 – 2010*

- Elected to Missouri General Assembly, August 5, 2008
- Represented 40,000 constituents of 71st District, St. Louis. Mastered local electoral politics relating to issues, fundraising, and organizing
- Researched and drafted legislation, coordinated constituent outreach services, participated in floor debates and votes
- Member of Rules, General Laws, Agriculture, Tax Policy Committees

**Lathrop & Gage, LC, St. Louis, MO**

*Litigation Associate, 2007 – 2008*

- Primary associate attorney responsible for managing cases in pleading, discovery, pretrial motion and argument stages for business disputes practice group
- Argued substantive adversarial motions in open court and in camera as both plaintiff and defendant
- Conducted depositions of fact witnesses and experts in wrongful death, breach of contract cases
- Researched and briefed complex issues in state and federal courts
- Developed niche experience in residential construction development litigation
- Tried variety of business dispute cases before judge and jury in Missouri and Illinois

**Thompson Coburn, LLP, St. Louis, MO**

*Litigation Associate, 2005 – 2007*

- Drafted variety of legal memoranda, pleadings, briefs, advisory opinions, conducted depositions, and executed complex legal research for business litigation and tobacco defense practice groups
- Conducted depositions across Missouri and Illinois for products liability practice group
- Conducted breach of contract bench trials in Missouri and Illinois state courts

**EDUCATION**

**Boston University School of Law, Boston, MA**

Juris Doctor, May 2005

Activities: Public Defender, Criminal Defense Clinic; Moot Court; ABA client counseling competition winner

- Defended indigent clients in Boston Municipal Courts as student public defender
- Conducted arraignments, bail arguments, case investigations, probation hearings, pretrial evidentiary hearings, and pretrial motions

**Alabama A&M University, Huntsville, AL**

Bachelor of Arts in Political Science and English Literature, cum laude, May 2002

President, Student Government Association, 2001-2002

Varsity Baseball

Kappa Alpha Psi

**CIVIC INVOLVEMENT & HONORS**

- Licensed to practice law in Missouri, Illinois, and United States District Court for the Eastern District of Missouri
- Board of Directors, Congressional Black Caucus Foundation

- Board of Trustees, St. John United Church of Christ
- St. Louis Business Journal 40 Under 40, 2015
- Missouri Bar Outstanding Legislator, 2010
- Missouri Judicial Conference Outstanding Legislator, 2010
- St. Louis Business Journal 30 Under 30, 2009
- Missouri Lawyers Weekly Up and Coming Lawyers, 2009



Executive Office of the Mayor - Office of Talent and Appointments  
John A. Wilson Building | 1350 Pennsylvania Avenue, Suite 600 | Washington, DC 20004

## Don Calloway



Don Calloway is a Managing Partner at Pine Street Strategies.

Mr. Calloway is an accomplished politician, attorney, and community leader. He's held multiple executive leadership positions, including Senior Director of National, and Director of State Government Affairs at Anheuser-Busch. From 2008-2010, Mr. Calloway served as a member of the Missouri House of Representatives, serving as a member of the Emerging Issues in Animal Agriculture Committee, General Laws Committee, Rules Committee, and the Tax Policy Committee. Mr. Calloway served as a member of the Board of Directors Cultural Leadership, a mentor and tutor at the Matthews-Dickey Boys and Girls Club, and

as member of the Congressional Black Caucus Corporate Advisory Council.

A Ward 5 resident, Mr. Calloway received a Bachelor of Arts from Alabama Agricultural and Mechanical University and a Juris Doctor from Boston University School of Law.



GOVERNMENT OF THE DISTRICT OF COLUMBIA  
Executive Office of Mayor Muriel Bowser



Office of the General Counsel to the Mayor

**To:** Lolita Alston, Steve Walker  
**From:** Betsy Cavendish  
**Date:** August 14, 2017  
**Subject:** Legal sufficiency review of Resolutions nominating Kevin Wills, Diana Parente, Rosalyn Overstreet-Gonzalez, Terrence Lynch, John Koczela, Michael Hunter, Dwight Franklin, Karen Curry, and Don Calloway to the State Athletics Commission

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**This is to Certify** that this office has reviewed the above-referenced legislation and found them to be legally unobjectionable. If you have any questions in this regard, please do not hesitate to call me at 202-724-7681.

A handwritten signature in cursive script that reads 'Elizabeth A. Cavendish'.

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Elizabeth Cavendish