

ANDREW STEWART CATES

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POLITICAL ETHICS LAWYER • PUBLIC AFFAIRS EXPERT • LEGISLATIVE SPECIALIST

PROFESSIONAL EXPERIENCE

Texas Nurses Association

General Counsel & Director of Government Affairs

Austin, Texas

2015 – present

- Sole in-house attorney and lobbyist for the largest Texas association of professional nurses
- Manager of multiple direct employees/interns and other ancillary consultants including attorneys and outside lobby, as well as over two dozen grassroots advocates around Texas
- Responsible for legislative and political agenda as well as managing the association's political action committee
 - Grew PAC over 500% in first year, and fundraised more in 18 months than in association history.
 - Restructured Government Affairs Department to engage 20x more advocates
 - Secured over \$7 million in funding for nursing programs through legislation
 - Secured a hearing for the first time in Texas history for a full practice authority bill for advanced practice nurses
- Sole legal counsel on all contractual and employee related legal issues for the association
 - Managed and strategized a \$250,000 settlement on a contractual dispute with vendor

Capitol Ethics Publishing, LLC

CEO

2015 - present

- Self-run book publishing business to manage finances for self-published book, *Texas Ethics Laws Annotated*
 - First-of-its-kind legal practice guide on campaign finance and lobby laws in Texas
 - Contains all relevant statutes, cross references to Texas Ethics Commission rules, case law, background, practice notes, OAG opinions and summaries of all 540+ ethics advisory opinions for the most up-to-date information possible.
 - Currently available online (www.texasethicslaws.com) and through both the Texas House and Senate purchasing departments for elected officials.

Texas Association of Realtors

Associate Counsel

Austin, Texas

2012 – 2015

- Lead legislative counsel in charge of drafting bills and amendments, including analysis of all 6,000+ filed bills for one of the largest trade associations in Texas (100,000 members statewide)
- Lead counsel for ethical and legal compliance for in-house lobbyists and TREPAC, Texas' largest PAC by volume of contributions and political expenditures each year
 - Included formation, continued oversight and campaign finance compliance for 4 PACs and a Super PAC.
- Expert legal analysis and practice area in real estate law, ethics law, election law and corporate governance
- Responsible for all regulatory analysis and tracking for the association among all state agencies
- Testifying legal expert at legislative committee hearings regarding property law, ethics law and election law
- Frequent speaker/presenter on ethics law, PAC law, election law and real estate issues

Brown McCarroll, L.L.P.

Public Affairs Specialist & Transactional/Corporate Attorney

Austin, Texas

2011–2012

- Responsible for tracking legislation and primarily responsible for maintaining relationships with each legislative office in the Capitol and advocating on a number of bills on behalf of the Firm's clientele, including:
 - Solar generation and distribution incentives in Texas, specifically HB 2961 by Rep. Darby, et al.
 - Agencies in the sunset process, specifically the Public Utility Commission, the Railroad Commission, and the Texas Department of Insurance
 - Any proposed changes to the Transportation Code, Utilities Code, Health Code, and Occupations Code.
 - Health care overhaul, changes to the Texas Medical Board physician licensing procedures, and regulations of ambulatory surgical centers and accountable care organizations.
- Primary legal focus in corporate and transactional law with a focus on healthcare law, including asset purchases and mergers & acquisitions, and legislative analysis of recent developments affecting broad areas of law.

- Acted as assistant corporate counsel throughout \$7 million merger of healthcare center

State Representative Pete Gallego, District 74
Chief of Staff & General Counsel

Austin, Texas
 2010-2011

- Responsible for managing the office and providing legal counsel for a senior member of the legislature, who represented a West Texas district over 13,000 square miles wide, or 1/10th of Texas.
- Managed 9-10 staffers in Austin/Capitol office, Del Rio office, and Alpine district office during the interim, and up to 15 staffers during the legislative session.
- Responsible for all content and work product out of the Representative's office, including but not limited to:
 - All legislation, including writing legislation in-house and tracking bills throughout the process and working with other legislative offices to ensure passage.
 - All constituent issues and questions
 - Committee business - House Committee on Criminal Jurisprudence, Committee on State Affairs, and Committee on General Investigating & Ethics
 - Contact with local elected officials and interest groups
 - Meetings with state agencies on behalf of the office
 - Media contact and press releases
 - Policy talking points and script speech writing
- Gained an intimate personal familiarization with criminal legislation, solar/wind/renewable energy technology, and election/ethics laws.

House of Representatives Committee on Criminal Jurisprudence
Asst General Counsel & Chief Committee Clerk

Austin, Texas
 2009-2010

- Responsible for upholding all Rules of Procedure for the House of Representatives and ensured that the Chairman of the Committee and the six Subcommittee Chairs acted within purview of the Rules.
- Advised Chairman of Committee and six Subcommittee Chairs on political policy for the direction of their committees.
- Advised Chairman of Committee and six Subcommittee Chairs on legal matters and the application of the Penal Code and Code of Criminal Procedure.
- Wrote bills for the Chairman of the Committee and developed language to be used in bills, and provided legal analysis on bills pertinent to the Committee.

House of Representatives Democratic Caucus
Director & Assistant General Counsel

Austin, Texas
 2008-2009

- Coordinated correspondence with all Democratic Members of the House, maintained finances, and researched policy positions.

John Lipscombe for County Court at Law
Deputy Campaign Manager

Austin, Texas
 2007-2008

- Coordinated volunteers for campaign, directed field operations as well as speech writing and website management responsibilities.

PROFESSIONAL LICENSES

Attorney at Law, Texas, 2007

EDUCATION

Texas Tech University School of Law
Doctor of Jurisprudence

Lubbock, Texas

- Summer Law Institute Study Abroad – Guanajuato, Mexico
- Innocence Project Clinic & Advanced Mediation Clinic

- President, International Law Society
- Participant in Southwest Global Leaders Summit in Santa Fe, NM as an invited student leader

Trinity University
Bachelor of Arts in International Politics, Spanish minor

San Antonio, Texas

SKILLS

- **Fluent in Spanish** (reading, writing, speaking)
- Proficient in social media tools for business - Facebook/Twitter profile management & ads for political offices
- Frequent use of Constant Contacts, Muster, Campaign Monitor, Phone 2 Action for political outreach and action alerts
- Proficient in use of NGP and Texas VAN software for campaign fundraising and outreach

COMMUNITY INVOLVEMENT AND HONORS

Graduate of the Last Decade Award, Texas Tech Law Alumni Association, 2017	Austin Young Chamber Foundation Board of Directors, 2016-2017
President’s Award for Contribution to the Profession, Houston Area Nurses Association, 2017	Skillpoint Alliance Board of Directors 2017- present
Finalist, 2016 (Nominated, 2017) Austin Under 40 Awards Government Affairs Category	Legislative and Campaign Law Section, State Bar of Texas Founding Member & Chair, 2015-2017
Downtown Austin Community Court Advisory Committee Commissioner, City of Austin – 2016-2017	Austin Young Chamber of Commerce Board Member/Vice Chair 2013-2015
Austin Young Lawyers Association Board of Directors, 2016-present	Young Men’s Business League Board of Directors 2013-2014
	Leadership Austin Emerge Class of 2012
	<i>Texas Observer’s</i> 2012 Next Generation of Leaders

TEACHING/SPEAKING ENGAGEMENTS & PUBLICITY

- “Judicial Ethics Polling Presentation” Andrew Cates & Drew Harris, Austin Bar Association Bench Bar Conference, May 2017
- “Grassroots Advocacy 101” Andrew Cates et al., APRN Alliance Legislative Day, February 2017
- “Powering Legislative Advocacy Using Airtable: Andrew Cates” Article on innovative use of new technology for lobbying <http://blog.airtable.com/post/134951921082/powering-legislative-advocacy-using-airtable>
- “2015 Legislative Session: A Nursing Perspective” – Featured Speaker, Texas Nurses Association Leadership Conference 2015
- “How to Engage Candidates the Right Way” – Keynote, TEXAS NURSE PAC Fundraiser 2015
- “Changes in Campaign Finance Law CLE” – Panelist, State Bar of Texas Annual Meeting 2014 – Legislative and Campaign Law Section
- “Imagine All the People Living Life in Peace: Texas PACs and Corporate/Association Political Involvement” – Panelist, Professional Advocacy Association of Texas 10th Annual Ethics Compliance Institute 2014
- “Youth and Young Professional Engagement” – Speaker, Habitat for Humanity 2014 Annual Conference
- “Political Fundraising Tips and Pitfalls” - San Antonio Board of REALTORS® 2013 PAC orientation
- “Political Advertising and Fundraising for Corporations and PAC’s” - Abilene Board of REALTORS® 2012