



**51 Fawn Creek Pass
Nashville, TN 37214
(615)391-9012
info@Fulmerassociates.com**

www.Fulmerassociates.com

About Douglas Fulmer & Associates

“Doug Fulmer’s research was vital in helping Jari Askins be elected Lt. Governor of Oklahoma in 2006. His research was detailed, accurate and organized in a userfriendly way allowing us to make maximum use of it in winning against tough primary and general election opponents.” - Don Hoover, Don Hoover & Associates, Oklahoma

Douglas Fulmer & Associates, is a political, public affairs and corporate research and communications consulting firm located in Nashville, Tennessee. DF&A has worked with more than 150 campaigns and clients in more than 28 states since 1993. Opposition research was long the firm’s primary focus though in recent years the company has widened its offerings to include both live and automated telephone services.

Research clients have included campaigns at all levels from city council and county commissioner to the U.S. Senate and House of Representatives as well as Governor and other statewide offices. We’ve worked in all parts of the country, from Massachusetts to Hawaii and from Florida to Washington as well as many places in-between.

In addition to individual campaigns, research clients have included caucuses and other party organizations, labor unions, associations, corporations and law firms. Non-political research has included litigation support and profiles of corporate officers.

In recent years DF&A has worked with a more select number of research clients, allowing us to develop a closer relationship with each one. To see television ads based on some of this recent research, [click here](#).

In 2002 the Hawaii Democratic Party constructed an entire website based on DF&A’s research in the gubernatorial campaign: www.Linglefacts.com. (The archived site can still be accessed but many of the links no longer function)

Our Approach to Research

DF&A believes clients deserve a quality product that is thorough and carefully catered to their particular needs. The reports should be the product of research and writing by seasoned, quality professionals who know what they're doing. The client also should never have a problem reaching the research firm for follow-up or in case something unforeseen and urgent arises.

Why choose DF&A?

Because:

- **We won't use inexperienced researchers on your vital project.** Many firms take on a great number of clients and to get the work done and keep costs lower, they employ a cadre of recent college graduates to conduct the research and even write the reports. Not at DF&A: We only use seasoned political professionals.
- **DF&A will be focused on your project.** DF&A now takes on a limited number of research clients, allowing a closer relationship with each. We won't be juggling several time-consuming research projects at the same time - we'll be focused on yours. You will also have Doug Fulmer's work, home and cell phone numbers – he can be reached *directly* at any time. Have an urgent matter needing his input come up on Sunday afternoon or 9 PM on a Wednesday night? Call him directly at home or on his cell.
- **We won't disappear after the report is done.** You may have questions, even with a thorough report. Not only will we provide answers but, if appropriate, we'll work the answers into the report so you will still have one seamless document.

Similarly, we can look into other matters that may come up in the future. If extensive additional research becomes necessary we can discuss a continued consulting agreement. In any case Doug Fulmer will be available to consult on using the research and anything else needed related to the research.

- **We won't give you a cookie-cutter report.** Many research firms take on the maximum number of clients they can sign and, as discussed above, hire young researchers with little experience in order to keep costs down. This allows them to handle a large number of projects at a relatively low cost per report.

Unfortunately, the old maxim "you get what you pay for" often applies. These reports tend to be "Cookie-cutter" or "one size fits all" in format. They may be accurate but they lack depth. Perhaps this comes from the inability of less experienced researchers to dig deeper than the initial research findings. In the worst cases the reports are little more than cursory summaries of news coverage and rudimentary internet searches.

With DF&A you will receive an in-depth report carefully crafted tailored to your needs and researched and written by seasoned professionals.

- **We have been hired to clean-up after others.** On three occasions in recent years we have been hired by campaigns unhappy with the research provided by other firms. We were contracted to look into areas that had not been researched and/or areas where the research lacked proper depth. In one case we were asked to verify some of the reported research findings due to questionable documentation.

Senior Staff Biographies

Douglas Fulmer has more than three decades of experience in politics, non-profit work and journalism. His political involvement began at the age of 13, when he addressed envelopes and rang doorbells during the 1972 presidential election. Over the next few years Fulmer volunteered in campaigns at all levels; from Governor and U.S. Senator to city council in his hometown of Akron, Ohio. He graduated from Mount Union College in 1981 with a degree in Political Science/Mass Communications and obtained a Master's Degree in Political Science from the distinguished Maxwell School of Syracuse University in 1982.

After graduate school, Fulmer worked for political campaigns and union political operations in a number of states. This included working for AFSCME in New Jersey and Indiana and with the Maryland State Teachers Association.

He left politics for the non-profit world in 1987, becoming the Director of State & Local Affairs for The Coalition for Scenic Beauty (now Scenic America) in 1987. He later worked as the Field Director for the National Space Society.

He returned to politics and entered the consulting arena as a Senior Associate and Washington Director for Phil Noble & Associates. When Phil left the field in 1993, he established Douglas Fulmer & Associates.

Fulmer has also earned a national reputation as a free-lance journalist, with more than 800 of his articles appearing in 31 newspapers, magazines and Web sites since 1990.

Jim Russo has managed campaigns at the federal, state and local levels, including races for U.S. Senate and Congress, as well as those for statewide office, state senate, and city council.

He was formerly Chief of Staff to U.S. Congressman Bob Weygand, and Chief of Staff to a Rhode Island Lt. Governor. As an attorney, Russo has served as legal counsel to the R.I. House Corporations Committee where areas of legislation covered, included business, banking, zoning, and municipal issues. He also served as a staff attorney for the RI Legislative Council where he drafted legislation for introduction in the Rhode Island State Legislature.

Russo has also been an assistant solicitor for the city of East Providence, R.I., where he advised all departments of city government and for which he served as a prosecutor. Previously he worked for both the Supreme and Superior Courts of the State of Rhode Island.

Russo is located in East Providence, Rhode Island. He has worked with DF&A since 2002.

Vasyl Markus has more than fifteen years experience in political research, advocacy, and policy analysis. He has been the research director for Fisher for Governor (OH), Burns for Governor (IL), and Durbin for US Senate (IL). In addition, Markus has served as a consultant to numerous political campaigns ranging from village trustee to US President.

Markus also spent five months in Ukraine advising on message development and research for parliamentary elections on behalf of a political party. He is an attorney who has served as assistant counsel to the Speaker of the Illinois House of Representatives, where he served as chief counsel to the House Committee on State Government and Election Reform.

He was Vice President for Public Policy for Planned Parenthood/Chicago, and Policy Director for the Service Employees'

International Union's Hospital Accountability Project. At SEIU, Vasyl worked on a local nonbinding health care referendum, among other duties.

Markus has substantial experience in election law and ballot access, acting as an adviser to candidates on compliance with laws regarding nominating petitions, and challenging opponents' nominating petitions.

Markus is located in Chicago, Illinois. He has worked with DF&A since 2002.

Recent Research Clients

Businesses, Associations, Unions

Alabama Education Association
Business Council of Alabama
Edelman Company, Washington, D.C.
Hart Paper, Maryland
Impact Strategies Inc., Storrs, Connecticut
Lunde & Burger, Washington, D.C.
Michigan Education Association
Mohegan Tribe, Connecticut
National Education Association, Washington, D.C.
Schultz, Inc., Michigan
Shandwick Public Affairs, Washington, D.C.
Smith, Johnson & Carr, Nashville, Tennessee.
The Stamberger Company, Nashville, Tennessee

Parties and Advocacy Organizations

Democratic Congressional Campaign Committee
Democratic Governors' Association
EMILY's List, Washington, D.C.
Florida Democratic House Caucus
Hawaii Democratic Party
Massachusetts Democratic Party
Oklahoma Democratic Senate Caucus
Virginia Democratic House Caucus
Washington Democratic Party
West Virginia Democratic Legislative Council

Statewide & Federal candidates

Jari Askins, Lieutenant Governor, Oklahoma
Tim Cahill, Treasurer, Massachusetts
Brad Carson, U.S. Congress, Oklahoma
Edward Chavez, Supreme Court, New Mexico
William C. Clay, U.S. Congress, Missouri
Joseph Driscoll, U.S. Congress, Pennsylvania
Christine Gregoire, Governor, Washington
Maize Hirono, Governor, Hawaii
Scott Meacham, Treasurer, Oklahoma
Gwen Moore, U.S. Congress, Wisconsin
John Murtha, U.S. Congress, Pennsylvania
Shannon O'Brien, Governor, Massachusetts
Georgiana Oliver, U.S. Congress, Oklahoma
Bill Richardson, Governor, New Mexico

John Arthur Smith, U.S. Congress, New Mexico
Bart Stupak, U.S. Congress, Michigan
Bob Weygand, U.S. Senate, Rhode Island

Legislative, County & Municipal candidates

Chris Doherty, Mayor, Scranton, Pennsylvania
Robert Ficano, Wayne County Executive, Michigan
Richard Fulton, Mayor, Nashville, Tennessee
Bernard Kincaid, Mayor, Birmingham, Alabama
Thomas Leighton, Mayor, Wilkes-Barre, Pennsylvania
Cindy Lerner, State Senate, Florida
Tom Lupas, Luzerne County Common Pleas Judge, Pennsylvania
James McCarthy, Summit County Executive, Ohio
David Pepper, Hamilton County Commission, Ohio
Maryanne Petrilla, Luzerne County Controller, Pennsylvania
Glenn Reibman, North Hampton County Executive, Pennsylvania
Jim Robinson, Mayor, Montgomery, Alabama
Bob Rochelle, State Senate, Tennessee
Alfonso Suarez, Coroner, East Baton Rouge Parish, Louisiana
Todd Vonderheid, Luzerne County Commission, Pennsylvania
John Wilder, State Senate, Tennessee

Research References

Tim Allen
Meacham for AG Campaign (OK 2006)
Oklahoma City, OK
(405)793-8725.

Michael Bocian
Greenberg, Quinlan, Rosner Research
Washington, D.C.
(202)478-8330

Daniel Gotoff
Lake Research Partners
Washington, D.C.
(202)776-9066

Don Hoover
Don Hoover & Associates
Edmond, OK
(405)748-4786

Brian Lunde
Arlington, VA
(703)536-2787

Meagan Mahaffey
Campaign Manager
Gwen Moore for Congress (2004)
Madison, WI
(608)255-5172

Heather Martin
2003 VA Dem House Caucus
Richmond, VA
(757) 329-4578

Edward Mitchell
Edward Mitchell Communications
Wilkes-Barre, PA
(570)826-6115

Phil Noble
Phil Noble & Associates
Charleston, SC
(843)853-8190

David Petts
Bennett, Petts & Normington
Washington, D.C.
(202)342-0700

Bernie Porn
EPIC-MRA
Lansing, MI
(517)886-0860

Richard Schlackman
Malchow, Schlackman & Hoppey
San Francisco, CA
(415)648-2822

Amy Simon
Goodwin-Simon-Victoria Strategic
Research
San Francisco, CA
(415)835-9889

Mark Squier
McMahon, Squier, Lapp & Associates
Alexandria, VA
(703)519-8600

Andy Winer
2002 Hawaii Dem Coordinated
Campaign
Honolulu, HI
(808)254-5855