

MICHAEL CINQUANTI

EXPERIENCE

O'Donnell & Associates, Albany, NY

Senior VP & Counsel, September 2020 to present

- Provide legal and lobbying services to various clients
- Head lobbyist and government relations counsel for the NYS Building & Construction Trades Council, representing 200,000 union workers across the State
- Clients also include those in renewable energy and business space
- Successfully advocated on a variety of issues including large-scale renewable energy standards, workforce development, and a number of labor protection matters.

Northeast/New England Regional Council of Carpenters, Albany, NY

Director of Policy & Planning/Counsel, July 2014 to August 2020

- Representing thousands of union members in New York, New Jersey, Pennsylvania, Delaware, Maryland and New England
- Manage policy and legislative operations across the entire Council's jurisdiction, including agendas, bill drafting and lobbying activity
- Handled legal assignments on an as-needed basis
- Wrote and enacted New York reciprocal debarment law (Ch. 461, L. 2017, amendment at Ch. 38, L. 2018)
- Wrote and enacted Maryland construction industry joint employer law which is arguably the strongest of its kind in the nation (Ch. 17, L. 2018)

Cordo & Company, Albany, NY

Counsel & Government Relations Representative, September 2009 to June 2014

- Provided legal and lobbying services to Cordo clients; roster ranged from approximately 30 to 40 throughout tenure
- Directly managed legislative and NYS Budget agendas for a large number of clients with interests including procurement, infrastructure, casinos, labor rights, health insurance/pharmaceutical regulations, business regulations and tax law
- Successfully assisted in drafting and passing legislation related to payroll fraud/misclassification, employee payroll check deductions and an interstate compact related to electing the President by a national popular vote

NYS Division of Criminal Justice Legal Services, Albany, NY

Legal Assistant, September 2007 to May 2009

- Division provides legal support to various state agencies, DA offices and municipalities

CBS Broadcasting, Inc. Law Department, New York, NY

Legal Assistant, May 2007 to August 2007

- Worked with Labor & Employment Relations group assisting four lawyers.

EDUCATION

Albany Law School, Albany, NY

Juris Doctor, May 2009

Licensed to practice in NYS

Ithaca College, Ithaca, NY

Bachelor of Science: Advertising/Public Relations, September 2000 to May 2003