

# CURRICULUM VITAE OF ARTHUR A. ESTOPIÑÁN

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## Sr. Level International and Public Affairs Chief

### OVERVIEW

Sr. Level International and Public Affairs Chief with 35 years' experience in the US Congress, private sector in Washington D.C and former Chief of Staff for the Chairman Emeritus of the House of Foreign Affairs Committee. Serve as a senior advisor on legislation dealing with governmental and foreign affairs and able to effectively advocate, support, and advance legislative initiatives relating to pertinent issues and bring them to the Hill on both the House and Senate sides. In-depth understanding of the intangible qualities in economic and political infrastructures, combined with first-hand government experience at the highest levels around the globe. Sound knowledge of public policy and the political arena including legislative, administrative, and lobbying processes, policies, and procedures with strong ties to both major political parties. Proven record of advancing important issues through the legislative process.

### PROFILE

- **Well-developed vital network of and access to diverse global and Hill contacts** with senior staffers, members of Congress, foreign diplomats, key centers of influence, external stakeholders, strategic partners/alliances, coalitions, and members of the media, as well as key government and elected officials. Strong ability to bring in new clients and new business.
- **Extensive foreign relations experience** in Taiwan, India, Spain, France, Cyprus, Israel, Jordan, Canada, Puerto Rico, Egypt, Japan, South Korea, Singapore, United Arab Emirates, Turkey, Australia, and Thailand. Expert in Latino and Inter-American policy issues in both mature and emerging markets. Keen understanding of world business, economics, and finance.
- **Excellent interpersonal skills with the ability to relate to individuals at all levels.** Successfully builds rapport and relationships with business interests, legislative affiliates, staff, constituents, and the community at large. Strong political savvy to work well with individuals and interests across the political spectrum with strong ability to build consensus. **Bilingual: English and Spanish.**
- **Ethical, professional** capable of handling highly complex legislative and other public policy matters including ability to exercise discretion and confidentiality while also delivering results. High degree of integrity and commitment to excellence.

### PROFESSIONAL EXPERIENCE

#### **Esto Health LLC – Annapolis, MD & Washington, DC.**

**2022 - Present**

#### **President – Public advocacy and Business development**

Focusing on Issues dealing with upcoming industries such as selling:

- Co-Founder of MEAL STAR LLC which will sale home cooked meals to the public via App.
- Promotion of Clean Water via New Tech with Sustainable H2O LLC.
- Promotion of a New Fire Suppressant to stop fires quicker than the current Fire Retardants that are Biodegradable and Nontoxic with a Company Called Green Canyon, LLC.
- Establishment of a New Company to bring in Non-Native Nurses from India and Philippines.

#### **The Estopinan Group –Baltimore, MD & Arlington, VA**

**2016 - 2022**

#### **President-Government Relations, Business Development and Political Consulting**

- Advice clients with federal issues and complex matters for successful outcomes.
- Connect two parties for business development of a product or several products in the U.S. or global markets.
- Strategic Planning for companies or counties needing crisis management to identify the appropriate steps to pursue within the U.S. Congress and Federal Government.

#### **Ileana Ros-Lehtinen, FL-27 - Washington, D.C.**

**1989 - 2016**

- **Chief of Staff (1995-2016)**
- **Legislative Director (1992-1995)**
- **Congressional Assistant (1989-1992)**

Initially hired as a Congressional Assistant in the District office and progressively promoted over a five year period to Chief of Staff.

Serve as Chief Administrator for the Congresswoman's Capitol Hill office and supervise administrative and legislative staff. Provide advisement and counsel to the Congresswoman on legislation dealing with foreign affairs. Oversee all aspects of administrative functions, balancing the budget, paying bills, policy making, fundraising and development, and staff development.

- During non-official hours coordinate all fundraising efforts for the political office and raise donations in excess of \$1M annually.
- Summer of 2011 had the support of the White House for the position of Assistant Secretary of State for the Western Hemisphere. Able to establish a coalition of Congressional leaders, Pro-Israel Jewish leaders from South Florida, NJ and NY, and a Latino coalition of the leaders of the major Hispanic groups in Washington D.C.
- Work effectively and regularly with House and Senate leadership, lobby the legislative branch, establish and extend relationships with Members of Congress and Congressional Caucuses, and engage in grassroots programs.

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*"Arthur is not only my chief of staff but my friend and a valued advisor", Congresswoman Ros-Lehtinen*

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### **PROFESSIONAL EXPERIENCE - (continued)**

#### International Affairs/Relations

- Represented Congresswoman Ros-Lehtinen in China, Hong Kong, Taiwan, India, Spain, France, Cyprus, Israel, Jordan, Canada, Puerto Rico, Egypt, Japan, South Korea, Singapore, United Arab Emirates, Turkey, Australia and Thailand.
- During the third Taiwan Congressional Staffdel, selected to serve as the Chairman of the delegation and met with high ranking political and business leaders interested in maintaining strong US-Taiwanese relations. (Continued on Page Two)
- Met with key political and business leaders in India who were interested in increasing US-Indian bilateral agreements. Selected to participate as an electoral observer with International Republican Institute (IRI) during the 2001 Nicaraguan national elections as well as the 1996 elections.
- During the 2000 and 2004 Presidential campaign, chosen by the Bush/Cheney campaign to be actively involved as a surrogate for then Governor Jeb Bush. Closely involved in many aspects of media communication for the Bush/Cheney campaign both in English and Spanish including several nationally broadcast radio programs.

#### **Ileana Ros-Lehtinen, FL-27 - (continued)**

#### International Affairs/Relations

- During the Summer of 2003, selected by the Spanish Embassy in Washington, D.C. as a Young Hispanic Leader. Formed part of a delegation of 15 other leaders to travel to Madrid, Spain to discuss US-Latino relations among Hispanics in the United States.
- Selected to participate in a Congressional Delegation to Puerto Rico to review and study the new social and economic initiatives under the administration of Gov. Rosello in 1995.
- Attended a trip to Israel that was organized by the American-Israeli Public Affairs Committee and included a fact-finding mission from Israel's historical significance to today's political realities and an opportunity to experience the crisis in the Middle East first hand.

#### Public and Media Relations

- Since December 2012 led fundraising efforts which netted over \$400,000.00 for Columbia Univ Medical Center's TK2 Research.
- Serve as the Official Spokesman for the Congresswoman and appear on local television news programs, conduct radio interviews on important issues for the South Florida community, and speak on behalf of the Congresswoman to constituents, visiting students, diplomats, and all other official functions which she is unable to attend.
- Published articles on behalf of the Congresswoman in journals as notable as the Christian Science Monitor and in various local newspapers and magazines.
- Co-hosted a weekly public affairs radio program in Spanish from Washington, D.C. to the South Florida community on WQBA AM-1140 for a year in 2002. The radio show was called, "Current Events in Congress" and it reached an audience of 13,000 listeners a week, up from 3,000 when initially began appearing on the program.
- Speaker for the Close-Up Foundation and deliver speeches on international issues and Cuban affairs to students and senior citizens.
- Engaged in numerous interviews and television appearances with national news networks such as Univision, Fox, C-Span and Telemundo.

#### Select Awards and Recognition

- Congressional Hispanic Caucus Institute Diversity on the Hill Award in Washington D.C. September 2014.
- Café Con Leche Leadership Award from Cuban American National Council in Washington, D.C. June 2014.
- Latino Influential Award in Washington D.C. for Hispanic Heritage Month September 2013.
- Rare Voice Award by the Rare Disease Legislative Advocates September 2013.
- Awarded by the Spanish Government "A Friend of the Spain Brand in Florida" 2013 presented by the Spanish Foreign Minister.
- Sited by Huffington Post as one of "The Most Influential Latino Staffers on Capitol Hill" in 2013.

- Awarded with a special recognition for 21 years of service in the US Congress by the Congressional Hispanic Leadership Institute and the Azteca Foundation of America in 2010.
- 1992 and 1993 nominee for the Price Waterhouse *Up and Comers Award* in the field of government.

Prior experience includes work as a Teacher at several private and public schools in the South Florida area.

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### EDUCATION

Graduate of the Leadership Miami Program, Greater Miami Chamber of Commerce

Bachelor of Science Degree in Political Science

Spring Hill College, Mobile, AL

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### PROFESSIONAL AFFILIATIONS

Founder and President, Washington, D.C. Chapter of Puente, a Cuban-American professional organization

Member, Republican Speakers Association

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### COMMUNITY INVOLVEMENT

**Mentor for inner-city students** at Georgetown University: Counsel students on educational opportunities and professional responsibilities  
**Taught English as a Second Language** at the Sanz School in Washington, D.C. to immigrants who recently arrived in the United States

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### COMPUTER SKILLS

Microsoft Word, Excel, PowerPoint and Outlook, as well as Internet applications

*"It has been a pleasure for me to work for so many years with Arthur. He is an exemplary Congressional staffer who makes our community proud." Congressman Lincoln Di az-Balart, Chairman of the Congressional Hispanic Leadership Institute*

## Art Estopinan's Biography

On May 2022, he formed ESTO HEALTH LLC which is a Public Advocacy and Business Development Firm helping Clients to navigate the complex US federal regulatory roadmap to open new opportunities for future industries in the United States and once established then start a Global Strategy for promotion around the world adjusting to the various regions and country specific cultural mores using a long network of contacts from the diplomatic, political and business sectors whom I developed during my time on Capitol Hill as the Former Chief of Staff to the Chairman of the House Foreign Affairs Committee. Also, during Congressional Official Visits, Embassy Contacts, and other engagements.

On June 2016, he formed Estopinan Group which is a Government Relations, Business Development and Political Consulting Firm in Baltimore, MD and Arlington, VA in the Offices of Alcalde and Fay which is a well-established Lobbying firm in the Washington, DC area. He is providing clients advice with federal issues and complex matters for successful outcomes. Also, having the ability to connect two or more parties for business development of a product or multiple products in the United States or global markets. Strategic planning for companies or countries needing crisis management to identify appropriate steps to pursue within the U.S. Congress and Federal Government. Finally, will provide strategic and tactical advice to Presidential candidates around the world.

Sr. Level International and Public Affairs Chief for Chairman Ileana Ros-Lehtinen (Chairman Emeritus for the House Foreign Affairs Committee) with 27 years of experience in the US Congress and former Chief of Staff and Official Spokesperson for the Chairman Emeritus of the House of Foreign Affairs Committee. Served as a senior advisor on legislation dealing with governmental and foreign affairs and able to effectively advocate, support and advance legislative initiatives relating to pertinent issues and bring them to the Hill on both the House and Senate side. In-depth understanding of the intangible qualities in economic and political infrastructures, combined with first-hand government experience at the highest levels around the globe. Sound knowledge of public policy and the political arena including legislative, administrative, and lobbying processes, policies and procedures with strong ties to both major political parties. Proven record of advancing important issues through the legislative process. Also, was the Chief Political Strategist and Coordinator of Political Events all over the country with Congresswoman Ileana Ros-Lehtinen developing a network of major business leaders raising an average of \$1.5 million dollars annually to support the Congresswoman and the designated political organizations.

**He has extensive foreign relations experience in** Taiwan (3 times), India, Spain, France, China, Cyprus, Israel (2), Jordan, Canada, Puerto Rico, Egypt, Japan, South Korea, Singapore, United Arab Emirates, Turkey (2), Australia and Thailand. In many of those Congressional Delegations he served as the Republican Leader. Moreover, he has served as Expert in Latino and Inter-American as well as African policy issues in both mature and emerging markets. Keen understanding of world business, economics and finance. Supported the Chairman Emeritus when she was the Chairman of the House Subcommittee on Africa as she had a Leadership Role in the dynamic and ever growing African Continent.

Below are some important highlights in Mr Estopinan's career:

- Since December 2012 he led fundraising efforts which netted over \$400,000.00 for Columbia University Medical Center's TK2 Research Fund in NYC for the pediatric neurological team to be able to study this rare and fatal genetic muscular disorder which has had 50 recorded patients including 10 children on the experimental medicines around the world. His son, Art,Jr suffers from this disease.
- Served as the Official Spokesman for the Congresswoman and appeared on local television news programs, conduct radio interviews on important issues for the South Florida community, and spoke on behalf of the Congresswoman to constituents, visiting students, diplomats, and all other official functions which she is unable to attend.
- Published articles on behalf of the Congresswoman in journals as notable as the Christian Science Monitor and in various local newspapers and magazines.
- Co-hosted a weekly public affairs radio program in Spanish from Washington, D.C. to the South Florida community on WQBA AM-1140 for a year in 2002. The radio show was called, "Current Events in Congress" and it reached an audience of 13,000 listeners a week, up from 3,000 when initially began appearing on the program.
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- Sited by Huffington Post as one of “The Most Influential Latino Staffers on Capitol Hill” in 2013.
- Awarded with a special recognition for 21 years of service in the US Congress by the Congressional Hispanic Leadership Institute and the Azteca Foundation of America in 2010.
- 1992 and 1993 nominee for the Price Waterhouse *Up and Comers Award* in the field of government.

*Contact: [Art@TheEstopinangroup.com](mailto:Art@TheEstopinangroup.com)//202-817-8025////786-282-4238//*