Final Funding Report: Summer Internship at Angerholzer Broz Consulting in Washington, D.C.

Angerholzer Broz Consulting (ABC) is a political fundraising consulting firm based in Washington, D.C. ABC works directly with Political Action Committees (PACs) and individuals, as well as our clients, who are either current members of Congress or candidates running for office for the first time.

My responsibilities included assisting the associates at the firm with the planning and execution of fundraising events. This included more basic tasks like booking venues, creating guest lists, and designing invitations, in addition to, creating memos for the members of Congress regarding the specifics of each event. As an intern I also staffed several of these fundraising events, where I was responsible for greeting guests and collecting their donations. Outside of event coordination, I conducted campaign research for the associates, which required me to look up candidates and access the status of his or her current race for office. This information was then compiled with financial data about each candidate that the associates could then use to strengthen our own clients’ campaigns.

I also kept track of financial data, such as contributions and disbursements, in the NGP database. This software is used by many different fundraising organizations, as well as non-profits and other organizations across the country. It allows for all the associates to compile data about our clients and their campaigns in one place. In addition to
managing financial data in NGP, I was also responsible for creating call books, lists of various PAC members’ contact information and contribution history that the associates and their members of Congress used when contacting donors in call time.

During my time with ABC, I developed many professional skills. I learned to communicate more effectively with others and multitask more efficiently. This was incredibly important on days when multiple events were planned, and the associates were in and out of the office, requiring me to work more quickly and more carefully on tasks that needed to be completed for the events on that day. I learned how to be a more effective team player by helping other interns with their work and completing group projects. In addition, I also developed basic office skills, including answering phones and directing calls.

Each intern at ABC was assigned to a few associates and their respective clients for the summer. In doing so, we were able to learn how specific campaign styles worked and were able to be more involved in certain races rather than aiding the associates on a more general level. This program style produced many rewarding experiences for me by allowing me to work from start to finish on a few events for the same member of Congress throughout the summer. Because of this, I formed closer relationships with the members and learned about their event preferences. Building these relationships helped me make a difference in the office because I knew what my clients wanted and expected from their ABC associate and the events they planned. Thus I was able to produce work for the associates that met the standards they held for themselves. This allowed me to become a true asset to the ABC team and my associates.
Overall this summer provided a great learning experience for me; I feel more confident in my professional self and the work I produce. I learned that an office place, much like Sewanee, can serve as a meaningful community of support for students like me who are looking for mentors and guidance. Lastly, I learned the importance of taking the time to check in with your supervisors. Whether it is to discuss one’s own work or simply to check in, building honest relationships with one’s co-workers will produce a happier and more efficient workplace.

As far as my career, this internship revealed that although fundraising might not be for me, my passion for politics is deep and I wish to stay involved politically in whatever I do. The foundation of support I was able to develop at ABC this summer will help establish me professionally.