

CLIFF W. ANDREWS

Cliff Andrews has 25 years of experience serving as a chief advocate and executive for non-profit association clients in an ever-changing political and economic landscape. He possesses a proven track record of protecting association members and building organizational value by leveraging leadership and a team-oriented approach to achieve strategic goals.

Throughout his career, Cliff's overarching superpower is engagement with people and building relationships. He has a passion for progress and making things happen. Paramount to his success is a focus on accountability, establishing trust, collaboration and diplomacy.

Cliff currently is the managing principal of CapCity Advocates, LLC, a federal government relations and association management firm that he founded in 2004. In this role, he partners with associations on public policy issues management, coalition building and association advisement services.

He has a stellar reputation for working in a bipartisan manner with lawmakers and private sector stakeholder groups on a variety of policy issues related to providing access to financial solutions for under-served consumers, small-dollar lending, mortgage lending, privacy, data security, debt settlement, home equity investments, annuity distribution, advisor fiduciary standards, and retirement savings.

Cliff proudly serves clients including the Coalition for Home Equity Partnership, a trade association representing companies providing shared equity products where he serves as president, and the National Pawnbrokers Association and the National Association for Fixed Annuities where he is the lead federal government affairs spokesperson. Previously, he served as CEO of the Consumer Debt Relief Initiative, which was a trade association representing the debt settlement industry. Also, Cliff was the Assistant Executive Director of the Coalition for Fair and Affordable Lending, an association of mortgage lenders, and he was the Director of Government Relations for Butera & Andrews, a law firm in Washington, D.C. Earlier in his career, Cliff was a congressional staffer and he was an agent and registered representative for AXA Advisors and New York Life, where he secured investments and insurance for small businesses and families.

Cliff holds a Master of Arts degree in Political Management from George Washington University, a Bachelor of Science degree from James Madison University, and a Certified Association Executive credential from the American Society of Association Executives. He is a true "Washingtonian," born and raised in the nation's capital. Cliff lives in Northern Virginia with his wife, daughter, son, and two Huskies.