

## Michael "MJ" B. Johnston

VICE PRESIDENT

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VCard



Michael, or "MJ" as most people know him, is a demonstrated and successful policy, technology, and procurement leader who has distinctly developed his career experience in the executive branch of state government. His leadership skills and strong public policy background make him an effective and efficient advocate when assisting his clients with government and regulatory affairs.

Throughout his career, MJ's strategic planning expertise, policy development proficiency, and business acumen have resulted in successfully providing oversight to regulatory divisions with a total \$74 million annual operating budget and over 800 full-time equivalent positions. MJ is a superb oral and written communicator who is adept at distilling complicated issues down to the fundamentals for respective audiences.

Prior to joining Shumaker Advisors, MJ served as the Deputy Secretary of Business Regulation at the Florida Department of Business and Professional Regulation from 2019 through 2021. While there, he provided leadership and policy guidance for businesses throughout the COVID-19 pandemic within four major regulated industries:

- Alcoholic beverages and tobacco

### SERVICE LINE

Public Policy & Government Affairs

### INDUSTRY SECTOR

Hospitality, Leisure & Sports  
Public Sector  
Technology

### PRIMARY LOCATION

Tallahassee, FL

- Condominiums, timeshares, and mobile homes
- Hotels and restaurants
- Pari-mutuel wagering (including cardrooms, slot gaming industries, and administering the gaming compact with the Seminole Tribe)

MJ previously served as Chief Information Officer and Director of the Office of Agriculture Technology Services for the Florida Department of Agriculture and Consumer Services. His experience also includes managing a private information technology consulting firm, leading a project management office for an interactive marketing agency, and directing the MyFloridaMarketPlace state procurement project and PeopleFirst human resource, benefits, and payroll data warehouse for state government. MJ also consulted for the State of Colorado on its unemployment insurance application implementation and for the U.S. Department of Defense on counter-proliferation and national security issues.

MJ is an avid outdoorsman and enjoys bird hunting with his faithful German Shorthaired Pointer, working out, bicycling, and playing golf. Most importantly, MJ enjoys being the best father he can be to his son and daughter.

## EDUCATION

B.S., Political Science,  
International Affairs Minor,  
Florida State University

## CERTIFICATIONS

Certified Project Management  
Professional, Public Manager,  
and Contract Negotiator