

Andrew O'Brien

Partner



Andy O'Brien is a seasoned strategist with two decades of experience leading high-impact, multi-state advocacy campaigns across the financial services, infrastructure, energy, and environmental sectors. In his time at DCI his work has specialized in grassroots mobilization, coalition development, and multi-state government relations efforts with a focus on complex policy, regulatory, and reputational challenges.

Andy has led major campaigns that have shaped both state and federal outcomes. His work accomplishments include a multi-state grassroots initiative that contributed to the reversal of a final U.S. EPA rule and a targeted advocacy effort supporting a successful private equity acquisition of a major energy firm. He has designed and managed campaigns influencing energy policy in both regulated and competitive markets, representing leading companies navigating evolving legislative and regulatory landscapes.

In the financial services arena, Andy has directed several state-level tax and regulatory campaigns, offering strategic counsel on corporate positioning, stakeholder engagement, and regulatory messaging. His portfolio also includes campaign efforts tied to mergers, acquisitions, and reputational risk mitigation.

Andy brings deep experience in state campaigns and ballot initiatives, having led a team that successfully defeated a high-profile ballot measure in Washington state. His ability to build coalitions, shape public opinion, and influence decision-makers has been critical to numerous client victories.

Before joining DCI in 2006, Andy served as Executive Director of Zeta Psi Fraternity of North America, managing operations, development, and alumni engagement across 45 chapters. He also held positions at The Heritage Foundation under former U.S. Attorney General Edwin Meese and with the U.S. House Small Business Committee under then-Chairman Jim Talent.

Andy holds a B.A. in Government and Politics from the University of Maryland, where he also served on the International Board of Directors for Zeta Psi. An Eagle Scout and marathon runner, he is also active in his community as the community elected President of the Conduit Road Fire Board, which oversees the Glen Echo Volunteer Fire Department. He lives in Bethesda, Maryland, with his family.