

## **Jeff Guilfoyle**

Senior Strategist

## **Position with Firm**

2025-present Senior Strategist. Public Sector Consultants, Lansing, Michigan. Provides high-level expertise and strategic counsel on key economic policy issues including tax and budget systems as well as education policy. Applies technical knowledge of economic analysis to support local governments, nonprofits and private sector clients.

## **Previous Professional Experience**

2019-2025

Chief Deputy Treasurer, Michigan Department of Treasury, Lansing, Michigan. Assisted the state treasurer in overseeing all areas of department operations. Directed the department's tax policy, legislative affairs, and economic and revenue forecasting. Worked with internal and external stakeholders to find solutions to policy problems.

2014-2019

Vice President, Public Sector Consultants, Lansing, Michigan. Specialized in school finance, tax policy, intergovernmental fiscal relations, issues pertaining to Michigan's economy and the state budget, as well as early childhood issues.

2009-2014

President, Citizens Research Council of Michigan, Livonia, Michigan. Managed all aspects of the nonprofit, including budgeting, board relations, strategic planning, fundraising, and staff supervision. Led the research function, developed the research agenda, and reviewed and edited all research to ensure it was high quality and nonpartisan. Prepared and delivered presentations to a diverse set of audiences.

2007-2009

**Director**, Michigan Department of Treasury, Office of Revenue and Tax Analysis, Lansing, Michigan. Produced the administration's economic and revenue forecasts. Monitored state and national economies as well as state revenues. Advised the state treasurer and state budget director of potential surpluses or shortfalls and provided guidance on various economic matters to other key members of the administration. Negotiated staff agreements on revenue estimates with the senior economists of the House and Senate Fiscal Agencies

2004-2007

Director, Michigan Department of Treasury, Economic and Revenue Forecasting Division, Lansing, Michigan. Estimated the revenue impact of proposed tax law changes. Oversaw the research of the division's economists. Monitored state and national economies as well as state revenues. Advised the state treasurer and state budget director of potential surpluses or shortfalls and provided guidance on various economic matters to key members of the administration.

1998-2004 *Manager*, Michigan Department of Treasury, Office of Revenue and Tax Analysis,

> Lansing, Michigan. Provided guidance on various economic matters to the state treasurer, state budget director, and other key members of the administration. Oversaw the research of the division's economists. Prepared and delivered

presentations to a diverse set of audiences.

Education University of Michigan, BA in Economics with honors and highest distinction

Michigan State University, MA and PhD in Economics

## **Selected Publications**

Looking Toward the Future. A Review of Western New York's Early Childhood System. January 2018. Prepared for Western New York: Allegany, Cattaraugus, Chautauqua, Genesee, Erie, Niagara, Orleans, and Wyoming Counties.

- Engaging Detroit: The University Research Corridor's Contributions to Resurgence in the Motor City. June 2016. Prepared for the University Research Corridor: Michigan State University, University of Michigan, and Wayne State University.
- Michigan's Oil and Natural Gas Industry: Economic Contribution. May 2016. Prepared for the Michigan Oil and Gas Association.
- "Fiscal Relations Among the Federal Government, State Government, and Local Governments in Michigan," in Michigan at the Millennium: A Review of Michigan's Fiscal and Economic Structure, eds. C. Ballard, P. Courant, D. Drake, R. Fisher, and E. Gerber (Michigan State University Press, 2003).
- "Review of Property Taxation and Local Government Finance," National Tax Journal, December 2003.
- "The Effects of Property Taxes on Home Values," Journal of Real Estate Literature, 2000.