

ADAM DUCOTE

Operator · Builder · Policy Strategist

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PROFILE

Operator and builder who reads complex environments, identifies what is movable, and builds the infrastructure a situation requires — across strategy, operations, and stakeholder relationships at once. More than fifteen years in strategic communications, organizational turnarounds, and disaster-response operations; over the last five, that pattern has concentrated into Louisiana policy and government affairs — the arena, not the limit of the work. Recent results span utility-scale energy policy outcomes, a professional-services firm built and run end-to-end as a solo operator, and market-entry strategy for venture-backed and enterprise clients.

CORE CAPABILITIES

Organizational Build & Operations · Coalition & Stakeholder Strategy · Regulatory Navigation & Market Entry · Strategic Communications & Narrative · AI-Native Systems & Workflow Automation · Policy Risk Assessment & Intelligence

EXPERIENCE

Principal & Founder · Virgil Strategies, LLC

2019 – Present

Baton Rouge, Louisiana · Solo government affairs and policy intelligence firm. Verticals: energy, resilience, nuclear, healthcare AI, market entry.

- Secured passage of **Act 533 (2024)**, expanding the Louisiana Fortify Homes Program: built the coalition across the Department of Insurance, major carriers, and legislative sponsors, negotiated the FORTIFIED premium-discount provision that moved the bill, and delivered \$30 million in annual funding to harden homes and stabilize a contracting insurance market.
- Secured passage of **Act 443 (2022)**, establishing Louisiana's first statutory framework for offshore wind leasing and opening state waters to utility-scale investment.
- Advised venture-backed and enterprise clients on market entry and regulatory navigation across energy, resilience, nuclear, and healthcare AI, and represented them on six statewide task forces shaping Louisiana's energy-transition strategy; contributed to passage of **Act 752**, the state's hemp regulatory framework.
- Built and independently operate the firm's full production infrastructure, including an AI-native workflow system — a one-person firm delivering at team-level output.

General Manager & Strategy Consultant · Counterspace

2018 – 2022

Baton Rouge, Louisiana · Artisan bakery and community gathering space, Mid City. General Manager during the launch year; retained strategy consultant thereafter.

- Built operational systems, team culture, and customer-relationship frameworks from the ground up during the launch year as General Manager.
- Led a complete operational and brand pivot through COVID-19 — reframing the business around safety and community — that held customer loyalty while competitors closed; contributed to 100%-plus annual revenue growth over four consecutive years.

Co-Founder & Operations Lead · Louisiana Disaster Recovery Nonprofits

2016 – 2021

Baton Rouge, Louisiana · Founded in response to the August 2016 Louisiana floods and subsequent hurricane seasons.

- Built multiple organizations from zero under active disaster conditions — no playbook, no infrastructure — designing intake, triage, and resource-allocation systems under pressure; ground-level observation of housing vulnerability and recovery-system failures became the foundation for the Fortify Homes strategy later executed through Virgil Strategies.

Principal · Independent Strategic Communications Practice

2010 – 2019

Baton Rouge, Louisiana · Policy-advocacy communications for nonprofits, coalitions, and businesses navigating Louisiana's regulatory and legislative environment.

- Translated complex technical content into persuasive narratives for specific decision-makers — the foundation of a fifteen-plus-year communications career and the practice from which the Virgil Strategies government affairs function grew.

EDUCATION

Bachelor of Arts, English · Louisiana State University

Research Assistant to an internationally recognized arts policy scholar.