

# ADAM DUCOTE

Policy Strategist · Government Affairs · Operator

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Baton Rouge, Louisiana · Registered Louisiana Lobbyist

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## PROFILE

Policy strategist and registered Louisiana lobbyist with more than fifteen years in strategic communications, the last five concentrated in Louisiana government affairs — building the coalitions, legislative strategies, and regulatory relationships that turn policy commitments into enacted, funded, operational law. The operating pattern is consistent: read the environment, identify what is movable, build the infrastructure the moment requires, and stay involved long enough for the outcome to hold across sessions and leadership transitions. The work is closing the distance between a sound policy idea and a durable reality.

## CORE COMPETENCIES

Legislative Strategy · Coalition Building · Regulatory Affairs · Stakeholder Engagement · Policy Risk Assessment · Strategic Communications · Government Relations · Market Entry Advisory

## 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 (Louisiana Fortify Homes Program):** built the coalition from the ground up — Department of Insurance, major carriers, Smart Home America, and legislative sponsors — navigated a hard concession on a mandatory discount provision the legislature required to move the bill, and stayed through the follow-on appropriation that put \$30 million in annual resilience funding into operation for the homeowners most exposed to Louisiana's insurance-market contraction.
- **Secured passage of Act 443:** established Louisiana's first statutory framework for offshore wind leasing in the Gulf; led the government affairs effort through multi-session coalition-building and agency alignment that opened state waters to utility-scale investment.
- **Contributed to passage of Act 752,** the state's hemp industry regulatory and licensing framework.
- Represented clients on six statewide task forces and advisory bodies — Louisiana Climate Initiative, Clean Hydrogen, Electric Vehicle, Louisiana Grid, Offshore Wind Roadmap, and the Governor's Advisory Task Force on Coastal Activities — shaping state energy-transition strategy.
- Built complete firm operational infrastructure with no prior technical background — client portal (Node.js/Express/Stripe/SQLite), branded web presence, and full onboarding and document suite — supported by an AI-augmented architecture that lets a one-person firm operate at the output of a team.
- Managed six to twelve concurrent client engagements across five practice verticals; sustained through COVID and three legislative cycles.

**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.

- Produced policy briefs, legislative testimony, regulatory filings, and public-affairs campaigns that 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.

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## EDUCATION

**Bachelor of Arts, English** · *Louisiana State University*  
*Research Assistant to an internationally recognized arts policy scholar.*