



Zachary Rice

Strategist, Innovator, Lobbyist, Changemaker



zacharyrice.com



(317) 757-9012

SUMMARY

25-year veteran weaving strategy, projects, and partnerships into impactful outcomes, from local wins to global projects. Built championship teams, launched multi-million-dollar initiatives, and led award-winning legislative advocacy.

EXPERIENCE

GOVERNMENT AFFAIRS & ECONOMIC DEVELOPMENT CONSULTANT

Thomas P. Miller & Associates / 2023 – Present

- **Igniting Growth, Empowering Communities:** Piloting \$2M+ in impactful projects in IN, FL, & VA, including a \$4.2B game-changer creating 2,700 jobs.

Indiana Homeowner Assistance Fund / 2022

- **Championed Community Resilience:** Led launch of \$167M program, exceeding goals and delivering crucial aid to more than 10k Hoosiers.

Rice Motorsports / 2019 – Present

- **Racing Prowess:** Founded and steered a USAC Silver Crown championship race team, showcasing leadership and competitive agility.

University Loft Company / 2019 – 2022

- **Data-Driven Decisions:** Boosted sales by 231% and doubled market penetration by modernizing SOPs, analytics, and value-based strategies.
- **Government Guru:** Created a government contracting and association partnerships strategy that generated \$77M in new leads.

LEGISLATIVE AFFAIRS & POLICY DIRECTOR

Indiana Housing and Community Development Authority / 2013 – 2018

- **Transformed Lives:** Launched groundbreaking programs like the Midwest Housing Collaborative and Indiana Housing First, combatting homelessness and securing national recognition for innovation.
- **Revitalized Communities:** Aided \$90M blight elimination efforts, earning national acclaim for cleaning up neighborhoods and boosting public safety.

CHIEF ADVISOR TO THE SECRETARY OF STATE

Export and Investment Center of the Dominican Republic / 2009 – 2013

- **Supercharged Economy:** Drew record \$3B+ FDI, making DR the Caribbean's top investment magnet.
- **Job Boom:** Created 30K+ quality jobs in the contact center and BPO industry through savvy branding and partnerships.

HEAD OF GOVERNMENT AFFAIRS & REGULATORY COMPLIANCE

American Teleservices Association / 2005 – 2009

- **Defied Adversity, Built Trust:** Navigated a hostile climate to establish the first advocacy strategy for the embattled contact center industry, building bridges and earning trust during a critical period.
- **Tamed Regulatory Beasts:** Pioneered accountability standards, averting a tidal wave of crippling government oversights, and empowering the industry.

SKILLS

Policy Architect

Revenue Amplifier

Visionary Navigator

Collaborative Connector

Economic Catalyst

Community Builder

Enthusiastic Learner

ACHIEVEMENTS

2-Time USAC Entrant
Champion (2021, 2023)

2-Time NCSHA State Legislative
Advocacy Award (2014, 2017)

NCSHA Management
Innovation Award (2015)

NCSHA Federal Legislative
Advocacy Award (2013)

World Bank #1 FDI in the
Caribbean (2012)

EDUCATION

Graduate Certificate, Campaign Strategy

George Washington University,
Graduate School of Political
Management

Master of Public Affairs, Policy Analysis

Indiana University, Paul H.
O'Neill School of Public and
Environmental Affairs

Bachelor of Arts, Political Science, and Philosophy

Indiana University, School of
Liberal Arts