

# DAVE LADD

(651) 247-5458 • 15921 Flotilla Trail, Apple Valley, MN 55124

[Daveladd66@gmail.com](mailto:Daveladd66@gmail.com) • LinkedIn: [Dave-Ladd](#)

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## PRESIDENT, RDL & ASSOCIATES

STRATEGIC COMMUNICATIONS

GOVERNMENT RELATIONS

CROSS FUNCTIONAL TEAMS

RELATIONSHIP MANAGEMENT

PROJECT MANAGEMENT

INDUSTRY RELATIONS

BUILDING CROSS-SECTOR COALITIONS

DIGITAL COMMUNICATIONS

PUBLIC AFFAIRS/PRESS RELEASES

GRASSROOTS ADVOCACY / INITIATIVES

PUBLIC SPEAKING

UNITED STATES SENATE STAFF

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## PROFESSIONAL SYNOPSIS

- **Hardworking, qualified self-starter that loves a challenge** with distinctive interpersonal, communication and analytical skills. Able to develop meaningful programs and industry coalitions.
- **Exceptional leader but highly capable of functioning as part of a cohesive, productive team** with a solid passion for assisting others, learning new and enhancing existing skills, and building strong work relations.
- **Possess the drive, resourcefulness and ability to thrive in challenging environments** and utilize superb critical thinking skills to provide innovative solutions to existing problems and/or emerging issues.
- **Capable of coordinating and performing a range of government and public affairs support activities** as a primary liaison to VIPs and/or managing high profile initiatives.
- **Committed to actively providing top quality leadership in a long-term position** with a dynamic organization that appreciates versatility and the ability to provide meaningful insight to those I represent.
- **Superb organizer capable of completing multiple projects on time, to specifications, within budget**, all while maintaining 100% compliance with company policies and procedures.
- **Technology savvy**—Advanced skills in Word, Excel, PowerPoint and Microsoft Project 2010; able to create stylized Word documents and templates, detailed Excel spreadsheets and dynamic PowerPoint presentations.

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## EDUCATION

**MASTER OF ARTS – PUBLIC ADMINISTRATION – HAMLINE UNIVERSITY • St. Paul, MN**

*Graduate Certificate, Public Affairs Management – 2002*

**BACHELOR OF ARTS – POLITICAL SCIENCE – MINNESOTA STATE UNIVERSITY MOORHEAD • Moorhead, MN**

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## PROFESSIONAL CERTIFICATIONS

**2010-2011 POLICY FELLOW**

UNIVERSITY OF MINNESOTA • Minneapolis, MN

*Hubert H. Humphrey School of Public Affairs*

**PROJECT MANAGEMENT CERTIFICATE**

UNIVERSITY OF ST. THOMAS • St. Paul, MN

*Opus College of Business*

**MINI MASTERS OF FINANCIAL MANAGEMENT**

UNIVERSITY OF ST. THOMAS • St. Paul, MN

*Opus College of Business*

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## PROFESSIONAL EXPERIENCE

### PRESIDENT

RDL & ASSOCIATES • Woodbury, MN • March 2011-Present

Contribute strategic advice as an expert consultant to clients, including message development for a wide range of organizations seeking to examine and improve their infrastructure, mission and/or programs. Provide strategic communications advice, grassroots advocacy and online outreach. Assist clients in program and project design with a focus on establishing new opportunities for their customers or members. Persuasively influence message delivery by building solid, strategic alliances and coalitions at the state, regional and federal levels with superb results in terms of positive change.

- **Manage client relationships with a diverse business portfolio** ranging from multi-million dollar privately-held companies to large trade associations and business interests.

### MANAGER, GOVERNMENT AFFAIRS

AGRIBANK, FCB • Saint Paul, MN • December 2000-March 2011

Appraised Chief Executive Officer, Senior Management Team and Board of Directors of industry and financial services developments. Successfully represented the interests of AgriBank, FCB before members of Congress. Worked closely with the Senior Management and Board of Directors of Farm Credit lending institutions throughout a fifteen-state region.

- **Managed critically important relationships with Farm Credit financial institutions** whose assets ranged from \$1 billion to \$15 billion.

### POLICY ADVISOR

UNITED STATES SENATE • Minneapolis, MN • February 1995-December 2000

Extensive experience in the development of public policy. Responsible for policy evaluation and development, drafting of floor statements, outreach coordination, and the management of cross-sector coalitions. Experienced in managing organizational capital in the development and presentation of a policy agenda.

- **Provided strategic advice and counsel** to the Senator and Senior Staff regarding the development and presentation of the Senator's policy initiatives.

### BOARD OF DIRECTORS

CENTER FOR RURAL POLICY & DEVELOPMENT • St. Peter, MN • January 2009-Present

Serve as a key member of this non-partisan, not-for-profit policy research center dedicated to benefitting Minnesota by providing its policy makers with an unbiased evaluation of issues from a rural perspective. Work closely with staff to help guide the direction of the Center, to set research priorities and to help make the the Center a positive presence in the rural policy community.

- **Appointed by Governor Tim Pawlenty and reappointed by Governor Mark Dayton** to serve on the Center for Rural Policy & Development Board of Directors

### Prior positions\*

**TASK FORCE MEMBER – MINNESOTA BIODIESEL TASK FORCE** • St. Paul, MN

**PERSONAL ASSISTANT – UNITED STATES SENATE** • Washington, D.C.

*\* Career Note: Previous experience details & references available upon request*