

Biography

As a seasoned Government Relations Executive, Roger Smart has proven communications, political, analytic, and negotiation skills. With over 20 years experience in government relations, he provided governmental affairs and economic development services to community organizations. As a professional, he enjoys creating strategies and legislative programs and performing fundraising.

Born in Managua, Nicaragua in 1961, Mr. Smart moved with his family, at one year of age, to Las Vegas, Nevada where he lived for 30 years. After graduating from the University of Nevada with a BA in political science, he served as Assistant Sergeant at Arms and then as a Senior Management Analyst in the city of Las Vegas. Later, he worked in public administration for the United States Department of Commerce in the area of economic development writing multimillion dollar budgets and creating infrastructure projects for job producing programs for states and municipalities.

In addition, he was hired as a political appointee on projects and was on call to the White House and Secretary of Commerce to plan trips to promote US Trade abroad. He managed teams that handled advance activities for travel logistics and photo-op for different events. Occasionally, he gave speeches on behalf of the Secretary of Commerce to members, trade associations, and business organizations. Several years later, he moved to Washington, DC during the 1990's, where he now lives with his wife and young son.

While living in DC, he successfully started Roger Smart Inc., a consulting practice. As a government affairs and political specialist, he used his skills to build strong client relationships and coalitions. He continued to manage crowds at special campaign events, design backdrops, create PR and provide tactical introductions for clients. He raised money for candidates, organizations, and provided guidance for clients applying for federal grants and proposing federal legislation.

As an advance man for many political events, campaigns and presidential races, Smart sharpened his coalition building and diversity outreach skills. He worked on the Presidential campaign of New Mexico's Governor Bill Richardson and the mayoral campaigns of Adrian Fenty.

In the past, he worked for President Clinton and Vice President Al Gore planning and producing itineraries for politicians and their staff and visited foreign embassies to garner international support. In addition, he worked on Vice President Al Gore's *National Performance Review* that involved reinventing the government. He also worked for the Democratic National Committee in charge of media events and rallies.

As the Executive Director of the Java Institute, founded in 2005, Smart has been successful in winning a \$600,000 grant to document the economic achievements by conducting several nation-wide studies. His portfolio of clients includes cities, counties, corporations, non-profits, trade associations and Indian tribes as well as political organizations overseas.

