

Rodrick Miller

Committed Economic, Community, and Workforce Development Leader with deep urban market and global experience

rodrickmiller@ascendantgc.com

Summary

- Visionary Leadership
 - Great Strategic Mind with Strong Analytic Skills
 - Results Driven
 - Relationship-Oriented Consensus Builder
 - Strong Manager whom develops winning teams
 - Strong communication skills, written and oral
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Experience

President and CEO

April 2017 - Present

Ascendant Delivers Bold Economic Solutions that work. Ascendant helps communities thrive by leveraging their core assets, harnessing their human capital, and making quality decisions to secure their economic future. Ascendant develops nuanced approaches to address a broad range of issues including: securing jobs and investments in urban markets, and poverty alleviation, infrastructure development and access to capital for emerging enterprises.

President and CEO at Detroit Economic Growth Corporation

September 2014 - March 2017 (2 years 7 months)

President and CEO

January 2011 - August 2014 (3 years 8 months)

- Lead public private partnership responsible for driving long-term economic vitality of New Orleans.
- Build collaborative partnerships, align organization's activities, and structure development plans with both local, regional, state and federal economic development organizations and stakeholders.
- Identify and procure new sources of revenue to support the general organization purposes as well as specific programs

- Launched ProsperityNOLA, A Plan to Drive Economic Growth for 2018, a comprehensive strategic plan for the City of New Orleans focused on diversifying the economy and ensuring economic opportunity for all citizens.
- Secured more than \$600M in new investment and 4,000 new jobs for the city of New Orleans

Executive Vice President at Baton Rouge Area Chamber

December 2009 - January 2011 (1 year 2 months)

- Managed day-to-day operations of 2,500 member chamber of commerce including 35-member staff and \$4.5M budget;
- Developed organization's five-year strategic plan which included launching a foreign direct investment strategy, a talent retraction and recruitment program, and an innovation initiative; and
- Led organization's business outreach efforts to reach fundraising goal for \$20 million capital campaign.

Vice President of International Economic Development at Greater Phoenix Economic Council

June 2007 - September 2009 (2 years 4 months)

- Co-authored, developed, and drafted program for Foreign Direct Investment (FDI) Attraction to the state of Arizona which aims to increase FDI activity, increase high-wage jobs, and encourage innovation;
- Managed day-to-day operations of Arizona Global Network, a statewide partnership of economic development groups, universities, and the Arizona Department of Commerce to manage contractors in Germany, England, Japan, and other Pacific Rim countries to represent Arizona as a destination location for foreign direct investment.
- Led research to identify targeted markets for foreign investment into Arizona and; and
- Led organization's capital markets program in Dubai to secure funding for strategic investments in new venture creation, infrastructure, and research and development.

Vice President of Competitiveness at Greater Phoenix Economic Council

August 2005 - June 2007 (1 year 11 months)

Greater Phoenix Economic Council Phoenix, AZ

- Served as thought leader of economic development group for a regional economy consisting of 16 municipalities and the County government;
- Led statewide Technology Park strategy to increase performance in commercialization of university intellectual property, strengthen recruitment of knowledge-based firms, and drive innovation statewide;
- Developed tax incentive program to make the state of Arizona more effective in recruiting and retaining high wage employers which provide wages adequate to afford a home and healthcare coverage; and

- Coordinated and managed various committees to strategize around ways to build strong and sustainable local economy

Economic Development Administrator at City of Glendale

August 2004 - August 2005 (1 year 1 month)

- Developed and used economic and financial models to forecast project feasibility and economic and fiscal impact of large retail projects, stadiums and arenas, and corporate parks;
- Produced and managed business development efforts to attract new corporate businesses and retail centers to the City;
- Negotiated parameters for City incentives with developers and retailers including Cabela's Outdoor Outfitter and Westgate, a six-million square foot mixed-use development;
- Generated statistical reports analyzing population and development trends for the City of Glendale and surrounding community in connection with economic development projects;
- Helped determine department strategy and wrote FY04-05 strategic business plan;
- Negotiated five-year deal with Arizona Interscholastic Association to bring state sport championships to the City of Glendale.

Consultant at Infrastructure Management Group

July 2002 - January 2004 (1 year 7 months)

- Performed financial feasibility studies to assess the viability of undertaking large-scale capital improvement projects for public utilities and airports;
- Wrote procurement documents for municipalities, state, and national governments;
- Conducted interviews and analyzed key administrative and operational practices to reduce rates and enhance profits for the Detroit Water and Sewerage Department. Team recommendations led to more than \$35,000,000 in savings in the initial seven months of the engagement;
- Reviewed all capital improvement-related contracts exceeding a value of \$500,000 for a large Midwestern water utility to determine contract relevance, redundancy, effectiveness, and efficiency. Contract revisions yielded savings of over \$100,000,000 through the capital improvement program for the following eighteen months; and
- Aided large municipal client negotiate optimal service agreements with worker unions

Summer Associate at Ernst & Young

June 2001 - September 2001 (4 months)

- Reviewed credit history to assess credit risk of companies vying for the opportunity to build and manage housing for the U.S. Military's Housing Privatization Initiative;
- Performed feasibility studies to assess real estate market of different locales around the country;
- Evaluated rules and practices for scoring leases to offer leased space more efficiently and assist government agency in understanding U.S. OMB's perspective on scoring interventions; and
- Participated in the preparation of analysis that a government agency needed to assess debt attributed to bankrupt loans and conduct business with its license holders.

Economic and Financial Analyst at CEMEX

July 1999 - July 2000 (1 year 1 month)

- Performed economic and financial risk analysis, financial modeling, and forecasting of current and potential markets, including Mexico, United States, Germany, Colombia, Indonesia, Spain, Venezuela, and the Philippines, for CEMEX, the world's third largest cement company;
- Prepared detailed reports and briefs on market trends, inflation, and other economic indicators; and
- Involved in buying and selling of currencies.

Education

Harvard University

MPP (Public Policy), Concentrations in Business-Government Relations, Industry Analysis and Regulation, and Capital Marke, 2000 - 2002

Activities and Societies: Institute for International Public Policy Fellow Research Assistant Harvard Center for International Development Editor-in-Chief of Harvard Journal of African American Public Policy

Tecnológico de Monterrey

Grad Dip in Int'l Mgmt, Finance - Fulbright Scholar, 1999 - 2000

Activities and Societies: Fulbright Scholar

St. Augustine's College

BS, International Business, 1995 - 1999

Manning High School

1992 - 1995

Bad Kreuznach

Harvard Business School Executive Education

Young American Leaders Program

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