

JARRETT K. SMITH, MPA

Senior Government Affairs & Public Policy Executive · Federal Lobbying · AI Policy

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VP / CHIEF GOVERNMENT AFFAIRS OFFICER | HEAD OF PUBLIC POLICY | FEDERAL LOBBYIST

Senior government affairs executive showcasing 20+ years across federal lobbying, elected leadership, statewide advocacy, and coalition building. Holds an Executive MPA from the University of Pennsylvania's Penn Fels Institute of Government and a Penn Wharton Public Policy Model Certificate, paired with hands-on advocacy spanning AI policy, housing, appropriations, and tax. Translates policy risk into enterprise-relevant business intelligence, anticipates regulatory developments before they become operational disruptions, and builds the cross-stakeholder coalitions that move legislation. Native to Washington's policy ecosystem with established Congressional, administration, and trade-association relationships across both chambers. Brings the strategic intellect, relational capital, and credible authenticity required to lead corporate government affairs functions where political risk directly shapes market access, regulatory environment, and competitive positioning.

CAREER HIGHLIGHTS

- Delivered 75% success rate across federal advocacy initiatives spanning AI, housing, appropriations, and tax policy — securing commitments from 45+ lawmakers through 150+ Congressional and administration lobby visits.
- Translates policy developments into business-impact briefings for board, executive, and partner audiences through monthly board reports, semiannual briefings, and weekly policy updates.
- Built a faith-based working group of 25+ organizations, coordinating advocacy strategies across stakeholders with overlapping interests — a direct corollary to corporate GR coalition leadership.
- Advanced \$1.3M in ARPA relief and secured \$6M for major redevelopment as elected Takoma Park City Council member — demonstrating the legislative-craft and stakeholder-navigation skills required to move complex policy through real political processes.
- Holds Executive MPA (Penn Fels Institute of Government), Penn Wharton Public Policy Model Certificate, and BBA Finance (Howard University); registered Federal Lobbyist; member of National Institute for Lobbying and Ethics.

CORE COMPETENCIES

Government Relations | Federal Lobbying | Public Policy Strategy | Regulatory Analysis & Risk Assessment | Enterprise Political Risk Framing | Legislative Affairs | AI Policy | Coalition Building | Stakeholder Engagement | Executive Briefings & Board Reporting | Trade Association Engagement | Strategic Communications | Policy Campaigns | Cross-Sector Partnerships

PROFESSIONAL EXPERIENCE

Registered Federal Lobbyist — Federal Advocacy & Policy Leadership

2021 – Present

NETWORK Lobby for Catholic Social Justice | Washington, DC

- Direct federal advocacy strategy across AI, housing, appropriations, and tax policy — securing commitments from 45+ lawmakers through 150+ lobby visits with Congressional offices and administration stakeholders.
- Deliver 75% success rate across priority legislative initiatives by aligning policy analysis, stakeholder mapping, and advocacy strategy with organizational priorities — a measurable outcome rare in federal advocacy reporting.
- Author policy briefs, legislative analyses, vote recommendations, and deep-dive research that inform Congressional offices, internal leadership, board members, and partner organizations.

- Track legislative developments, leadership priorities, and stakeholder positions to anticipate political risks and sharpen advocacy strategy on fast-moving policy issues — including AI regulatory developments shaping the next decade of policy.
- Generate targeted media coverage reaching millions of supporters by coordinating Capitol Hill rallies and press conferences amplifying core policy positions.
- Advise leadership through board reports, semiannual briefings, weekly policy updates, and staff-wide presentations — translating policy complexity into decision-ready intelligence for executive audiences.
- Co-chair a 25+ organization faith-based working group, aligning coalition partners around coordinated advocacy strategies — managing consensus across stakeholders with partially overlapping interests.
- Partner with leadership and fundraising teams on the 2024 Nuns on the Bus & Friends tour, supporting outreach, donor engagement, and advocacy messaging across 20 cities and 11 states.
- Mentor junior colleagues on policy analysis, advocacy strategy, and career development to strengthen team capability across a complex federal policy portfolio.

City Council Member — Elected Public Official**2012 – 2022**

Takoma Park City Council | Takoma Park, MD

- Served as elected official for a full-service municipality of approximately 17,500 residents and 175+ employees — guiding public policy, budget priorities, infrastructure investment, labor relations, and constituent engagement.
- Directed approval of a \$30M annual budget funding public safety, infrastructure, and community services; oversaw legal and lobbying partners and authorized union agreements.
- Secured \$6M for the Flower Avenue Green Street redevelopment, modernizing a key corridor and positioning it for an 8% green corridor property value premium.
- Advanced \$1.3M in ARPA relief benefiting 1,346 households across the municipality.
- Sponsored and passed the city's plastic bag ban; expanded use of capital funds for major environmental projects worth \$3M-\$5M annually in Public Works initiatives.
- Restored Highway User Revenue for 157 Maryland municipalities through advocacy with the Maryland General Assembly and Governor.
- Influenced executive compensation decisions for leadership roles starting at \$250K, demonstrating governance experience relevant to corporate board and senior leadership oversight.

Chapter President & Board Member**2015 – 2022**

Maryland Municipal League | Annapolis, MD

- Held multiple leadership roles within Maryland's nonpartisan association of municipal elected officials and senior staff — advancing statewide advocacy, governance, and leadership for 157 municipalities.
- Shaped annual statewide legislative priorities as Vice-Chair of the Legislative Committee, evaluating policy impacts and advocacy implications for member municipalities.
- Chaired the organization's flagship annual conference and primary fundraiser, generating \$600,000 through sponsorships including major technology companies — directly relevant to corporate government affairs sponsorship and stakeholder engagement work.
- Strengthened financial oversight and regulatory compliance as Treasurer of the Executive Committee through annual audit supervision and process improvement across financial workflows.
- Resolved the longstanding tax duplication issue affecting 6 municipalities through advocacy with the County Executive — converting persistent regulatory inefficiency into institutional resolution.

EARLIER EXPERIENCE

Licensed Maryland Commercial Real Estate Associate Broker**2014 – 2018**

Capital Creag | Washington, DC

- Built market visibility and recognition in commercial real estate; recognized on the "Top 100 Commercial Real Estate Brokers to Follow on Twitter" for five consecutive years.

Property Manager

2002 – 2010

The Forsythe Group | Takoma Park, MD

- Increased property value by 38% in one year while developing new revenue streams; oversaw tenant relations, facilities operations, and administrative management.

AI & GOVERNMENT TECHNOLOGY STACK

Daily user of frontier generative AI platforms in legislative analysis, policy memo production, member dossier generation, and meeting note synthesis — operating capability that few Capitol Hill professionals have actually deployed in production work.

- Frontier AI Platforms: ChatGPT, Claude, Gemini, Perplexity — used daily for policy analysis, legislative drafting, and stakeholder briefing production.
- Legislation Prediction Modeling: built/operates a model that reduces legislative assessment cost and improves advocacy resource targeting through structured operational, predictive, and utility metrics.
- Member Dossier Production: high-speed decision-support function with measurable production efficiency, pre-meeting readiness rate, meeting coverage rate, first-pass acceptance, and quantified staff hour savings.
- Policy Memo Generation: AI-assisted memo production evaluated as a decision-support product across analytical quality, timeliness, resource efficiency, and organizational impact.
- Central Meeting Note Repository: developed a centralized institutional knowledge asset positioning faith policy professionals (and is adaptable to corporate GR teams) with the ability to have compounding insight into different policy areas across legislative cycles and authorizing committees.
- Field Operations Platform: designed a desktop and mobile project management platform that facilitates planning efficiency, field execution, mobile usability, data quality, productivity, campaign impact, and ROI — including turf assignment time, doors knocked per shift, contact rate, mobile adoption, and cost per contact.
- Daily Policy Briefing System: AI-assisted daily policy briefing supported by prediction modeling, deep research on emerging policy areas, and policy explainer production.
- Government Affairs Software: CQ, Quorum, Bloomberg Government — fluent in industry-standard legislative tracking and intelligence platforms.

EDUCATION

Executive Master of Public Administration (MPA) — Penn Fels Institute of Government, University of Pennsylvania, Philadelphia, PA (2025)

Penn Wharton Public Policy Model Certificate — University of Pennsylvania, Philadelphia, PA (2024)

Bachelor of Business Administration (BBA), Finance — Howard University, Washington, DC (1993)

PROFESSIONAL AFFILIATIONS & HONORS

- National Institute for Lobbying and Ethics — Member
- Kappa Alpha Psi Fraternity, Inc. · NY Penn Club
- Citation, Conference Planning Chair — Maryland Municipal League (2018–2019)
- Recognition of Outstanding Service & Leadership — Maryland Municipal League (2017–2018)
- Citation, Legislative Committee Vice Chair — Maryland Municipal League (2016–2017)

INTERESTS

Technical Projects (frontier AI applications in policy work), Reading, Volunteering.