



Rachel Cone





Rachel Cone joined The Southern Group in 2017 and is currently Managing Partner of the Tallahassee office. Before joining Southern, Rachel held a series of key government positions that allowed her to successfully navigate a range of policy areas, economic and business development, environment and sustainability, local government, strategic planning, and transportation.

Rachel began her career as a military reporter at the Florida Times-Union. She later served as the external affairs and communications director for the Florida Department of Environmental Protection. In 2012, Governor Scott appointed Rachel to serve as his deputy chief of staff, where she advised him on appointments and provided guidance to 14 state and quasi-governmental agencies on operational and management issues, including agency priorities, budget, communication, legislative strategy, and policy. Those agencies included the Department of Economic Opportunity and CareerSource Florida.

In 2017, Rachel served as the interim secretary for the Florida Department of Transportation (FDOT), where she successfully shepherded the department's policy agenda and \$11 billion budget across the finish line of the 2017 legislative session. During her time at FDOT, Rachel also served as the assistant secretary for finance and administration. Rachel managed three of the largest transportation work programs in state history and represented the department in front of the U.S. Department of Transportation and the U.S. Treasury, as well as Fitch and Moody's rating agencies.

Rachel currently serves on the Board of Trustees at Holy Comforter Episcopal School in Tallahassee. Rachel is a native of Monroeville, Alabama and a proud graduate of Auburn University. Rachel resides in Tallahassee with her husband, Dave, and their two children.



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