

Josh Cockrell

Economic Development / Government Affairs

Dedicated, self-motivated, detail-oriented, professional with approximately 11 years of economic development experience working with businesses, nonprofits, local and state governments. 13+ year career in government relations and public policy. Accomplishments reflect strong leadership, communication skills, consensus building, and a demonstrated commitment to organizational growth and problem solving. Organized and deadline driven. Strong background in project management, building and maintaining relationships with business and political communities.

Work History

2019-07

Principal / Owner

The StellaRea Group

- Provides government relations and economic development consulting for public agencies, non profit organizations, and businesses throughout Florida.
- Lobbies government agencies, legislative branches, local and state elected officials on an array of issues on behalf of clients.
- Assists clients with identifying business development opportunities and building strategic alliances.
- Assists clients with resolving land use, zoning, permitting, and planning and development issues.
- Provides executive administrative support for government agencies and boards.
- Provides grant management and administration services.
- Responsible for the administration, implementation and evaluation of programs, planning and operation, budget preparation, contract and vendor management.

2019-10

Principal / Co-Owner

Reliable Monitoring Solutions

Contact

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Phone

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E-mail

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LinkedIn

linkedin.com/in/
/joshuacockrell

Skills

Board, Community, and
Government Relations
●●●●●
Excellent

Grants Management and
Administration
●●●●●
Excellent

Policy Development and
Analysis
●●●●●
Excellent

Business and Program
Development
●●●●●
Excellent

Budget Preparation and
Planning
●●●●●
Excellent

- Installs, services, and monitors drug and alcohol solutions for problem-solving courts, pretrial and probation services.
- Serves as co-founder / co-chief executive for the company.

2023-07 -
Current

Chief Power Driver

Charged Properties

- Identifies business development opportunities for commercial property owners through the installation of electric vehicle charging stations.

2019-08

Real Estate Sales Associate

Landmark Commercial Realty Group, Inc.

- Provides a vast array of commercial real estate services including seller/buyer representation, tenant/landlord representation, site selection, business brokerage, commercial property management, and consulting services across all commercial real estate market segments in Florida.

2013-03 -
2019-06

Director of Economic Development

Gilmore Hagan Partners (formerly Infinity Global Solutions)

- Provided government relations and economic development consulting for public agencies, non profit organizations, and businesses throughout Florida.
- Lobbied government agencies, legislative branches, local and state elected officials on an array of issues on behalf of clients.
- Identified, analyzed, and monitored pending legislation that affects clients and disseminated information to the appropriate parties.
- Conducted and facilitated economic impact analyses and strategic plans.
- Assisted clients with identifying public/private partnerships, business development opportunities and building strategic alliances.
- Assisted clients with resolving land use, zoning, permitting, and planning and development issues.
- Provided executive administrative support for

Strategic Planning and
Implementation

●●●●●
Very Good

Interpersonal Skills

●●●●●
Excellent

Oral and Written
Communications

●●●●●
Very Good

Self-Motivation and
Visionary

●●●●●
Excellent

Detail-Oriented

●●●●●
Very Good

Ability to Work Under
Pressure

●●●●●
Very Good

Deadline-Driven

●●●●●
Excellent

government agencies and boards.

- Provided grant management and administration services.

2011-09 -
2013-02

Senior Consultant

Pass Consulting Group

- Managed, consulted, and developed winning strategies for numerous political campaigns throughout Northeast Florida including local, state, and congressional offices.
- Cultivated relationships with influential business and community leaders to gain support and raise funds to meet campaign objectives.
- Drafted campaign correspondence and crafted messaging to communicate complex issues.
- Managed 25 paid and volunteer staff.

2010-08 -
2012-05

Consultant

Lincoln Strategy Group

- Worked with a team on campaign missions throughout the Midwest to garner support for clean energy.
- Lobbied local and state elected officials, congressional members and staff.
- Communicated with media outlets to generate awareness.
- Developed strategic messaging through video production and social media.

2010-09 -
2011-08

Campaign Coordinator

St. Vincent's Healthcare Foundation

- Developed and coordinated capital campaign strategies to drive overall philanthropic support for a new hospital in Clay County, Florida.
- Cultivated and maintained relationships with current and prospective donors in Clay County, FL and Jacksonville, FL.
- Identified gift opportunities and drafted proposals to present to donors.
- Fundraising efforts resulted in more than \$3.5 million raised towards campaign goal within 1 year.

2009-08 -

Director of Marketing & Community

2010-08

Relations

Community Rehabilitation Center

- Developed print and web-based initiatives to brand the nonprofit organization.
- Identified strategic needs of the organization and prepared proposals to advance mission.
- Communicated internally and externally complex issues that impacted the organization.
- Cultivated relationships with business leaders and elected officials to enhance the organization's image within the community.
- Provided business development consulting to the organization's for-profit business ventures.

2008-09 -
2009-08

Financial Representative

Northwestern Mutual Financial Network

- Self-starter, worked independently to develop new business and drive overall sales growth.
- Trusted and recommended by corporate and not-for-profit executives to help reach personal and professional financial goals.
- Sold and implemented risk management products resulting in more than \$20 million in insurance benefits.
- Recognized within agency in July 2009 as Top Producer.

2008-04 -
2008-08

GOTV Director

Elaine Brown for Florida House of Representatives

- Provided campaign consulting and get-out-the-vote strategies.
- Coordinated fundraising efforts.

Affiliations

2021-11 -
Current

Chairman

Jacksonville Public Nuisance Abatement Board,
Jacksonville, FL
Vice Chairman, 2021-2022

2017-01 -
Current

Leadership Florida

Connect Class VIII

Audit Committee, 2021-present
Program Co-Chair, Northeast Regional Council,
2019-2020
Coordinator, Northeast Florida Day of Service, 2018

2017-01 -
Current

Cedar Bay Homeowners Association

President
Secretary/Treasurer 2017-2020

2016-01

Leadership Jacksonville

Class of 2016
Alumni Relations Committee, Chair, 2019-2020
Interview Selection Team, 2018-2020
Alumni Relations Committee, 2016-2021

2020-01

2020 Class of 40 Under 40 - Jacksonville Business Journal

2010-01

Jacksonville Regional Political Leadership Institute

Graduate

2006-01

Leadership College of Charleston

Class of 2006

2003-01

Boy Scouts of America

Eagle Scout

2017-01 -
Current

Clay Day

Planning Committee

2018-01 -
2022-05

Rethreaded

Board of Directors
Advisory Committee, 2016-2018

2018-01 -
2021-02

Clay County Chamber of Commerce

Public Policy Committee

2018-01 -
2020-12

Northeast Florida Builders Association

Board of Directors
Government Affairs Committee, 2018-present
Clay Builders Council, 2018-present

2019-01 -
2020-09

City of Jacksonville Safety and Crime Reduction Commission

Commissioner

**2016-01 -
2019-01** **City of Jacksonville Joint Planning
Committee**

Mayoral Appointee

**2018-01 -
2018-12** **Elevate Northeast Florida**

Steering Committee

**2017-01 -
2018-01** **Women's Center of Jacksonville**

Board of Directors

**2014-01 -
2018-01** **International Economic Development
Council**

Member

**2014-01 -
2017-01** **Urban Land Institute**

Member

**2014-01 -
2016-01** **Jacksonville University Graduate Student
Association**

Co-Founder

President, 2015-2016

Vice President, 2014-2015

Education

**2013-08 -
2016-04** **Public Policy**

Jacksonville University - Jacksonville, FL

Master in Public Policy, 2016

**2003-08 -
2007-05** **Bachelor of Arts: Political Science**

College of Charleston - Charleston, SC

Bachelor of Arts in Political Science, 2007