

Chris Hagan (David Christopher Hagan)

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EXPERIENCE:

Gilmore Hagan Partners - 2018 to Present

Partner

- Provide public policy issue analysis
- Defines market opportunities
- Strategic land use and design guidance and implementation
- Track and evaluate the impact of legislation affecting clients
- Favorable project financing
- Land use and record research for development and redevelopment
- Advocate on local and state issues
- Maintained over 30 clients at once
- Supporting forwarding thinking, inclusive, economically impactful political representatives
- Specializes in economic development in Northeast Florida

Hagan Partners - 2017 to Present

Founder

- Managed multiple clients focusing on land use and zoning
- Advocate local elected and appointed officials

Akerman LLP - 2016 to 2017

Public Policy Consultant

- Represented existing Akerman clients at the state and local level
- Responsible for retaining new clients to the firm
- Advocate state and local elected officials
- Tracked legislation and prepared reports for clients

Republic Services - 2015 to 2016

Major Accounts Executive

- Identify and acquire major accounts (revenue exceeding \$2,500/month)
- Assist General Managers in business relationships to help resolve issues
- Assist in the RFP and proposal development including preparing, assembling, packing and delivering
- Work closely with the General Manager to strategically acquire new large business contracts to grow the company's market share and EBITDA in Northeast Florida
- Responsible for renewing profitable contracts and negotiating additional services while maintaining a consistent rate of return

Advanced Disposal - 2013 to 2015

Municipal Marketing and Government Affairs Manager

- Responsible for all municipal contracts and government relationships in the state of Florida
- Assist General Managers in governmental relationships to help resolve issues
- Assist in the RFP and proposal development including preparing, assembling, packing and delivering
- Build out and maintain the working pipeline of all Florida opportunities in CRM program
- Work closely with the District Manager to strategically acquire new municipal contracts to grow the company's market share and EBITDA in Florida

- Responsible for renewing profitable contracts and negotiating additional services while maintaining a consistent rate of return
- Responsible for maintaining a good working relationship with elected officials around the State of Florida and developing new relationships in new market areas

Northeast Florida Builders Association, NEFBA – 2009 to 2013

Government Affairs Director

- Advocate on behalf of the construction industry to state and local elected and appointed officials in Northeast Florida on issues affecting the building and development industry.
- Coordinate political and charity fundraisers on behalf on NEFBA
- Manage and file quarterly and annual reports for two Committees of Continuous Existence, one Political Committee, and one Industry Issue Fund
- Oversee the NEFBA Government Affairs Committee, Political Action Committee, Industry Issues Fund Committee, and Clay County Builders Council
- Communicate with the media and membership on issues facing the building and development industry

COMMUNITY INVOLVEMENT:

- Northeast Florida Builders Association, Board of Directors, 2013-2019
- Jacksonville Planning Commission, 2010-2018
 - Chairman for 2 years (2014/15 and 2015/16)
- "The House the House Built," Habitat project with Florida House of Representatives, Organizer, 2013
- Eagle Scout
- Jacksonville Chamber of Commerce Board of Governors
- City of Jacksonville Comprehensive Plan Review Committee
- Jacksonville Downtown Rotary Member

EDUCATION:

- Flagler College, Bachelor's Degree in Business Administration, Minor Economics – 2003 to 2005
- Brevard College – 1999-2002

REFERENCES:

- Exceptional references available upon request