

EDWARD RANDOLPH

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CAREER PROFILE

Economic development professional with progressive experience in business recruitment and management of complex real estate development and transportation projects. A high-energy, results-oriented leader with excellent interpersonal, communication and presentation skills. I've been recognized by senior management and promoted to increasingly responsible positions based on my ability to efficiently manage human and material resources.

PROFESSIONAL EXPERIENCE

JEA

2022-Current

Director of Economic Development

Responsible for the development of a new economic development strategy and plan, along with the creation of new incentive policies and utility grant programs that will help enhance the economic vitality and quality of life, in Northeast Florida. Development of a team of talented economic development professionals, that will help develop and bolster relationships with local chambers, professional organizations, and government bodies, that have a common interest in the expansion and improvement of JEA's electric, water and sewer infrastructure. Assist with the design and development of underutilized JEA-owned property for private commercial projects and creative initiatives that serve the needs of the non-profit community.

CITY OF JACKSONVILLE

OFFICE OF ECONOMIC DEVELOPMENT (OED)

2006-2022

Director of Business Development

Served as an appointed member of the Mayor's staff. Responsible for a large amount of day-to-day business development efforts countywide, and the management and development of city-owned land at the Cecil Commerce Center. My daily duties included: meeting with prospective business prospects and developers, attracting private capital, directing a team of consultants and a property management staff, negotiating and monitoring leases for 750,000 SF of city-owned office and industrial building space, procuring projects, and managing a \$6 million annual budget. Worked closely with elected officials, local business leaders, Jacksonville Chamber of Commerce, JEA, Jacksonville Aviation Authority, JaxPort, transportation agencies and others, to recruit new international and U.S.-based businesses to the City of Jacksonville. Some of my major achievements include:

- Facilitated a comprehensive master planning effort, which will help transition Cecil Commerce Center into a 30 million SF, first class, multimodal, distribution center and business park.
- Helped negotiate and author a \$2 billion, 25-year, master development contract between the City and Hillwood Development, for Cecil Commerce Center.
- Served as lead negotiator for all new economic development projects, including: relocation of various HQ projects for companies such as Dun & Bradstreet, Sofi, and FIS; multiple Amazon distribution center operations, ranging from \$100 million to \$200 million in value; 500,000 SF GE manufacturing facility; 300,000 SF FedEx distribution center; Bridgestone Americas' 1 million SF distribution center; Saft America's \$200 million lithium ion battery manufacturing plant, Jinko Solar's only U.S. manufacturing facility; and Bank of America's expansion initiative, which generated over a 1,000 new jobs in Jacksonville.
- Represented the Mayor's office on several panels and committees dealing with issues related to JaxPort, rail use, and Northeast Florida's overall transportation needs.

- Obtained several multimillion-dollar, state and federal grants, for construction projects.

CITY OF JACKSONVILLE

2004–2006

Senior Planner

Managed and assisted a team of land use planners who were responsible for analyzing, reviewing and rendering decisions for various types of zoning, aesthetic and land-use applications.

- Facilitated and organized meetings with public and private groups involved in pending projects.
- Served as Planning Department liaison for City Council members and the City Planning Commission.
- Assisted with large scale study focusing on transportation corridors and their relation to existing and future infrastructure and development.
- Oversaw the Process Management System; the method by which applications and efficiency issues within the Planning and Development Department were audited and evaluated.
- Was a member of a committee focusing on rewriting the City's zoning code.

SUFFOLK COUNTY WATER AUTHORITY

2000–2004

Senior Development Analyst

Managed transfer of development rights (TDR) and land acquisition program (largest in the U.S.), for the nation's largest municipal supplier of groundwater. Performed administrative and technical review of development projects, all of which required knowledge of various state, federal and local laws. Acted as liaison for NY State Attorney General's Office for complex litigation matters.

- Facilitated and managed a large land management council, which was comprised of town, county, state and federal officials, utilities and private and non-profit organizations.
- Served as a legislative intermediary, and assisted with the drafting of legislation for numerous development initiatives.
- Facilitated and organized meetings with public and private officials to evaluate and plan strategies for regional building and transportation projects.

EDUCATION AND CERTIFICATIONS

B.A. in English--SUNY, Old Westbury (1997)

MPA--Long Island University, C.W. Post (2000)

24 credits completed towards M.S. in Education--Long Island University, C.W. Post (1999)

Advanced Graduate Certificate in Environmental Management--SUNY, Stony Brook (2003)

American Society of Transportation and Logistics (ASTL) Certification in Transportation and Logistics--University of North Florida (2011)

PROFESSIONAL AFFILIATIONS

Florida Economic Development Council (Past Board member), Council of Supply Chain Manufacturing Professionals (Past Treasurer), Florida Planning and Zoning Association (Past Vice President), Urban Land Institute, Big Brothers Big Sisters (Mentor).