

Josh Cockrell

Dedicated, self-motivated, detail-oriented, professional with 10+ years of government and community relations experience working with businesses, nonprofits, local and state governments. Accomplishments reflect strong leadership, communication skills, consensus building, and a demonstrated commitment to organizational growth and problem solving. Organized and deadline driven. Strong experience in project management, building and maintaining board relationships. Extensive knowledge of and relationships with business and political communities.

Experience

- 2013.03 - present** **Director of Economic Development**
Gilmore Hagan Partners (formerly Infinity Global Solutions)
- 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.
 - Identifies, analyzes, and monitors pending legislation that affects clients and disseminates information to the appropriate parties.
 - Conducts and facilitates economic impact analyses and strategic plans.
 - Assists clients with identifying business development opportunities and building strategic alliances.
 - Serves as Executive Director of the Clay County Development Authority (CCDA) and is responsible for the administration and evaluation of programs, overall planning and operations, providing support for the agency's Board, and serves as the principal spokesperson.
 - Manages fiscal operations and budgetary planning for the CCDA.
 - Administers a successful grant program for the CCDA in which more than \$4.5M in defense grants have been applied for and awarded within past 4 years.
- 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.
- 2010.09 - 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.
- 2010.08 - 2012.05** **Consultant**
Lincoln Strategy Group

Personal Info

2019-
LTT

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LinkedIn

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Skills

Board, Community, and Government Relations



Grants Management and Administration



Policy Development and Analysis



Business and Program Development



Budget Preparation and Planning



Strategic Planning and Implementation



Interpersonal Skills



Oral and Written Communications



Self-Motivation and Visionary



Detail-Oriented



Ability to Work Under Pressure



Deadline-Driven



- 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.

2009.08 - Director of Marketing & Community Relations

2010.08 *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 - Financial Representative

2009.08 *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 - GOTV Director

2008.08 *Elaine Brown for Florida House of Representatives*

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

Education

2013.08 - Jacksonville University, Jacksonville, FL

2016.04 Master in Public Policy, 2016

2003.08 - College of Charleston, Charleston, SC

2006.12 Bachelor of Arts in Political Science, 2007

Affiliations

2019 - City of Jacksonville Task Force for Safety and Crime Reduction

present *City Council Appointee*

2017 - Leadership Florida

present *Connect Class VIII*

Coordinator, Northeast Florida Day of Service, 2018

2016 - Leadership Jacksonville

present *Class of 2016*

Interview Selection Team, 2018-present

Alumni Relations Committee, 2016-present

2018 - Clay County Chamber of Commerce

present *Public Policy Committee*

2018 - present **Rethreaded**
Board of Directors
Advisory Committee, 2016-2018

2018 **Elevate Northeast Florida**
Steering Committee

2018 - present **Northeast Florida Builders Association**
Member
Government Affairs Committee, 2018-present
Clay Builders Council, 2018-present

2017 - present **Clay Day**
Planning Committee

2017 - present **JAXUSA Partnership**
Business Development Committee

2017 - present **Cedar Bay Homeowners Association**
Secretary/Treasurer

2017 - 2018 **Women's Center of Jacksonville**
Board of Directors

2016 - present **City of Jacksonville Joint Planning Committee**
Mayoral Appointee

2014 - 2016 **Jacksonville University Graduate Student Association**
Co-Founder
President, 2015-2016
Vice President, 2014-2015

2014 - 2018 **National Association of Industrial and Office Properties**
Member, Northeast Florida Chapter

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

2014 - 2017 **Urban Land Institute**
Member

2010 **Jacksonville Regional Political Leadership Institute**
Graduate

2006 **Leadership College of Charleston**
Class of 2006

2003 **Boy Scouts of America**
Eagle Scout