

# *Cori Henderson*

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## EDUCATION

**The George Washington University**, Washington, D.C. December 2000  
Master of Public Administration (MPA), concentration in Management, Politics, and Policy

**University of Florida**, Gainesville, FL Spring 1998  
B.A. in Political Science

## RELATED PROFESSIONAL EXPERIENCE

**Director, Business Development, Enterprise Florida, Inc., Tallahassee, FL** 1/14 - Current  
Facilitate job growth and increased capital investment statewide in Florida's Target Sectors through business recruitment and expansion efforts.

- Collaborate with local economic development partners, regional organizations and utility stakeholders;
- Prepare formal presentations and RFI responses for business prospects and community organizations;
- Plan, coordinate and guide company representatives on site and community tours;
- Negotiate incentive offers and lead companies through the application and review process;
- Serve in the formal capacity of Economic Development Liaison responsible for facilitating resolution of regulatory issues at state agencies for companies locating or expanding in Florida;
- Provide subject matter support and bill analysis assistance during legislative sessions.
- Serve as the business development department's liaison to Northwest Florida and Florida's Rural Communities.

**Legislative Aide to former State Senate President, Senator Tom Lee, Brandon, FL** 12/12 – 1/14

**Legislative Aide, State Representative Rich Glorioso (Retired), Plant City, FL** 8/05 – 10/08

**Legislative Aide, State Representative Donald C. Sullivan, M.D. (Retired), Largo, FL** 11/03 – 11/04

Prepared, promoted and tracked legislation, amendments and appropriations requests on a broad range of issues.

- Developed legislative strategies, facilitated coalitions, provided message coordination and crisis management;
- Researched, analyzed and advised the Senator/Representative on implications of proposed legislation, amendments and stakeholder proposals;
- Presented legislation sponsored by the Senator/Representative before Committees;
- Prepared talking points, speeches and briefing packets for the Floor, Committees and community events;
- Prepared press releases, press conferences and responses to media inquiries;
- Met with constituents, interested organizations, Members and staff regarding legislation, budget and policy concerns;
- Worked with state and local agencies to solve constituent challenges;
- Participated on community boards and work groups on behalf of the Senator/Representative.

**Sr. Director of Government and Military Affairs, Greater Tampa Chamber of Commerce** 11/11 – 12/12

Oversaw policy issue development and advocacy for the Greater Tampa Chamber of Commerce (Chamber.)

Identified and monitored local, state and federal issues affecting the business community and advised President & CEO and Chamber Leadership. Supervised and developed the Chamber's Military and Veterans Affairs activities.

- Developed and maintained strong relationships with local, state, and federal elected officials, agencies and staff;
- Coordinated the development of the annual legislative agenda and reported on the status of legislation impacting the business community and led advocacy trips to Tallahassee and Washington, D.C.;
- Created programs and events to educate members, community leaders and elected officials on policy issues affecting the Tampa Bay area including resolutions, newsletter articles, website and social media content;
- Represented the Chamber on community and statewide committees and at public meetings.

**Community Affairs Program Manager, Southwest Florida Water Management District, Tampa, FL 10/08 – 11/11**

Primary liaison for interaction with local government elected officials, city managers, and chambers of commerce in Hillsborough, Pasco and Pinellas counties. Advised Executive and Senior staff on developing issues and emerging trends.

- Developed outreach strategies and relationships to successfully communicate with and influence elected officials, staff, community leaders and stakeholders on water supply, water conservation and natural resource issues;
- Facilitated relationships between rural municipalities resulting in a jointly funded regional water conservation project and a formalized coalition of the municipalities;
- Administered the District's Tampa Bay Utility Outreach team to assist District regulatory and water conservation staff build relationships with public water supply providers;
- Organized and hosted public meetings on sensitive community issues;
- Participated in agency rule development and draft rule review and participated in pre-application meetings for Water Use Permits, Environmental Resource Permits, and Mitigation Bank Permits;
- Administered the District's Cooperative Funding Initiative including coordinating and leading an annual workshop.

**Independent Petroleum Association of America (IPAA), Legislative Assistant, Washington, D.C. 12/00 – 5/02**

Participated on multiple industry coalitions and taskforces on issues including taxes, natural gas, the environment, security, and crisis management. Responsible for coordinating agreement on sensitive issues as liaison to regional and state oil and gas associations. Monitored Federal Energy Regulatory Commission orders. Tracked and reported on the progress of comprehensive energy legislation in the U.S. Congress through regular conversations with Congressional staff, industry working groups, and careful review of congressional documents. Coordinated the development of IPAA member testimony before Congressional committees and Federal agencies. Managed and executed annual IPAA Board of Directors "Legislative Day" visits to Congress and the Administration. Contributed to the weekly IPAA newsletter.

**U.S. Senator Connie Mack, Staff Assistant, Washington, D.C.**

7/97 - 7/98

Represented the Senator at meetings through question and answer sessions. Redesigned and coordinated the tours request process to eliminate redundancy and reinstated the correspondence process with over 100 monthly requests, served as VIP Capital building tour guide.