





## CONTACT


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## EDUCATION

M.P.A. 2005  
**Texas A&M University-**  
Corpus Christi, TX

B.A. Political Science, 2001  
**University of Arizona-**  
Tucson, AZ

## ACHIEVEMENTS

 850 Business Magazine  
2020 Pinnacle Award Winner

 Project Management  
Professional (PMP)  
Certification 2020

## BOARDS

Ex-officio member **Santa Rosa**  
**Chamber of Commerce Board**  
2019-2022

Ex-officio member **Career**  
**Source Escarosa Board**  
2020-2022

# ERICA GRANCAGNOLO

## SUMMARY

Broad experience working closely with elected officials and executive leadership in diverse local governments on a wide range of issues including economic development, planning and development, strategic planning, capital project funding, infrastructure/utility needs and water quality/environmental issues. Demonstrated ability to effectively engage with stakeholders, partners, and staff. Advocate of a solution-oriented approach to complex issues.

## EXPERIENCE

### **Assistant Airport Director-Strategy & Development** **Air Service Development Manager**

#### ***Pensacola International Airport (Jan 2022-Now)***

Craft and implement the airport communication and marketing strategy; customer experience strategy; and the air service development strategy. Identify funding opportunities and partnerships to support airport growth.

### **Associate Director** ***Santa Rosa Economic Development (Jan 2019-Jan 2022)***

Responsible for all activities related to business attraction and incentives; business retention and expansion; marketing; workforce development; program and project management.

Accomplishments include:

- Development and management of **4 Triumph Gulf Coast** grant awards **totaling \$34 million** for industrial park infrastructure projects including Whiting Aviation Park, a \$10.5 million project that was completed on schedule and on budget.
- Recruitment of **Leonardo Helicopters**, who will construct a 75,000 sq. ft. customer support center at Whiting Aviation Park. Recruitment efforts included an innovative plan to construct a temporary hangar at Peter Prince Airport as well as detailed coordination with **Space Florida** and the **US Navy**.
- Implementation of the first **small business assistance** program in the region at the start of the pandemic, distributing **\$100,000 within 2 weeks** of the shutdown, and through a partnership with the Small Business Development Center a grand total of **\$3 million** was distributed to small businesses in 2020.
- Facilitation of a solution to provide **wastewater infrastructure** for county owned industrial parks during a time of unprecedented growth.

## COMMUNITY

Mentor with UWF Executive  
Mentorship Program

## PUBLIC SPEAKING HIGHLIGHTS

- Governor's Press Conference 2021
- Leonardo Ribbon Cutting 2021
- Panelist Enterprise Florida Virtual Select Florida Foreign Direct Investment Expo 2021
- Helicopter hangar groundbreaking 2020
- Presenter Saltmarsh Construction Industry Update 2020

## NOTEWORTHY SKILLS

Relationship building and effective communication with **C-suite executives** across the country and in vastly different industries

# ERICA GRANCAGNOLO

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### Grants and Special Programs Manager

#### *Santa Rosa County (Apr 2015-Dec 2019)*

Oversight of long-term grant funded programs including Strategic Defense Program, Flood Mitigation Program, Oil Spill Funding Programs, and Environmental Initiatives. Supervision of 1 employee.

Accomplishments included:

- County wide implementation of new guidelines for **federal funding**
- Management of Enterprise-Wide **Risk Assessment**

### Planner

#### *City and County of Honolulu (Oct 2007-Aug 2008)*

Managed Special Use Waiver Process to include public hearings on complex land issues.

Accomplishments included:

- Investigative efforts resulted in resolution of complex land rights scenarios, within the context of the unique zoning laws in Hawaii

### Program Supervisor

#### *City of Austin, TX (Jun 2006-Apr 2007)*

Managed the residential plan and zoning review section for the Watershed Protection and Development Review Department, supervising a staff of 11 planners and 2 administrative positions.

Accomplishments included:

- Successfully implemented **highly controversial** new residential design standards at the height of the residential building boom to include a **public "roll out"** with information seminars, **media updates**, trainings, and relationship building activities.
- Eliminated months-long backlog of permits by **creating new review process** to provide better customer service/quicker response time, ultimately earning a significantly improved customer satisfaction rating.