

## Contact

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## Top Skills

Policy  
Public Policy  
Strategic Planning

# Darnita Bradley

Local Government Affairs & Engagement Manager at JobsOhio  
New Albany

## Summary

“[Darnita’s] ability to translate legislation into layman’s terms and quickly determine the impact of decisions on a local, regional, and state-level is a huge asset for us.” — Columbus Chamber of Commerce

### HISTORY OF PERFORMANCE IN GOVERNMENT AFFAIRS, ECONOMIC DEVELOPMENT, AND POLICY INFLUENCE >

Foster collaboration and consensus across diverse entities, bridging gaps and creating synergies throughout cross-functional partners, and working diligently to drive forward economic development and policy interests at the local, regional, and state levels.

### CULTIVATE SUSTAINABLE RELATIONSHIPS WITH COMMUNITY, GOVERNMENT, AND BUSINESS STAKEHOLDERS >

Analyze and present opportunities for improvement and business and economic development, tailoring communications to the needs and styles of each audience, building key account relationships, and fostering productive community relations.

### CHAIRPERSON OF GOVERNMENT AFFAIRS STEERING COMMITTEE FOR THE COLUMBUS CHAMBER OF COMMERCE >

Navigate issues directly impacting businesses in Central Ohio, identify public policies that foster a sustainable and productive business environment, educate members on top policy issues, and evaluate ballot issues and levies for Chamber endorsement.

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## Experience

### JobsOhio

Local Government Affairs & Engagement Manager

January 2021 - Present (10 months)

Columbus, Ohio Metropolitan Area

Collaborates in the execution of government affairs and external engagement strategy to promote the interest of JobsOhio, JobsOhio Regional Network Partners and Ohio's overall economic development climate. Supports the mission of JobsOhio by cultivating, maintaining and strengthening relationships with statewide elected and nonelected officials.

## Columbia Gas

### Manager of Governmental Affairs & Economic Development

June 2000 - October 2020 (20 years 5 months)

↳ Promote economic development opportunities in the State of Ohio, meeting with government officials to identify legislative risks, managing PACs to drive funding for key initiatives, and increasing exposure throughout community leaders and lawmakers.

↳ Managed legislative and community affairs for a \$40M, 31-mile Central Ohio pipeline investment project with impact across a multijurisdictional region including residences, commercial operations, businesses, parks, reservoirs, and environmentally sensitive areas.

↳ Created and administered the company's first Economic Development Grant Program, awarding \$1.5M in grant funds to support the creation and retention of 4,000+ Ohio-based jobs and \$378M in capital investment, with total economic impact reaching \$1.8B.

↳ Restructured local government affairs by developing the first municipal policy management strategy, streamlining local government operations, designing new processes, and creating a common platform to manage 1,000+ service area communities.

↳ Played a key role in the passage of legislation (HB319) to establish the natural gas industry's 1st public policy to fuel job creation and infrastructure investments; proving up to \$5M in annual funding for competitive economic development projects.

↳ Cultivated community, government, and stakeholder relations following the company's largest and first regulatory rate case proceeding in 14 years, proactively communicating and managing relationships critical to securing support and overcoming objections.

- ↳ Participate in lead generation through trade shows and targeted marketing campaigns, leveraging foundational sales and marketing experience to position offerings in a competitive market, and to facilitate a consultative, needs-based sales process.
- ↳ Serve as a visible member of the organization for community-facing initiatives, presenting philanthropic recommendations to leadership to reinforce commitment.

## Columbia Gas of Ohio

6 years

### National Account Representative

January 1998 - 2000 (2 years)

- ↳ Developed first-time website and newsletter targeted toward national accounts, delivering customer-centered communications to improve engagement and retention.
- ↳ Enhanced CRM data quality in order to support targeted sales initiatives, updating and improving data collection techniques to ensure on-demand access to current information.

### Sales Representative

1996 - 1998 (2 years)

- ↳ Achieved 100% of aggressive sales expectations through acquisition of key commercial and new construction accounts, cultivating relationships critical to driving conversion.

### Regulatory Analyst

1994 - 1996 (2 years)

- ↳ Prepared rate filings resulting in the recovery of more than \$700M in annual gas purchase contracts; monitored special rate contract reports detailing \$8M in lost annual revenues.

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## Education

### University of Oklahoma

Economic Development · (2012 - 2013)

### Franklin University

MBA, Business Management · (1995 - 1995)

Franklin University

Bachelor of Science, Accounting · (1987 - 1990)