

## JENNIFER GRAVES, CECD – DEPUTY DIRECTOR

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Role: Oversees the business development line of service, executing on initiatives and activities to facilitate both business attraction and local business retention and expansion. Provides operational support to the Office of Economic Development.

Jennifer is an economic development professional with over 16 years of experience. During her career she has had the opportunity to engage in every aspect of the profession, from market research, to strategic planning, to business attraction and retention.

Prior to joining the Gilbert team, she served as a Project Manager for the City of Mesa where one of her key projects was the development of the Mesa Center for Higher Education. She has also held positions as Economic Development Specialist for the City of Scottsdale and the Director of Business Retention & Expansion for the Greater Flagstaff Economic Council. While at the City of Scottsdale, Jennifer managed the relocation, expansion and retention of 21 businesses, representing over \$12 million in capital investment and 1,500 new or retained jobs. In Flagstaff, she was responsible for the management and implementation of a dynamic retention and expansion program that resulted in 12 local companies applying for and receiving Arizona Job Training Grants, totaling over \$850,000, to train 136 net new employees and 581 incumbent employees.

Jennifer earned an MS in Applied Economics from the University of North Texas and a BS in Regional Development from the University of Arizona. In 2009 she also earned her Certified Economic Developer (CEcD) designation. She is currently serving as the President of the Arizona Association for Economic Development (AAED) and is a member of the International Economic Development Council (IEDC).

A native to Arizona, she is also very active in the community and spends much of her spare time volunteering for a variety of causes. Most notably, she served as President of the Anne Rita Monahan (ARM) Foundation for five years which raised over \$100,000 to fund ovarian cancer research at the Translational Genomics Research Institute (TGen).