

KENYATTA MITCHELL

CONTACT

STRENGTHS

- Government Legislation
- Key Contact Management
- Regulatory Affairs & Compliance
- Corporate Strategy
- International Affairs
- Organization Advocacy
- Team Development & Direction
- Brand Promotion & Protection

AFFILIATIONS

Board Membership:

Atlanta/Fulton County Recreation Authority's SMP Community Fund, Inc.

- 2013 - Present

Fulton County New Markets Tax Credit Advisory

- 2012 - Present

Georgia Equality

- 2009 - Present

Vice Chair of the Board of Ethics

- City of Atlanta, 2005 - 2007

Membership:

Georgia Professional Lobbyists Association

- 2015 - Present

Association of Government Relations Professionals

- 2015 - Present

Governor's Commission for New Georgia

- 2003 - 2004

Governor's Economic Development Initiative

- 2003

GOVERNMENT AFFAIRS PROFESSIONAL | GOVERNMENT & COMMUNITY AFFAIRS

PROFILE

Highly accomplished Government/Community Representative with 10+ years of experience in government affairs and regulations at the federal, state, local, and international levels. Demonstrate expertise in communicating messages to appropriate levels within the organization to ensure overall efficiency and goals achievement. Possess strong interpersonal skills with proven integrity to successfully operate in multicultural environment. Proficient in preparing high-level executive correspondence and material for external meetings, public events, and hearings.

PROFESSIONAL EXPERIENCE

Waste Management

2011 - Present

Regional Public Sector Representative

- Manage \$12M+ in existing contracts, including relationship maintenance, contract terms, service offerings, price increases, and extensions
- Build and enhance customer relationships and satisfaction through strategic community initiatives by attending public functions, City Council/Board meetings, and other community events
- Use revenue acceleration tools for existing contract renewals and target pursuits, structuring RFPs and existing contracts to provide value propositions that match customers' needs and Waste Management products
- Conduct community educational and informational outreach sessions and collaborate with media outlets to promote organizational projects and campaigns
- Develop strategies to strengthen service offerings that include waste to energy, At Your Door, Recyclebank, and BigBelly Solar
- Develop community partnerships with elected officials and key community stakeholders that result in positive press coverage and positively benefit the company's brand
- Research and present insight on political strategies and community activities and needs to cross-functional teams and management
- Gather and present client data at local government and community meetings

Kenjam, LLC

2009 - 2010

Principal Consultant

- Successfully secured sustainable tax credits, grants, and other incentives for Fortune 100 clients through outreach programs and facilitation of federal and local governments
- Researched and lobbied against a crucial legislation for a major logistics company that would have increased its taxes
- Garnered positive press and relationships by developing and maintaining partnerships with elected officials and key community stakeholders
- Determined government affairs requirements by surveying current public policy, political issues, and trends
- Evaluated clients' proposed organization actions and presented alternative strategies to further the company's interests and adhere to government regulations
- Identified and managed clients' needs by preparing concise, accurate documents and balancing project budgets while anticipating and taking care of unanticipated issues
- Served as a speaker, panelist, or participant at events and trade association shows designed to educate attendees about sustainability, tax credits, and economic development issues
- Hosted international delegations in a bid to increase trade and cultural understanding with clients' companies

PricewaterhouseCoopers, LLP

2006 - 2009

Senior Associate

- Accomplished political objectives by establishing relationships with members of county commissions, city councils, lobbyists, consultants, and others in positions of influence
- Advised senior management on best practices to protect clients' capital investment by monitoring the political and business climate in the Southeastern United States
- Informed management of legislative proposals by tracking announcements and actions of public interest organizations; summarized impact on the organization and recommended actions
- Convinced key government officials to legislate tax incentive packages for company expansions
- Used cost-benefit research to evaluate financial requests, assess program substitutions, and explore alternative funding methods
- Mentored and led team members to develop skills for serving clients and promoting their careers, recognizing and building through team discussions and peer observations the individual's strengths

KENYATTA MITCHELL

CONTACT

EDUCATION

Clark Atlanta University
*Master of Arts in Political Science/
International Politics*
Bachelor of Arts in History

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PROFESSIONAL EXPERIENCE *(continued)*

Fulton County Department of Economic Development *International Economic Development Specialist*

2005 - 2006

- Successfully negotiated the passage of real estate and economic development legislation
- Developed and implemented short- and long-term economic development strategies, public/private partnerships for development, and business assistance programs for existing and prospective international businesses
- Served as the Fulton County liaison to the international business community, chambers of commerce, economic development planning advisory boards, economic development agencies, and governmental agencies to promote the County's economic development policies
- Recommended adjustments in programs, activities, policies, and procedures to further economic development goals
- Met with affected property owners in potential economic development areas to assess and coordinate Fulton County's economic development efforts
- Wrote and presented resolutions, proclamations, ordinances, staff reports, and other official documents, as required, for the economic development programs
- Collaborated on task forces to analyze and provide policy recommendations about the Tax Allocation Districts proposed in Fulton County

Governor's Office of Planning and Budget

2000 - 2004

Policy Analyst II and Director of Investigations

- Developed, analyzed, and executed budgets in excess of \$500M, including federal, state, private funding and investment grade bonds
- Coordinated the strategic planning process for the administration's first term to integrate policy and political campaigns across multiple state departments
- Analyzed budget and policy planning for the Governor on economic development, infrastructure, and natural resources to ensure compliance with regulations and organizational objectives
- Reviewed and measured organizational performance, assessing the efficacy of an agency's programs and policies on their budget
- Researched and presented legislation to key stakeholders, educating key members on how policies affected their areas and provided updates to changes in policies
- Provided insight and technical assistance to the Governor's staff and agencies in preparing annual budgets