



# KIRSTEN MCGREGOR

PRINCIPAL



## PERSONAL PROFILE

Economic Recovery and Resilience Consultant helping clients through economy response, recovery, resilience, and preparedness for future disruptions

## CORE SERVICES

- Strategic Planning
- Stakeholder Engagement
- Project Prioritization
- Governance & Oversight
- Interagency & Cross Sector Plans
- Federal Funding Strategies

## CONTACT INFORMATION

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 307 Milton Drive  
 Wilmington, DE 19802 USA

## EMPLOYMENT HISTORY

**Principal & Founder, SAGAX Associates, LLC**  
 Wilmington, DE (2013-Present) Highlighted clients include: **Economic Recovery Consultant, US Virgin Islands, Hurricanes Irma and Maria**, (FEMA 4335/4340-DR-VI) through the **US Economic Development Administration** contract providing inter-agency, cross-sector economic recovery expertise since March 2019 focusing on plan alignment, resilience, hazard mitigation, climate change, microgrids, entrepreneurship, territory policies, island economies, capacity building, governance, and strategic planning.

**Senior Fellow at the University of Delaware** Joseph R. Biden School of Public Policy and Administration Institute of Public Administration providing expertise for their **Recover Delaware** initiative during COVID-19; and **Policy Advisor** to the University's **Island Policy Lab**.

SAGAX co-created a nonprofit to promote the innovation tech sector and develop the tech pipeline for Delaware employers in response to local economic disruption, and sudden and severe job loss with **Open Bracket Delaware**. McGregor served as the **executive director** as a part of the contract where she procured over a dozen corporate sponsors to re-brand the state and attract high talent.

McGregor took a sabbatical from SAGAX to serve as **Deputy Director, Delaware Economic Development Office**, before it transitioned to a public private partnership.

**Senior Policy Advisor,**  
**President Obama's Hurricane Sandy Task Force**  
 Detail Assignment, NJ/NY/DC (2013)

McGregor was appointed to the Task Force to provide her expertise for the strategy document which included 15 business recovery statutory, regulatory and policy recommendations for federal agencies presented to President Obama in August of 2013. In collaboration with the US Small Business Administration, McGregor organized the Hurricane Sandy Small Business Recovery and Matchmaking Summit for over 400 business owners. This event engaged businesses to access federal contracts for Hurricane Sandy rebuilding: 27% of Sandy-related federal procurement contracts were awarded to small businesses.

**Economic Recovery Lead Coordinator,**  
**New Jersey, Hurricane Sandy**  
 Mission Assignment with FEMA, Lincroft, NJ (2012-2013)

The National Disaster Recovery Framework (NDRF) establishes a common platform and forum for how the entire community builds, sustains, and coordinates the delivery of recovery capabilities. (FEMA 4086-DR-NJ) McGregor provided on-site coordination for Hurricane Sandy recovery in New Jersey, identifying funding sources to leverage more creative, longer-term financing to the New Jersey Hurricane Sandy Action Plan for the US Department of Housing and Urban Development Disaster Community Development Block Grant funds.

## EMPLOYMENT HISTORY, CONTINUED

### **Economic Development Specialist,**

#### **US Department of Commerce Economic Development Administration**

Philadelphia, PA (2009-2012)

Leveraged nearly \$7 of private investment for every \$1 of federal investment by managing grants and grant applications for well over \$100 million in federal funds and served as the Philadelphia Regional Office's American Recovery and Reinvestment Act (ARRA) Grants Manager. Managed a Revolving Loan Fund (RLF) program which had a capital base of over \$324 million, over 27% of the agency's loan recipients and 38% of its RLF capital in 2010. Increased regional office RLF capital base 5.3% in one year with improved monitoring system and comprehensive planning reviews. Reviewed and provided guidance on 200+ Comprehensive Economic Development Strategies and Revolving Loan Fund Plans.

### **Planner/ Consultant, Remington & Vernick Engineers**

Haddonfield, NJ (2006-2007)

### **Planner/ Consultant, Chance Management Advisors, Inc.**

Philadelphia, PA (2001-2005)

## EDUCATIONAL HISTORY

### **University of Pennsylvania**

#### **Master of City & Regional Planning, Concentration: Economic Development, 2001**

Lewis Mumford Fellowship research for the Brookings Institute, Teaching Assistant Real Estate Development, Lewis Mumford Commencement Award for Research Methods

### **Franklin & Marshall College**

#### **Bachelor of Arts, Major: Government, 1999**

Commencement with Departmental Honors and Study Abroad, 1997, University of Edinburgh, Scotland

### **Certificates**

Entrepreneurship, Wharton School of Business Online Executive Education, University of Delaware Women's Leadership, Commercial Real Estate Development, Urban Land Institute; Blue Economy, University of Seychelles

## THOUGHT LEADERSHIP

- Thinkers 360 Top 50 Int'l COVID-19 Thought Influencers- May and June 2020, Top 50 Int'l GovTech Influencers
- Interviews on COVID-19 with Delaware Prosperity Partnership, WDEL Radio, LHM Business Network
- Speaker on Economic Recovery for the Northeast Economic Development Organization, Vita Nuova, Iowa Development Group 2020 Leadership Forum, Research on Investment Great Reset Series, International Economic Development Council 2020 Conference on recovery and resilience plan alignment, capacity building, and stakeholder/community engagement, American Planning Association 2021 Conference Speaker Federal Division on Leveraging Federally Funded Plans for Resilience and AICP continuing education credit
- Published in National Association of Women Business Owners, Thrive Global, Redevelopment Institute
- Delaware Today Magazine 2018 Leading Woman in Business Award

## COMMUNITY ENGAGEMENT

- National Association of Development Organizations, Associate Member
- National Association of Women Business Owners, member
- Redevelopment Institute, Advisory Board member
- International Economic Development Council, member
- American Planning Association, member
- Urban Land Institute, member
- Delaware Fund for Women, Member, served as Grants Committee Chair and the Board of Directors (2017-2018).
- Delaware Forum of Executive Women, Member, served on Board of Directors 2018.
- Goodwill of Delaware & Delaware County, Innovation for Job Creation Chair, Board of Directors of (2013-17)
- Delaware Governor's Advisory Board for Exceptional Citizens appointed member (2014-2017)
- Delaware State Board of Speech Pathologists, Audiologists, & Hearing Aid Dispensers appointed member (2014-17)