

Biography

Christopher Alan Clifton, CED

583 Alexandria Drive

Collierville, Tennessee 38017 Chris.Clifton287@gmail.com

901 288 3775 or 901 268 9291

Qualifications Summary

Extensive managerial experience in real estate development; business attraction, sales/marketing & lease negotiations in both the public/private sector. Consultative sales success in site/building & construction services at the "C & VP" levels.

Proven reliability in communicating with internal/external customers in cross functional teams on all transactions. Strategic planning based creative style to complex problem solving in teams. A catalyst for organizing around competitive advantages to leverage assets and create win/win solutions for all stakeholders. An energetic servant leader that puts team first. Outstanding experience in benchmarking/metrics/best practice applications to community visioning. Excellent labor market strategist.

Major Accomplishments

- *Negotiated tenant/landlord real estate transactions in 41 states with over 50 co- brokers; representing closing lease payments in excess of \$80MM annually.
- * Sold/leased over 4.3MM SF of office, industrial/logistic facilities during tenure.
- *Managed the build-out of over 23 medical, logistic, office projects as CM/Leasing
- *Site Selection/developed over 1600 acres of new industrial technology related, mixed use campus settings in Georgia, Kentucky, North Carolina & Tennessee.
- *Attracted hundreds of cutting edge technical firms investing billions in new facilities

Marketing Strategy

- *Lead first regional strategic economic development plan, Memphis 2005 3 States including 9 counties and 15 municipal stakeholders.
- *Managed fund raising campaigns of over \$22MM in marketing, sales capital drives in Augusta (GA), Jackson (TN) and Memphis (TN); exceeding goals on all campaigns.
- *Managed the creative advertising campaigns to market/sell sites, buildings, workforce advantages to build brand awareness in the marketplace targets.
- *As a "hunter/seeker" attracted over 100+ Fortune 500 firms to three (3) southeastern states thru my extensive network of consultants, brokers and target firms.
- *Generated State/Local confidence in retaining/attracting new jobs including the successful use of limited partnership incentives for training, infrastructure and relocation

Knowledge Foundation

- *National developer/broker, site selection and corporate real estate network.
- *Demonstrated site selection and development achievements including an eye for details necessary to see the potential of under-utilized sites in brownfield/re-use settings.
- *Cost/benefit analysis skills for incentives and investment recommendations.
- *Critical path project management fundamentals on construction, build-out.
- *Logistic demand and manufacturing operational skills. Cluster based foundational analysis use and benchmarking best practices as foundation for all marketing.
- *Workforce analysis assessment skills for use as competitive advantage in branding.
- *Outstanding oral/written presentation skills to a broad base of stakeholders.
- *Proven deal closer by building world class action teams of regional partners, state/national stakeholders and staff. Extensive use of existing industry executives in recruiting new firms to leverage diversity strengths of marketplace.

Educational Background

University of Oklahoma, Norman, Oklahoma, **Certified Economic Developer '85-87**

University of Georgia, Athens, Georgia Center for Organizational Management,
Graduate in Chamber Management '84-'89

Murray State University, Murray, Kentucky, **Masters Degree**, Public Administration

Murray State University, Murray, Kentucky, **Bachelors of Science**

Post Graduate Course Achievements

National Community Development Services

Advance Deal Making, SBA 501, 502, 7A, Financing in public sector Development
Georgia Institute of Technology, Atlanta, Georgia
Graduate 1983

Harvard University, Cambridge, Mass

Diversity Institute Graduate, **1983**

Professional Career Experience

Studley Real Estate, Corporate Real Estate Services, Memphis, TN

2007-Present

Managing Director (International Paper, Client Platform)

*Leasing commissions earned Corporation valued between 1.5-3.3MM/year on national account transactions.

*Average 125+ active sale/lease negotiated transactions/mo. '07-09 & 75/ month in '10-'11

*Managed co-brokers in 34 states, Canada and Mexico on surplus space disposition

Lauth Property Group, Director of Leasing/Development, Charlotte, NC

'05-'06

*Medical Office development/sales in several Virginia cities; Dunwoody, GA & Charlotte, NC. New MOB site selection, leasing and build-out for Hospital and Physician Practices' leading to \$40MM in new Surgery/MOB construction.

Healthcare Realty Trust, (HRT/REIT), Memphis, TN

'04-'05

Director of Leasing, Baptist Healthcare Systems Platform

*Negotiated all Leasing/build-out on 4 MOB campuses in TN & Miss for Baptist Health Care inventory of approximately 110,000RSF. Managed sales, marketing and client communications with 4 facility CEO's and HRT leadership.

Hollingsworth Companies, Director of Development/Leasing, Knoxville, (TN & NC Regions)

'02-'03

*Managed Leasing and build-out of over \$4.6MM in new tenant warehouse/manufacturing space including the business development, sale hunter process.

*Leased/PM all portfolio warehouse space in TN/NC markets (400,000RSF)

Champion Partners, Partner: Leasing and Site Development, Dallas, Texas

'99-'02

*Marketing/Leasing of 350,000SF of high volume logistic spec space to national firms creating 280 new jobs and \$46MM in new investment.

*Lead the site search, design and leasing strategies for two new spec sites

*Managed the application, approvals and operations of first privately developed FTZ (#233) in Memphis history.

Memphis Regional Chamber Partnership, EVP/COO, Memphis, TN

'94-'98

*Attracted \$2.13B in corporate international capital investment, ('97) & \$1.7B ('96)

*Negotiated incentives on behalf of 144 companies between '96-'08 with the IDB

*Broke all previous records of expansion, new location investment annually

Jackson Regional Chamber of Commerce, President/CEO, Jackson, TN

'88-'94

*Negotiated incentives for 36 new corporate firms (\$72M+ in new facilities including 4,700 new jobs). Generated expansions of 20 firms totaling new investment of \$19MM

*Built first speculative facilities (150,000TSF) to attract new investment

*Negotiated options for over 1100 acres of new industrial property (land bank)

*Earned first Chamber Organization Certification to Board (1993) by U.S. Chamber.

Augusta Regional Chamber of Commerce, VP Economic Development, Augusta, GA '85-'88

*Consolidated three County ED organizations into one cohesive delivery system

*Negotiated site selection and land purchase/development for two new technology parks
*Attracted over 5 new expansions and 13 new firm relocations to market
* Worked closely with elected leadership on technology funding for Ft. Gordon, National Communications Command Training Center for all service branches.

Hopkinsville/Christian County Planning & Development Commission, Ex. Director, Hopkinsville, KY

'81-'84

*Managed all city/county construction permitting, inspections, zoning and land development entitlement applications for both city and county with 13 member board.
*Generated organization savings of 34% annually against a \$2.4MM budget
*Managed CDBG small cities competitive grants to revitalize blighted neighborhoods in county and also had full responsibility for on-going Entitlement Neighborhood CDG (\$800,000) annually for city related targeted neighborhood redevelopment.
*Also held joint appointment as **Director of the City/Co Development Authority** managing all prospect leads and deal negotiations between clients and state/local governments. Located seven new firms and 5 expansions after developing first new industrial park in community since 1972.

Professional Affiliations/Awards

SIOR Associate

American Planning Association

Council of Logistic Management

Memphis Port Commission, “High Water Mark” award

Memphis Depot Redevelopment Board (DDMT) Brownfield BRAC Action

Tennessee Colonel

Lt. Colonel, State of Georgia

Alumni, Outward Bound, International Leadership Program

Georgia Red Carpet Tour, Annual Site Director (The Masters)

Alpha Gamma Rho, National Professional Fraternity

The MED (Trauma Center) Foundation Board (Memphis)

Base Closure/Redevelopment Board advisor (Naval Air Station/Millington, TN) &

DDMT/Memphis BRAC (appointed Board Member)

Former Board Member, American Economic Development Council (IEDC)

Rotary International

Elected President of MSU Student Activities Board managing a budget of over \$1MM

Numerous recognition in Site Selection, Area Development national publications for largest investment in State, Most complex financed deal, etc.

Held Real Estate License in Mississippi, North Carolina and Tennessee

