

CLARK SMITH COX, II

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BUSINESS SUMMARY

A business professional with thirty-eight (38) years experience in retail, commercial and investment banking; financial management, economic development, procurement, and contract negotiations. Successfully identified resources to utilize for capital funding, to invest in large and small business enterprises that relate to their start-up and development. A proven track record of working towards favorable acquisitions, and obtaining funding for special projects through extensive grantsmanship for community and economic development.

EXPERIENCE

COMMONWEALTH BUSINESS DEVELOPMENT, LLC

June 1999 - Present

Managing Partner

Administer and deliver economic and community development services to small developing cities as well as metropolitan areas within the States of Indiana, Kentucky, and Minnesota. Work via personal service contracts with government agencies and private companies.

- ~ Provides administrative expertise, loan packaging, and technical support for small to large business project through the use of public and private partnerships.
- ~ Formulates working relationships and written commitments to participate in economic development financing programs emphasizing the use of federal agency grants, loans and/or loan guarantee programs to encourage fixed asset long-term financing from commercial banks, savings and other financial institutions.
- ~ Formulates establishment of effective marketing programs including press conferences, promotional brochures, and other similar marketing techniques. Said marketing programs are directed toward businesses and financial institutions in order to expose them to the financial incentives offered by and/or through a municipality.
- ~ Provides technical assistance to non-profit corporations especially those involved in the areas of housing development, economic development, work force development, and youth development.

HOUSING AUTHORITY OF LOUISVILLE

April 1993 - May 1999

Resident Economic Developer

Planned and directed self employment programs for eight (8) large multifamily facilities with an additional nineteen scattered site locations for approximately 15,000 public housing residents.

- ~ Formulated and directed comprehensive micro-enterprise development component which included the concepts of entrepreneurial training, mentoring, and procurement for capital funding through the Revolving Loan Fund and the Collateral Reserve Fund.

- ~ Worked with Board of Commissioners of the Housing Authority of Louisville, business executives, attorneys, political officials, and community civic leaders in drafting and submitting progressive business plans for special projects to finance programs and job creation for public housing residents.
- ~ Responsible for drafting, submitting, and receiving the only approved federal grant funds [Public Housing] for fiscal year 1994 for the state of Kentucky in the amount of \$90,000 for the YouthBuild Program through the Department of Housing & Urban Development for the Housing Authority of Louisville.
- ~ Responsible for drafting, submitting, and receiving two of only three approved federal grants [Public Housing] for fiscal year 1997 for the state of Kentucky in the amount of \$100,000 each for the Tenant Opportunity Program through the Department of Housing & Urban Development for the Housing Authority of Louisville.
- ~ Formulated initial funding plan for the Park DuValle Housing Project. Project included funds from HUD CDBG monies, HOPE VI monies, and Low-Income Housing Tax Credits. Total Project cost of over \$80,000,000.

COMMONWEALTH ECONOMIC DEVELOPMENT CORPORATION
President & CEO

June 1987 - Dec. 1995

Administer and deliver economic and community development services to small developing cities and large metropolitan areas. Work via personal service contracts with government agencies and private companies.

- ~ Provide administrative expertise, loan packaging, and technical support for small to large business project through the use of public and private partnerships.
- ~ Success to date, acquired public and private funding for over thirty (30) business projects in excess of \$20,000,000.

CARROLL COUNTY COMMUNITY DEVELOPMENT CORPORATION
Executive Director

June 1986 - June 1987

Managed a rural private non-profit community development corporation and supervised day to day activities of two (2) staff employees.

- ~ Developed creative financing procedures and funding programs that stimulated the economic development of Carroll County
- ~ Implemented an \$800,000 Urban Renewal Project for the rehabilitation of fifteen (15) homes, construction of six (6) new homes, and site specific infrastructure improvements with CDBG funds.

Managed and supervised staff of fifteen (15) employees. Formulated and directed comprehensive enterprise development component utilizing a broad base of applicable resources to include CDBG, EDA, IRB, UDAG, and SBA monies for the funding of projects.

- ~ Reviewed and prepared reports to the Cabinet Director and the various Boards of Directors for each lending function for final approval to fund business portfolios and developers' projects.
- ~ Served as Chairman of the Louisville Industrial Development Authority, Secretary / Treasurer of the Louisville Economic Development Corporation, and Chairman of the Minority Venture Capital Corporation.
- ~ Subject accomplished several milestones while at the City of Louisville, which have not been surpassed.

Leverage Ratio of Public/Private Funds: One to twenty-three, that is, for every one dollar of Public money (CDBG) invested in a business, the private sector invested twenty-three dollars. Total funding exceeded \$20 million.

Industrial Revenue Bond Financing: \$300 million for commercial, housing, and industrial projects.

Urban Development Action Grants: Grants leveraged \$40 million in total project funding.

Structured:

Only HUD 108 Loan Guarantee that the City of Louisville approved that had a repayment schedule and gave the City a management position in a major downtown project (\$2.5 million).

Use of CD Float program to simultaneously construct two major downtown Parking Garages. One to serve the CBD (6th & Market) and the other to serve the Brown Hotel as a part of the Broadway Renaissance Project. (\$4.0 million)

First IRB issued in the Commonwealth of Kentucky to a Minority Business Enterprise (\$1.0 million).

First IRB/SBA503 combination financing for a project (\$600,000). Only second use of this type of financing in southeast United States.

First dual site SBA 503 loan involving substantial leasehold improvements as part of the collateral package. (\$1.4 million) Only second use of this type financing in the southeast United States.

FIRST INTERSTATE BANK OF CALIFORNIA
Banking Officer & Commercial Loan Officer

Aug. 1979 - Aug. 1980

Granted direct consumer and commercial loans up to \$150,000 and approved all flooring within established dealer lines (\$150,000-\$400,000).

- ~ Directed Commercial and Dealer department of \$75,000,000 branch in Sacramento, CA.
- ~ Brought Loan Delinquency from a high of 7.0% to an acceptable level of under 1.0% through workouts, refinancing, and repossessions. Assignment was to clean up Branch.

BANK OF AMERICA NT&SA
Banking Officer

Sept. 1978 - August 1979

Granted direct consumer and commercial loans up to \$75,000 and approved all flooring loans within established dealer lines (\$100,000-\$200,000).

- ~ Analysis and supervision of diversified dealer account with contingent liability of \$8,000,000.
- ~ Instrumental in writing and implementing loan and credit procedures for local MESBIC (Minority Enterprise Small Business Investment Company) in Fresno, CA.

GENERAL ELECTRIC COMPANY
Accountant (Financial Management Program)

Feb. 1976 - Sept. 1978

Liaison for financial accounting and management between Finance and Data System Operations.

- ~ Responsible for the maintenance, accuracy, supervision, and dispersion of the FI System (a system through which all financial reporting such as Profit & Loss Statements, Balance Sheets, and Cash Flow Analysis are completed for the Major Appliance Business Group of General Electric).

FIRST NATIONAL BANK OF LOUISVILLE
Assistant Branch Manager

June 1973 - January 1976

Supervised professional staff of eight (8) employees. Acquired deposits, marketed financial services, and granted direct consumer loans up to \$25,000.

EDUCATION
Bachelor of Arts - Political Science
Centre College of Kentucky
May 1973

COMPUTER SKILLS
Macintosh/Windows

HONORS/MEMBERSHIPS

- ~West Louisville Vision - Chairman of Economic Development Committee
- ~1994/95 Elected Delegate - White House Conference on Small Business Vice Chairman Of Community Development Committee and Procurement Committee - Kentucky Delegation

- ~Kentucky Strategic Plan for Economic Development - Tactic Team
- ~The National Day of Prayer for the U.S. Military, Inc. - Board Member & Secretary
- ~Dyslexia Institute of Kentucky, Inc. -Board Member & Secretary
- ~Rural Technologies, Inc. – Board Member
- ~Commonwealth Development Authority, Inc. - Board Member & CEO
- ~Past Chairman of the Board/President - Youth Alive!
- ~National Council for Urban Economic Development - Past Member
- ~National Trust for Historic Preservation - Past Member
- ~Southern Economic Development Council – Past Member
- ~Founder & Owner of first minority owned video store in Louisville, Ky. (Camelot Video Movie Center September 1980-March 1982)