



Tisa J. D. Clark, REALTOR®, LEED GA, PMP, AMP, CPC

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### **Founder & CEO, The JD Clark Companies**

Tisa J.D. Clark is the visionary founder of The JD Clark Companies, encompassing a Construction Firm, a Coaching, Consulting and Training Firm, and a Real Estate Development Firm. Her enterprises offer Affordable Housing Development Services, General Contracting, and Executive, Leadership, and Business Consulting, Coaching, and Training Services. Based in Prince George's County, Maryland, with a significant presence in Baltimore City, Ms. Clark's companies are Transforming Communities Through Social Impact®.

### **Career and Entrepreneurial Journey**

Ms. Clark launched her first company amid the 2008 recession, focusing on revitalizing the real estate industry. Her second company emerged from a cost center in her first enterprise and became a standalone entity in 2020, driven by her commitment to support small businesses with COVID-19 stimulus grants. In 2022, she founded her third company to address vacant and blighted properties in BIPOC communities, demonstrating her dedication to social impact and community revitalization.

A native Washingtonian, Ms. Clark has spent over 30 years establishing a reputation for "fixing what is broken." Her dedication to quality service, honesty, and reliability has earned her repeat clients and strong community rapport. She is known for her strategic analytical skills, creativity, and practical problem-solving abilities, consistently driving high performance through cohesive team building and leadership.

### **Professional Achievements and Education**

Ms. Clark is a Leadership Maryland ('22) alumna, a graduate of the Goldman Sachs 10,000 Small Businesses Program (Cohort 6), where she serves as her cohort's ambassador, and the Small Business Administration's Emerging Leaders Program (2016). She holds the Certified Professional Coach (CPC) designation, leading to the Associate Certified Coach credential from the International Coaching Federation (ICF).

Her processes prioritize client responsiveness and service reliability, resulting in sustained business growth and community impact. She has provided training, mentoring, consulting, and executive coaching for over 25 years, including consulting roles with the Baltimore City Mayor's Office of Small, Minority and Women Business and a Community Development Financial Institution.

### **Community Engagement and Recognition**

Ms. Clark's dedication to community service is reflected in her numerous accolades and roles. She has received awards such as the Top 100 MBE® Award (2019), the Small Business of the Year Award by the Prince George's County Chamber of Commerce (2018), and the State of Maryland Governor's Citation (2018). She has been recognized by the Washington Business Journal as one of the 2018 Minority Business Leaders of the Year and by SmartCEO Magazine with the Brava Award (2017).

Her company, JD Clark Professional Services, is one of Prince George's County's fastest-growing small businesses. Ms. Clark has served in various leadership capacities, including Board Chairwoman for the Prince George's County Chamber of Commerce and on the Prince George's County Wage and Determination Board.

### **Philanthropy and Mentorship**

Ms. Clark is committed to mentorship and community service. She has served on advisory groups and committees for MDREALTORS and SMAR, mentored students in the Prince George's County Public School's P-TECH program, and often speaks at regional schools. Her philanthropic efforts include serving as Chair for the Prince George's County Public School's Career and Technical Education (CTE) Advisory Council and mentoring young women in STEM and business fields.

### **Leadership and Vision**

Tisa J.D. Clark is a sought-after speaker, trainer, consultant, and coach. Her ability to navigate the male-dominated construction industry showcases her business acumen, operational fortitude, and political savvy. She emphasizes community legacy over profit, growing her brand steadily while maintaining high standards. Her dedication to transforming communities through social impact is the driving force behind her continued success.

Ms. Clark's journey exemplifies resilience, innovation, and a profound commitment to community transformation, making her a distinguished leader and an inspiration to many.

### **Prior Speaking Engagements**

Ms. Clark has been blessed to speak at prestigious venues such as the White House and the Maryland State Senate. Her dynamic presence and expertise have also been showcased through numerous speaking engagements, including:

- National Coalition of 100 Black Women, Prince George's Chapter
- Prince George's County Economic Development Center
- Bowie Business Innovation Center (Bowie BIC)
- Prince George's County Commission for Women
- M&T Bank
- The Daily Record
- Prince George's County Public Schools
- Charles County Public Schools
- Network For Teaching Entrepreneurship (NFTE)
- Small Business Administration (SBA)

Additionally, Ms. Clark has been featured on major media outlets, including CNN, Fox News, Channel 4 WRC-TV News, and Prince George's County CTV. Her ability to communicate effectively and inspire diverse audiences underscores her role as a sought-after speaker, consultant, and community leader.