



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

Tisa J.D. Clark is the President & CEO of J.D. Clark Professional Services, L.L.C., J.D. Clark Consulting, L.L.C. and J.D. Clark Real Estate (JD Clark). Her companies provide Affordable Housing Development Services; Construction Services as a General Contractor; Executive, Leadership and Business Consulting, Coaching, Training Services, and she is a licensed Real Estate Agent in Maryland and the District of Columbia.

Founded in 2008 with offices in both Prince George's County Maryland and Baltimore City, Maryland, JD Clark is a graduate of the Goldman Sachs 10,000 Small Businesses Program in Baltimore, MD (Cohort 6) and a graduate from the Small Business Administration's Emerging Leaders Program in 2016. Ms. Clark holds the Certified Professional Coach (CPC) designation from the Center for Coaching Certification which leads to the Associate Certified Coach credential from the International Coaching Federation (ICF). She is also an Association of College and University Educator (ACUE) – 2022.

JD Clark serves companies throughout the United States. JD Clark's dedication to exceptional service has resulted in repeat client business, strong rapport with the communities in which she operates, and favorable referrals for work completed.

Ms. Clark is a native Washingtonian. For over thirty (30) years, Ms. Clark has built a solid reputation to "fix what is broken." Ms. Clark is committed to providing quality services. She believes that a reputation as an honest and reliable business is the recipe for success. She is adept in taking programs and products from conception through delivery while cycling for reengineering. She is a visionary with strategic analytical skills, who is practical, articulate, and creative. She has proven ability to solve difficult business problems and has a history of consistently obtaining high performance in others through leadership and cohesive team building.

Ms. Clark has been providing Training, Mentoring, Consulting and Executive Coaching for over twenty (25) years. She is currently providing Business Coaching, Training and Loan Packaging Consultant Services to FSC First (CDFI). Ms. Clark is has served as a Consultant to Baltimore City's Mayor's Office of Small, Minority and Women Business. She recently served as a Small Business Development Center (SBDC) CARES funded Business Consultant for Maryland's Southern Region, which included St Mary's County, Charles County and Calvert County. Ms. Clark has supported over five dozen small businesses obtain over four million dollars' worth of COVID 19 Stimulus and other Funding. She is currently an adjunct instructor at two local colleges.

The JD Clark Companies is currently one of Prince George's County's fastest growing small businesses in the construction, consulting, and real estate services industry. In 2021, Ms. Clark completed her term as the Board Chairwoman for the Prince George's County Chamber of Commerce (PGCOC). In 2020, Ms. Clark was appointed and confirmed to the Prince George's County's Wage and Determination Board. In October 2019, Ms. Clark received the Top 100 MBE® Award and the U.S. Commerce 2019 Minority Business Development Agency Business Center Award from Capital Region Minority Supplier Development Council (CRMSDC). In October 2018, JD Clark received the Small Business of the Year award by the Prince George's Chamber of Commerce. In July 2018, Ms. Clark received a Proclamation from the Prince George's County Council. In March of 2018, Ms. Clark was honored with a State of Maryland Governor's Citation and by the Washington

Business Journal as one of the 2018 Minority Business Leaders of the Year. In 2017, Ms. Clark was awarded the SmartCEO Magazine's Brava Award for leadership and excellence. In 2016, JD Clark completed the Small Business Administration (SBA)'s Emerging Leaders Program. In 2013, Tisa Clark, was featured in the Journal of Property Management where she was recognized as one of the top Women Changing the World of Real Estate and Management. JD Clark won the 2012 Emerging Business of the Year Award by Prince George's County Chamber of Commerce and ranked 37th out of 53 in the 5th annual P&B 53 Exceptional Awards by The Gazette.

Ms. Clark has over twenty (25) years of Executive Leadership experience in various industries, spending five years as a Director for Freddie Mac. She holds various credentials. A few to mention are a Bachelor's of Science degree in Management; a Project Management Professional Certification (PMP) with the Project Management Institute (PMI); Contractor/Salesman License with the Maryland Home Improvement Commission and a Real Estate Salesperson License of the State of Maryland and the District of Columbia; LEED Green Associate with U.S. Green Building Council, Accredited Mortgage Professional (AMP) with the Mortgage Bankers Association; Resident Producer Individual License with the Maryland Insurance Administration; a Notary Public of the State of Maryland. Ms. Clark is a former Executive Board member of The Arc of Prince George's County; a former board member of the Business Leadership Council of Prince George's Community College; a member with the U.S. Green Building Council (USGBC); and a member PMI; a member with the U.S. Green Building Council (USGBC); a member of the National Association of Realtors; a member of the Maryland Association of Realtors (MDREALTORS); a member of the Prince George's County Association of Realtors; a member of the Southern Maryland Association of Realtors (SMAR), a member of the Greater Board of Baltimore Realtors (GBBR); a member of the Greater Capital Area Association of REALTORS (GCAAR), where she is a Diversity, Equity & Inclusion Champion and; a member of the PMI. Ms. Clark holds the Graduate, REALTOR® Institute (GRI) and Accredited Buyer's Representative (ABR)® designations, the At Home With Diversity (AHWD)®, Military Relocation Professional (MRP)® and the Short Sales and Foreclosure Resource (SFR)® Certifications from the National Association of Realtors®.

Ms. Clark also has a philanthropic presence. She currently serves on MDREALTORS's GRI Advisory Group and in 2022, she began serving SMAR's Diversity, Equity, and Inclusion Committee. In 2020, Ms. Clark was appointed to the Prince George's County Wage Board where she currently serves. In 2021, Ms. Clark accepted the role of Chair for the Prince George's County Public School's Career and Technical Education (CTE) Advisory Council. From 2017-2021, Ms. Clark served as a mentor to three (3) young ladies who matriculated in the Inaugural Prince George's County Public School's Pathways in Technology Early College High School (P-TECH) program and graduated in 2021 with both a High School Diploma and associate degree. Ms. Clark accepted an invitation to The White House to address the Nation on Small Business Issues in April 2020. In September 2018, Ms. Clark was inducted into the National Coalition of 100 Black Women, Prince George's County, MD (NCBW 100). She has served as Principal for A Day with Prince George's County Public Schools since 2011 and often serves as a motivational speaker during career day at several regional schools.

Ms. Clark is a sought-after Speaker, Trainer, Consultant and Coach. Being a woman, in a male dominated "construction industry" has been Ms. Clark's greatest challenge. Ms. Clark demonstrates business savvy, operational fortitude, and political savviness. Networking is very essential to her continued growth and evolution. Ms. Clark has been able to stay ahead of what is coming. She is driven by her core values of Community Empowerment, Collaboration through Partnerships and Trust & Integrity to maintain the quality of her Brand. She is 'Transforming Communities Through Social Impact®'