

## Candidate Qualification / Position Statement For *Coalition for a Better Memphis* Website

The CBM will post your completed statement on our website, [www.bettermemphis.org](http://www.bettermemphis.org), exactly as it is submitted. It is important that your information be complete – please use extra space if needed and feel free to attach a resume or any supplemental information. Is questionnaire is also located on the website [www.bettermemphis.org](http://www.bettermemphis.org) under the tab “Candidate Ratings Guide.” Please email the statement to [peggy@bettermemphis.org](mailto:peggy@bettermemphis.org) or Fax 901-752-0743 by August 8, 2011.

**Name:** Kemp Conrad

**Website:** [www.kempconrad.com](http://www.kempconrad.com)

**Candidate for:** Re-election to Memphis City Council Super District 9 Position1

**Why do you believe you are qualified for this position?** First, I believe I have been an ethical, effective, and energetic member of the Council for the last three years with a knack for working well with others and getting things done. For the past fifteen years I have been building a successful business career and diverse and bipartisan relationships in Memphis through my behind the scenes work in the community. In these endeavors I have worked hard and have had the good fortune to find success that has affected positive outcomes in my business and community endeavors.

My background includes a strong educational foundation. I earned my BA from Rhodes College and earned an MBA from the Owen Graduate School of Management at Vanderbilt University. As an owner in two of the most successful commercial real estate firms in Memphis, my practice focuses on advising corporations and users of real estate that are making large capital decisions in relation to their real estate assets. I know first-hand what these companies are looking for in terms of workforce and how our city needs to better position itself to compete. I was proud that the company I lead won the 2010 Memphis Business Journal Small Business of the Year Award.

As a past Chairman of the Shelby County Republican Party, I understand the political process and have forged deep relationships with both Republicans and Democrats. I will continue to leverage this political experience on the Council.

Third, and most important, I have been involved at the non-profit board and community level for the past fifteen years, working hard to create positive change in Memphis. I believe that the issues that I am most passionate about are the issues that Memphis needs to solve now. As a councilman I will continue to advocate for these policy issues and leverage these relationships and experience to bring our community together to solve big challenges.

**Name three specific things you would like to accomplish if elected:**

I am proud to have accomplished many of the specific initiatives that I set forth on this survey three years ago. For my next term I would like to accomplish the following.

**\*\*Complete the restructuring and rebalancing of city government so that we can become more nimble and reduce our property tax burden while also meeting the promises that we have made to our current employees and retirees. The goal is to reduce our property tax rate from \$3.19 to less than \$3.00 and implement healthcare and pension reform to reduce our \$1.5 billion unfunded liability.**

**\*\*Work with Mayor Wharton, and MPD Director Armstrong on implementing our next crime reduction strategy to build community capacity and continue double digit year over year crime reduction numbers.**

**\*\*Through my position on the Edge Board and Chairman of the Economic Development Committee, cut unemployment in half over the next four years.**

Have you ever been delinquent on your property taxes? No

Have you declared bankruptcy? No

Have you ever been convicted of a felony? No

If you answered "yes" on any of the above items, please list the year and provide details. -

NA

**List other elected positions you have run for and the outcome of the election:**

I ran a close second to Shea Flinn in 2007 and won my current seat one year later in a special election to replace Scott McCormick.

## **Current Employment**

**Company:** Self-employed through two firms I am a partner of: Commercial Advisors, LLC and Commercial Advisors Asset Services, LLC

**Length of Employment:** Just under five years

**Brief Job Description:** I wear two hats in my role. First, I am president and CEO of Commercial Advisors Asset Services (CAAS). CAAS is a leading provider of real estate services serving corporations and institutional owners of industrial and office real estate. Our company provides leasing, property management, and construction management services to over 10,000,000 SF of space in the mid-south region. Second, I am a Principal at Commercial Advisors, LLC (CA). CA provides strategic advisory services in office, industrial, land, and retail real estate. We develop client-driven real estate solutions from an understanding of the specific business drivers formulated by in-depth research and mature expertise. Commercial Advisors assists with the fundamental requirements of its clients including: acquisition of leased space, lease negotiations, business incentives and sales transactions. I am directly involved in negotiating between \$40-50MM of real estate transactions for my clients annually.

Commercial Advisors was founded with a core mission to provide best-of-class business real estate advisory services in the Memphis region. As trusted advisors to CEO's, COO's, business owners, not-for-profits, and families, both locally and globally, the staff at Commercial Advisors is dedicated to client services. Through its alliance with Cushman & Wakefield, the world's largest privately held commercial real estate firm with 15,000 employees in 260 offices in 60 countries, Commercial Advisors is able to access a global business platform to provide a broad range of client-oriented services. In this role, I advise families, corporations, and users of commercial real estate with a focus on multi-market transactions.

## Education

**Please list all college/advanced degrees attained.**

<u>College/University</u>	<u>Degree</u>	<u>Graduation Year</u>
Owen Graduate School of Management at Vanderbilt University,	MBA,	2002
Rhodes College,	BA History,	1996
Greater Atlanta Christian School,		1992

Additional information relating to your educational background (optional): I believe we need people on the Council with my background in business, and with a Masters in Business from a top business school I bring that experience to the table. At the end of the day, city government is where the rubber hits the road and is really a \$600+ million retail service business that serves people. The city delivers “retail” services, whether it be in law enforcement, parks and recreation, trash collection, or fire protection, just to name a few. While we are improving our service delivery we have much work to do. Our new Mayor and the Council have moved the needle and our city is moving in the right direction again.

**How long have you lived in Memphis?** Since 1993 (including college)

**Where did you grow up?** Roswell, GA a suburb north of Atlanta

**Marital status/children:** Since political opponents have threatened and used my family in unauthorized videos I now choose not to involve them in any way in my political activities, including surveys such as this.

**Please identify up to five organizations that are actively supporting your candidacy and provide a contact (with phone number) for each.**

The campaign has just started so most organizations have just begun their endorsement process, but have yet to endorse. I do, however, have the support of a diverse and bi-partisan set of community, political, and neighborhood leaders, including current and immediate past City Council Chairmen Myron Lowery and Harold Collins, Mayor Mark Luttrell, Black Business Association President Roby Williams, Andre Fowkles, John Farris, Association of Builders and Contractors, FedEx and First Horizon PAC’s, Reid Hedgepeth, Arnold Perl, Michael Hooks, Jr., MLGW Chairman Darrell Cobbins, DMC President Paul

Morris, DMC Board Chair Bobbi Gillis, Jim Strickland, Charter Commission Chairman Julie Ellis, County Commissioner Mike Carpenter, and Gary Shorb to name a few.

**Please list your association memberships and identify any leadership positions you have held in the past.**

1. Active member of Second Presbyterian Church
2. Member, Memphis City Council, Super District 9 Position 1
3. Member, Memphis Association of Realtors Commercial Council
4. Board Member, Books From Birth
5. Past Board Member Phoenix Club of Memphis (raise money for Boys & Girls Club)
6. Co-founder of the Phoenix Club of Nashville
7. Founding member of Mpact Memphis and first Leadership Pillar Chairman
8. Former Trustee of National Civil Rights Museum
9. Former Board Member, Riverfront Development Corporation
10. Former Board Member of Emerge Memphis business incubator
11. Past Chairman of the Shelby County Republican Party
12. Former Board Member of Hope House, a daycare and early childhood center for children infected or affected by HIV-AIDS.
13. Former Board member of Partners in Public Education

**Other Contact Information:**

**Campaign Chair:** TBD

**Treasurer:** William H. Watkins, III

**Is there anything else that you want the voters to know:** That my motto on the Council is that I am there “to serve and not be served”. I do not accept any perks of office such as gifts, tickets, or free airport parking. I either bring my lunch on Council Tuesday or reimburse the city for it.

I have forged positive relationships with all of my colleagues on the council and the Mayor and his team. When I look back at this survey from 2008, I am proud that I have accomplished many of the objectives that I wrote about then.

Finally, I have been a forward leaning member of the Council with a real sense of urgency around reform for two reasons. First, our window of opportunity to reach our potential is closing rapidly and we can't delay leaping through it. Second, every dollar wasted on bloated benefits or inefficient services is a dollar not being invested to move the needle on major community challenges and lowering our high tax rate.