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EMPLOYMENT EXPERIENCE

John Cannon Homes, Inc.; Sarasota, Florida [April 2005 – September 2008]

Land Acquisition & Development Manager

Directs all activities associated with the entitlement and land development process including comprehensive plan amendments, re-zonings, and construction plan approval. Acquired site development permit approvals for two estate lot subdivisions comprising 67 lots and 11 lots, respectively. Acquired formal review compliance authorization to rezone 440 acres of property to Sarasota 2050 Settlement Area Planned District to comprise 877 dwelling units with adoption hearings approaching. Analyzes properties and conducts extensive due diligence to assess parcels of land for residential development potential. Prepares basic and detailed financial proformas with anticipation absorption rates, appreciation, acquisition and development costs, retail pricing, equity investment and return, and concluding distributions. Directs, acquires, and recommends engineers, planners, surveyors, landscape architects, environmental consultants, attorneys, and archeologist as consultants. Coordinates the development and proper recording of subdivision design guidelines; covenants, conditions and restrictions (CCR's); articles of incorporation and bylaws. Maintains and monitors builder program tracking database to ensure corporate contract compliance.

Home Builders Association of Sarasota County; Sarasota, FL [December 2000 – April 2005]

Executive Vice President

Served as chief administrative officer for the Home Builders Association of Sarasota County representing the interests of 550 member firms including home builders, land developers, remodelers and other associated companies that provide services and products for the home building industry. Implemented policy and budget recommendations of the association's Board of Directors on industry issues, membership growth and retention programs, member communications, and special events. Responsible for maintaining effective working relationships with public entities including county and municipal officials and staff. Monitors critical and emerging Sarasota County housing industry issues for the association including Sarasota County Building Department's Plan Review, Permitting and Customer Efficiency Process; Sarasota County Zoning Ordinance Update; Sarasota County Comprehensive Plan Evaluation, Appraisal & Review; Sarasota 2050 Comprehensive Plan Amendment; 2002 Florida Building Code; Florida Growth Management Reform Legislation; Workers' Comp Reform; Sarasota County Affordable Housing Initiatives; Impact Fee Ordinances & Methodology Review; Hurricane Construction Ordinance; Florida Green Building Coalition Program; Exotic & Invasive Species Ordinance; Tree Preservation Ordinance; Transportation Concurrency & Funding, as well as other Land Development and Building Industry Related initiatives.

Builders Association – Corpus Christi Area; Corpus Christi, Texas [Aug. 1998-Nov. 2000]

Executive Officer

Served as chief administrative officer for the Builders Association – Corpus Christi Area representing the interests of 240 member firms including home builders, land developers, and other associated companies that provide services and products for the home building industry. Monitors critical and emerging housing industry issues. Prepares agendas, minutes and reports for all association meetings. Maintained working relationships with public officials and staff. Served as association liaison to affiliated industry and community organizations. Develops and recommends annual operating budget and maintains assets of the association in accordance with the established policies. Directs and coordinates all approved programs,

projects and major activities of the staff. Plans, organizes and directs membership promotion and retention programs. Safeguards confidential information as it applies to the daily functions of the association and members. Performed other general duties as delegated by the Board of Directors.

National Association of Home Builders (NAHB); Washington, DC [April 1990–April 1997]

Director, Regional Field Operations (August 1993 – 1997)

Directed field operations between the National Association of Home Builders (NAHB) and its affiliates throughout eight states in the south-central region of the country including Texas, Louisiana, Mississippi, Arkansas, Oklahoma, Kansas, Missouri and Nebraska. Conducted strategic planning sessions, government relations audits and numerous other programs designed to assist affiliated organizations in their overall operations. Directed staff resources and provided regular issue management reports to local, state and national leadership. Conducted comprehensive training programs and seminars for national, regional and state conventions.

Association Resource Specialist (January 1993 – August 1993)

Served as principal staff liaison to the National Representatives Council for the NAHB Leadership & Management Services Department. Coordinated meeting agendas, conducted industry and association issue conference calls. Produced *President's Letter* for distribution to local and state affiliate presidents from the NAHB President. Revised "New Directors Orientation Program" for new directors appointed to the NAHB Board. Provided prospective affiliates with guidance on the jurisdictional application and bylaw development process.

Information Specialist (April 1990 – January 1993)

Served as principal staff liaison to the NAHB Remodelers Council Education and Public Relations Committees. Collected and analyzed market information and data. Produced Industry Analysis Packet, Remodeling Fact Book, Cost of Doing Business Survey & Report, Profile of the Remodeler Survey & Report, and U.S.A. Consumer Trends Survey and Report. Developed and produced Remodeler's Council Chart of Accounts, Marketing Tools for Remodelers and Contracts Information Packet. Served as coordinator for the "Certified Graduate Remodeler (CGR) professional designation program. Responded to press inquiries from national and regional media on developments with the remodeling industry. Developed and distributed industry specific press information and data.

OTHER EMPLOYMENT EXPERIENCE

The Republican Party of Texas; Austin, Texas [June 1988 – November 1988]

Ballot Security Assistant for Campaign to Elect President George Herbert Walker Bush

U.S. House of Representatives; Washington, DC [January 1985 – August 1986]

Staff Assistant for Congressman Mac Sweeney, 14th Congressional District of Texas

Campaign to Elect Mac Sweeney [June 1984 – November 1984]

Campaign Canvassing Coordinator

PERSONAL PROFILE

Born: August 28, 1962, Fort Worth, Texas Family Status: Married, 2 Children (11, 13)
Height: 5'9"
Weight: 160 lbs.

EDUCATION

The American University; Washington, DC [May 1988]
BA – Public Communications Minor – Sociology

COMPUTER EXPERIENCE

Word, Excel, Project Manager, Publisher, PowerPoint, Explorer, Harvard Graphics, WordPerfect, Ventura Publishing, PageMaker, Netscape, Phase III, FrontPage, Lotus 1-2-3, Quattro Pro, QuickBooks, Outlook, Access, Photoshop, Imaging, Adobe Acrobat

LICENSES & RECOGNITIONS

Agent Legal Reserve Life Insurance (Group 01) - Texas Department of Insurance [1997]
Alpha Kappa Delta International Honorary Sociological Society, American University [1988]
Single & Multi Engine Private Pilot's License, Federal Aviation Administration [1982]
Senior Army Instructors Award, Texas Military Institute [1980]

ACTIVITIES

Family, Fishing, Golf, Camping, Skiing, Travel
Colorado Outward Bound School [1982]