

Palmer Albertine

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Key Accomplishments:

- Founder of Albertine Company, LLC – Land Developer, Home Builder, and Real Estate Sales
- Leads home building organization with annual operating budget of \$750,000 and annual revenues in excess of \$15 million at height of business
- Have built and sold over 500 single-family homes ranging in price from \$90,000 to \$2,500,000 and developed over 1,000 residential lots
- 25+ years in organizational management

Skills:

Management

- Supervising entire operations of organizations with multi-million dollar budgets.
- Leading operations management including purchasing, personnel, construction supervision, product planning, customer service, legal, accounting, finance, and administration.
- Monitoring expenses and preparing cash flow reports to insure conformance with budgets.
- Establishing and monitoring revenue sources which include the following: land development, real estate commission income, home building operations income – custom homes, pre-sale homes, speculative homes, re-models, additions, trade-ins, tear-downs, and bank REO properties.
- Assessing annual needs and preparing budgets.
- Liaison with financial, governmental, and real estate communities.
- Developing critical path chart schedules.

Marketing

- Planning new images and selecting appropriate media for marketing including web site, DVD's, print advertising, model homes.
- Conducting marketing analyses of potential areas for new developments.
- Producing business operations manuals, employment handbooks, and training materials.

Real Estate

- **Land Development:** Acquiring raw acreage and developing into finished single - family residential lots in several locations within Shelby County including Germantown, Collierville, Bartlett and Cordova. This process of land

development involves site selection, contract negotiations with seller, due diligence, government approvals, financing, cash flow projections, design, engineering, zoning, infrastructure installation including dirt moving, site clearing, sewer line installation, drainage improvements, water line installation, curb/gutter, road bed installation, government inspections, utilities installation, easements, establishing and monitoring Home Owner's Associations, and marketing.

- Home Building: Since 1986, have built over 500 single-family homes ranging in price from \$90,000 to \$2,500,000. This process of home building involves site selection, architectural design, budgeting, financing, site supervision, decorating, bidding prices for labor and material, scheduling, quality control, payroll, sales, marketing, legal, obtaining loans for purchasers, model home programs, customer service and warranty programs.
- Real Estate Sales: Personally involved in the negotiations for purchasing and/or selling residential lots and houses.

Employment History

Albertine Company, LLC

1987 to Present

Owner of Albertine Company, LLC - Land Developer, Home Builder, and Real Estate Sales

- Developed and sold approximately \$150 million in new single family homes and residential lots.
- Built over 500 houses from \$90,000 to \$2,500,000.
- Developed over 500 residential lots.

Albertine-McCrory Realty Company

1985-1992

Vice-President and Part Owner

- Became part owner and re-established this Tennessee corporation into a leading land development business with approximately \$12 million in production and sales of residential lots.
- Developed over 550 residential lots.

Cushman & Wakefield of TN

1983-1985

Sales/leasing agent

- Leased office, warehouse, and retail space to local and out of town clients. Have represented landlords and tenants.
- Land acquisition for clients seeking retail, office, hotel, restaurant, single-family and multi-family sites.

Licenses

- Tennessee Certified General Contractor – License #: 25861
- Tennessee Real Estate Commission – Broker License #: 211442

Affiliations

- Member, Memphis Area Home Builder's Association (MAHBA)
 - active member since 1985
 - Vesta Home Show Chairman 1994
 - Board of Directors 1992-2000
 - President 1998
- Past Member, Real Estate Developer's Council
- Member, National Association of Home Builders (NAHB)
- Member, National Association of Realtors (NAR)
- Member, Memphis Area Association of Realtors (MAAR)
- Southern Living Magazine Custom Builder Program 2002-2009
- Past Member, Neighborhood Housing Opportunities Board
- Past Member, Young Life Council

Education

- Attended Louisiana State University in Baton Rouge, Louisiana for three years and graduated with a Bachelor's of Business Administration from University of Memphis.

Personal

- Date of Birth: 10/17/1961
- Height/Weight: 5'10"; 165 lbs.
- Status: Married 30 years, 4 children
- Interests: Exercise, Reading