



Tisa J. D. Clark, LEED GA, PMP, AMP

Tisa J.D. Clark is the President/Owner of J.D. Clark Professional Services, L.L.C. (JDCPS) and J.D. Clark Consulting (JD Clark). JDCPS is an Environmentally Conscience and Energy Conservation savvy Construction and Maintenance Firm. JD Clark is a Section 3, a certified Baltimore City and Prince George's County Based Small Business that is a Maryland Department of Transportation (MDOT) MBE/DBE/SBE Certified African American and Woman-Owned Construction and Maintenance firm with core services in Property Preservation, Property Maintenance and Improvements. JD Clark is also Washington Metropolitan Area Transit Authority (WMATA) and the District of

Columbia Department of Transportation (DDOT) DBE, Virginia SWAM, Small, Micro, Women Owned, Minority Owned, DBE certified.

Established in 2008, located in both Upper Marlboro and Baltimore, MD, Ms. Clark is a graduate of the Goldman Sachs 10,000 Small Businesses Program in Baltimore, MD, a graduate from the Small Business Administration's Emerging Leaders Program 2016. JD Clark serves Maryland and the District of Columbia. Her processes focus on responsiveness to client needs and reliability of services provided. JD Clark's dedication to exceptional service has resulted in repeat client business, strong rapport with the communities in which we operate, 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. While others seek to profit by cutting corners, or recommending unnecessary services to customers, Ms. Clark believes that a good reputation and consistent service will reap bigger profits in the long run. By being trustworthy, Ms. Clark believes that she will enjoy a long-term profitable business.

Ms. Clark has been solving and resolving client's Business Engineering problems. 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 executive coaching, mentoring and training for over twenty (20) years, with course topics (in-person, virtual and hybrid) such as:

- ❖ Effective Communication
- ❖ Managing Workplace
- ❖ Emotional Intelligence and
- ❖ Competitive Advantage with
- ❖ The Emerging
- ❖ Engaging Employees
- ❖ Critical Thinking and Innovative Solutions
- ❖ Navigating Change in the Workplace
- ❖ Generational GPS
- ❖ Discover Your Leadership Style
- ❖ The Existing Leader
- ❖ Building Dynamic Teams
- ❖ Program/Project Management
- ❖ Customer Service Excellence

In celebrating over eleven (12) years, in a male dominated industry, JD Clark posted a double-digit average percentage of annual growth and is currently one of Prince George's County's fastest growing small businesses in the construction and maintenance services industry. 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 holds various degrees, licenses and certifications, a few to mention are a Bachelor's of Science degree in Management; a Project Management Professional Certification (PMP) with the Project Management Institute; Contractor/Salesman License with the Maryland Home Improvement Commission of the State of Maryland, Department of Labor, Licensing and Regulation; LEED Green Associate with U.S. Green Building Council, Accredited Mortgage Professional (AMP) with the Mortgage Bankers Association; and a Resident Producer Individual License with the Maryland Insurance Administration. Ms. Clark is the current Board Chair of the Prince George's County Chamber of Commerce; a member with the U.S. Green Building Council (USGBC); and a member of the Project Management Institute.

Ms. Clark also has a philanthropic presence. She supports many organizations, such as Another Chance Foundation and others. She has personally adopted Croom Vocational High School in Prince George's County. Through this adoption, she provides supplies and monetary contribution as the needs arise. She has supported Croom Vocational High School since 2010. 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 local schools. Most recently Ms. Clark serves as a mentor to three (3) young ladies who are matriculating in the Prince George's County Public School's Pathways in Technology Early College High School (P-TECH) program. In addition, she serves as Vice Chair of the Executive Board of the Prince George's Chamber of Commerce and will be installed as Chair in June 2020. She is also a member of the National Coalition of 100 Black Women of Prince George's County (NCBW 100). NCBW 100's mission is to foster principles of equal rights and opportunities; promote the awareness of Black culture; provide a forum for Black women to address educational, political, social and health related issues; develop the potential for effective leadership and participation of its members in civic affairs and to cooperate with other organizations to achieve mutual goals.

Being a woman, in a male dominated "construction industry" has been Ms. Clark's greatest challenge. Ms. Clark had to use her program management expertise, her knowledge in the secondary mortgage and finance industries to master a new industry. 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. Instead of letting greed drive her, she lets the vision of the community legacy drive, to slowly grow and maintain the quality of her Brand.