



David Miller

Professional Summary

Innovative Commercial Real Estate agent with 4 years of experience building community relationships and commercial growth. Collaborative leader in economic development with creativity in client acquisition, retention, and planning using first hand knowledge of available opportunities and programs.

Community Involvement

Created the 2018 Master Parks Plan for the City of Graham with assistance from the CEO of the Graham Chamber of Commerce and CVB. The plan included community polling, public hearings, and several weeks of parks research aimed to maximize \$1,200,000 that the City of Graham received from the Brazos River Authority. I have served on the Parks Board for the following 3 years after exiting the Graham Economic Improvement Corporation and Graham Industrial Association.

Co-creator of the Graham Sports Authority to synchronize and simplify youth sports while promoting community engagement. The project was also geared to promote tourism through larger tournaments and events to coincide with future park improvements. I served as the Director for 3 years.

Served on the North Central Texas College Foundation board for 1 year and helped to promote new skills training and certification coursework to the Graham campus.

Work History

Mercer Company - Market Director

Dallas, Texas

07/2019 - Current

- Built relationships with businesses, investors, and community to establish strong trust and communication.
- Leased and maintained portfolio of properties with 31 tenants.



Skills

- Customer Needs Assessments
- Market Planning and Execution
- Advertising Campaigns
- Market Trend Analysis
- Business Recruiting and Retention
- Competitor Analysis
- Identifying Business Opportunities
- Strategic Networking
- Budgeting and Expenditures

Education

Asbury Theological Seminary

Wilmore, KY

Some College (No Degree): Biblical Studies And Theology

Explanation: Married and moved to Texas to raise a family after 1 year.

Southeastern Bible College

Birmingham, AL

Some College (No Degree): Biblical Studies And Theology

Explanation: Attended for 2 years.

Coursework is shy 3 credit hours from Bachelors degree.

Louisiana Tech University

Ruston, LA

- Created database of properties detailing tenants and their status, owners, and property characteristics.

Notable 2022 Sales:

- **Under Contract:** 7.2 acres for the development of 210 apartment units
- **1325 Ave D, Graham** 11,172 sf | Vacant Building Sold to Investor
- **1444 4th St, Graham** 11,251 sf | Vacant Building Sold to Investor
- **517 Elm St, Graham** 2,512 sf | Vacant Building Sold to Krazy Kow

Notable 2022 Leases:

- **1801 Hwy 16 S, Graham** 3,800 sf | Recruited - Discount Liquor
- **613 South St, Graham** 3,500 sf | New Business - South St Arcade
- **601 Elm St, Graham** 3,000 sf | New Business - Hilltop Home

Largest Yearly Transactions:

- 2021:** 2107 Hwy 16 S, Graham 4.8 Acres | Sold to Developer
- 2020:** 609 South St, Graham 10,000 sf | Vacant Building Sold to Investor
- 2019:** 338 N. Cliff, Graham 122,751 sf | Vacant Building Sold to Cactus Juice

Graham Economic Improvement Corporation - Assistant Executive Director

Graham, Texas

03/2018 - 06/2019

- Supported and assisted part-time executive director in preparation for meetings and project presentations.
- Oversaw daily activities and inquiries and community relationships.
- Maintained records of project performances and corporation impact.
- Managed and tracked expenses and deposits via Quickbooks.

Notable Projects:

- Sale/Leaseback of 510 Corporate Drive (40,000 sf) to ShockWatch
- Initiated the sale/leaseback of TRC Recreation properties in Wichita Falls to consolidate operations and move 50 jobs to Graham.
- Created a facade improvement grant which has been utilized by numerous downtown businesses.
- Recruited a buyer from Tampa, FL for 1715 4th St, Graham (126,000 SF)
- Recruited recycling company from Chicago, IL to lease 60,000 sf at 338 N. Cliff, Graham.
- Developed plan to address yearly deficit of Young County Arena which has decreased more than 50% over the last 3 years.

Some College (No Degree): Speech Communication

- Attended 4 years. Left to manage emergency relief site following Hurricane Katrina.

05/2001

Merryville High School

Merryville, LA

High School Diploma