

M. Clark Merritt, Jr.

PROFESSIONAL SUMMARY

A program management and business development professional with significant and broad based operational experience in, government, business, and military enterprises. Strong interpersonal skills, analytic problem solving capabilities and the ability to effectively interact and communicate at all levels of an organization, and, to meet the diverse demands of a fast paced operation or that of a customer.

EDUCATION University of Florida, Gainesville, Florida, Bachelor of Arts Degree in Political Science, 1988

PROFESSIONAL EXPERTISE

City of Pensacola, Florida
Port of Pensacola

Deputy Port Director

Pensacola, Florida

October 2019 – Current

Second in charge at the Port of Pensacola assisting the Port Director with all Enterprise activities and functions.

City of Pensacola, Florida
Port of Pensacola

Port Business Development Manager

Pensacola, Florida

December 2013 – September 2019

Provided economic development leadership for the Port of Pensacola, one of only 15 deep-water ports in the State of Florida. Revamped the marketing strategy and traveled extensively in support of economic developments efforts for this City-owned enterprise.

- Directed all marketing efforts for the port coordinating with numerous outside economic development agencies including Florida West, Florida Great NW, and Chamber of Commerce's.
- Developed and implemented a revamped advertising and marketing plan to drive revenues and commerce to the port.
- Attended various trade events and traveled extensively to existing and potential customer locations as part of marketing outreach.
- Member of American Association of Port Authorities (AAPA) Maritime Economic Development Committee developing an industry-wide plan of implementation to increase trade and development.
- Member of the Florida Ports Council (FPC) Marketing Group made up of Florida's 15 deep water state Ports. Recommended and approved overall marketing efforts to support State of Florida Port outreach and marketing on an international basis.
- Member of a trade mission to Mexico with FPC to increase and drive new trade via maritime routes to Florida.
- Served as a key Port contact with local Chamber of Commerce, real estate brokers, utility providers, and other economic development authorities including Florida West, Enterprise Florida and Florida's Great Northwest.
- Extensive interaction with City Council and County Commissioners on Port of Pensacola economic development activities.

City of Pensacola, Florida
Office of the Mayor

Sustainability Administrator

Pensacola, Florida

July 2012 – January 2014

Direct report to the Mayor of Pensacola coordinating economic development activities, sustainability initiatives, energy efficiency programs, and real estate development and redevelopment projects for the City of Pensacola, a municipal government. On behalf of the administration, conducted extensive outreach with local citizens and businesses, County, State, and Federal agencies, serving as the focal point for the City on matters related to economic development and opportunity.

- Key team member in the recruitment and expansion of businesses for the City of Pensacola including an international aerospace company, Maritime offshore oil support companies, and other local business expansions and start-ups.
- In depth understanding of Economic Development and other incentives available from the various levels of government and from the private sector. Directly interacted with companies guiding them through the incentive process.
- With vendor Siemens Industries, implemented the City's first ever \$2.5M energy savings performance-based contract that included a lighting and water retrofit for City facilities. Cost savings realized are utilized to pay for the program.

**U.S. House of Representatives
Congressman Jeff Miller**

**Pensacola, Florida
February 2011 – July 2012**

District Senior Staff / Military and Veteran Affairs

Immediately responsible to the Congressman as a key District Staff Member. Monitors and served as his grass roots representative for all district military and Veterans Affairs activities and issues. Responsible for one of the largest military and Veteran concentrations in America, including five major Air Force and Navy military installations, two major VA clinics, generating more than \$12.1 billion in defense-related economic impact by more than 35,000 military/federal employees and over 115,000 veterans.

- District staff member providing critical services for the proper functioning of the Congressional office.
- Liaison with all military commanding officers and other federal officials, local governments, Veteran Support groups, and other persons or groups to form effective relationships for the office.

Merritt Government Consulting, LLC

April 2010 – February 2011

President / Lead Consultant

Directed all efforts providing small and medium sized businesses with consulting, marketing, and teaming services in order to register for, compete, and win Federal Government contracts.

Mpirical LLC Development/Property Management, Real Estate Development

April 2007 – October 2010

Vice President

Directed all business areas for a commercial real estate development company including business development, marketing, financing, contracts, and HR functions for future and ongoing commercial developments. Managed four personnel.

- Extensive interaction with private owners and government officials \$45M commercial development.
- Managed budget cost centers in excess of \$1.2M annually for five separate LLC's and entered into business contracts and commercial leases for retail tenants in support of commercial real estate development and management.

Lockheed Martin, Information Systems & Global Services, Pensacola, Florida

December 2001- April 2007

Program Manager

Organized all Business Development activities to include customer visits, product demonstrations, capture of new business and proposal efforts across the United States and for International Military programs. Worked with all Lockheed Martin business units building strategic alliances, managing multiple contracts, and directly responsible for the Florida Panhandle region.

- Extensive nationwide travel to potential/existing DoD customers, trade shows, and pre- solicitation conferences supporting Lockheed Martin business development efforts--Classified and unclassified.
- Developed all presentations and completed numerous customer visits in the capture of new business opportunities both classified and unclassified. Capitalized on key interpersonal skills to build trusting and long-term relationships--resulted in the capture of over \$1M of contracts over eight months.

Bradley Morris Inc. Military Career Placement Specialist

August 2000 – November 2001

Military officer recruiter directly responsible for qualification and candidate preparation for hundreds of officers from all branches of the armed forces transitioning into the civilian work force. Targeted engineering and nuclear disciplines.

Assistant Maintenance Officer, Jacksonville Florida, US Navy

1998 – 2000

Second in command. Complete responsibility for production effort, budgetary management, safety, training, strategic goals, and personnel development for a \$234M aviation maintenance repair facility.

- Directed all administrative functions and evaluations for entire repair facility of over 800 personnel.

US Navy Flight Demonstration Squadron (The BLUE ANGELS)

1995 – 1998

Aircraft Maintenance Officer / Air Show Ground Officer

Leader of Blue Angels Aircraft Maintenance Department. Coordinated maintenance and all ground air show activities performing 72 annual air shows before 15+ million spectators across the United States.

Air Test and Evaluation Squadron NINE, NAS Point Mugu, California

1992 – 1995

Strike Fighter Squadron EIGHT-TWO, NAS Cecil Field Jacksonville, Florida

1988 – 1992

CIVIC INVOLVEMENT

Member Downtown Pensacola Rotary, Blue Angel Association Board member, Naval Aviation Museum Foundation Life member, Aerospace Maintenance Duty Officer Association, past service with Fiesta of Five Flags organization.