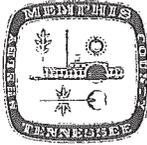


# City of Memphis



A C WHARTON, JR.  
MAYOR

TENNESSEE

August 2, 2011

The Honorable Harold Collins, Chairman  
Personnel, Intergovernmental & Annexation Committee  
City Hall - Room 514  
Memphis, TN 38103

Dear Chairman Collins:

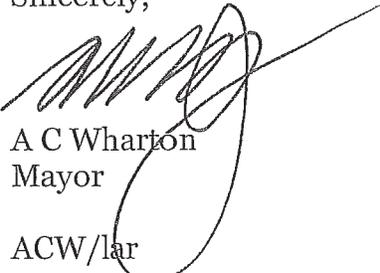
Subject to Council approval, it is my recommendation that:

**Darrell Cobbins**

be reappointed to the Memphis Light, Gas & Water Commission with a term expiring  
October 30, 2013.

I have attached biographical information.

Sincerely,

  
A C Wharton  
Mayor

ACW/lar

c: Council Members



# City of Memphis

## BIOGRAPHICAL INFORMATION APPOINTMENT TO BOARD/COMMISSION

Memphis Light Gas & Water

### BOARD/COMMISSION

Name: Darrell Cobbins Race Afric-Amer M  F

E-Mail Address: darrell@universalcommercial.com Fax 901-248-6807

Profession/Employer: Universal Commercial Real Estate, LLC

Business Address: 1331 Union Ave., Su. 935 Zip 38104 Phone: 301-414-3315

Education: B.A.- Rhodes College; Masters Business Admin.- University of Memphis

Name of Spouse: Mikki Cobbins Number of Children: 1

Home Address: 31 South Evergreen Phone: 901-503-5917

City: Memphis State: TN Zip: 38104

I certify that I am a resident of the City of Memphis (Unincorporated areas and surrounding counties are not considered). Yes  or No  If yes, how long? 38 years

#### Professional Organization/Associations:

Urban Land Institute, U.S. Green Building Council, American Public Power Association, American Association of Blacks in Energy, Lambda Alpha International (real estate)

#### Other Organizations/Association:

100 Black Men of Memphis, Brooks Museum, Memphis Symphony, BRIDGES, Levitt Shell,

#### Other Interests:

Community Redevelopment (Commercial), Minority Business Development

Signature

Date

7-14-11

## DARRELL T. COBBINS



Darrell Cobbins established Universal Commercial Real Estate, LLC in 2007, as Memphis' first African-American owned commercial real estate and community development services firm. Previously, he served for seven years as Vice President at Commercial Advisors, LLC, where he worked in commercial real estate brokerage and corporate real estate advisory services, serving many of Memphis' most notable corporations and institutions.

Darrell was also previously in economic development with the Memphis Regional Chamber of Commerce from 1999-2001, where he was Senior Resource Development Officer, and at Guardsmark, Inc, serving as Unit Manager, beginning his professional career immediately after college.

Mr. Cobbins possesses a strong background in civic leadership, commercial and corporate real estate, and economic development. Combined with his commitment to client service, Darrell makes a tremendous contribution to the company's professional and community service to small business, corporate, non-profit, and institutional clients.

### EDUCATION:

- B.A.- Rhodes College
- M.B.A.- Fogelman College of Business & Economics, University of Memphis
- Executive Course Study-Harvard University-Kennedy School of Government
  
- CI Intro-Introduction to Commercial Investment Real Estate Analysis
- CI 101- Financial Analysis for Commercial Investment Real Estate
- CI 102- Market Analysis for Commercial Investment Real Estate
- CI 103- User Decision Analysis for Commercial Investment Real Estate
- CI 104- Investment Analysis for Commercial Investment Real Estate

### PROFESSIONAL:

- Appointed by Mayors Wharton and Herenton in 2006 to the Memphis-Shelby County PILOT (Payment in Lieu of Taxes) Review Committee to evaluate and recommend changes to City Council and County Commission regarding economic development tax incentive/abatement program
  
- Served among 15 local business and government leaders in 2006 on the Memphis-Shelby County Economic Growth Planning Committee (Memphis Fast Forward) to create a comprehensive five-year economic growth strategy for Memphis and Shelby County. Coordinated by Memphis Tomorrow, City of Memphis, and Shelby County Government called Memphis ED.
  
- Baptist Memorial Hospital- Memphis, Community Advisory Board
- Urban Land Institute, Memphis District Council Member

- Memphis Regional Design Center, Board of Trustees
- Memphis Area Association of Realtors- Commercial Council
- Fogelman College of Business & Economics, Board of Directors
- Named in 2005 to the *Business Tennessee's* "Who's Next" list of up and coming leaders in the State of TN
- The Leadership Academy- Leadership Development Intensive (LDI) 2007
- Leadership Memphis- Class of 1999
- 1998 *Memphis Business Journal's* "Top 40 Under 40"

**SELECTED TRANSACTIONS:**

139,000 square feet – Represented FedEx Supply Chain Services in the lease renewal of industrial warehouse space at Airport Industrial Park

100,000 square feet- Represented FedEx Express in the lease renewal of warehouse space at Democrat Square-North

100,000 square feet- Represented Exide Technologies in the disposition of warehouse/distribution facility in Airport submarket

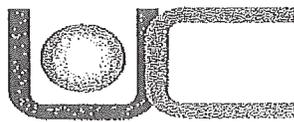
87,000 square feet- Represented Baker, Donelson, Bearman, Caldwell and Berkowitz, P.C. in the lease renewal of its corporate headquarters in Memphis, TN

65,000 square feet- Represented Memphis Academy of Health Sciences in the acquisition of facilities for the relocation of its school and campus in Memphis, TN

64,000 square feet -- Represented Bryce Corporation in the lease of industrial warehouse space at Airport Industrial Park

45,000 square feet – Represented ThyssenKrupp Elevator Corporation in the relocation of business unit from Horn Lake, Mississippi to office space at EastPointe Business Park

36,000 square feet- Represented Self-Tucker Architects in the acquisition of historic Universal Life Insurance Building in downtown Memphis



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35,000 square feet- Represented Federal Express in the lease renewal of office space at Memphis International Airport Center (MIAC)

21,200 square feet – Represented Pepsi Americas in the disposition of free-standing distribution facility in Greenville, MS

15,000 square feet- Represented Federal Express in the lease of office space for package testing facility at Forest Hill Technology Park

12,000 square feet/10.7 acres- Represented Boys & Girls Clubs of Greater Memphis in the acquisition of facilities for a new Hickory Hill club for area youth

10,000 square feet – Represented ACH Food Companies in the expansion and relocation of its oil products division to office space at Century Center Business Park

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8,500 square feet- Represented Diversified Trust Company in office expansion (3,000 sf +/-) at Crescent Center

7,000 square feet- Represented Inter-Tel Technologies in the establishment of its Memphis branch office at Southwind Village

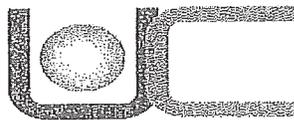
6,259 square feet- Represented SSM Ventures in the relocation of its offices to The Crescent Center

5,463 square feet – Represented SSM Ventures in the lease renewal of office space at Audubon Woods Office Park

5,442 square feet – Represented Diversified Trust Co. in the lease renewal of office space at the Crescent Center

5,000 square feet- Represented Baker Donelson Bearman Caldwell & Berkowitz in the sublease of office space establishing its east Memphis office at 6000 Poplar Ave

5,000 square feet – Represented Barge, Waggoner, Sumner, & Cannon in the lease renewal of office space at the Forum I Building



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5,000 square feet – Represented Memphis Chemical & Janitorial Supply Co. in the lease of industrial warehouse space at Nonconnah Corporate Center

7,500 square feet (1 acre) – Represented Laurelwood Pediatrics in the search and acquisition of an east Memphis site to construct its new state of the art pediatric treatment facility

3,400 square feet – Represented St. Jude Children's Research Hospital in the disposition of surplus real estate (free-standing retail building) in the downtown Memphis area

4,000 square feet- Represented Ewing Moving Service in the disposition of warehouse/storage facility located in downtown Memphis



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**MEMPHIS LIGHT, GAS & WATER COMMISSION**

**5 Member Board**

**Oath of Office Required**

**3 Year Term**

<b>Brittenum, Dedrick</b>	<b>M/B</b>	<b>07-30-11</b>	<b>3yr. Term</b>
<b>Cobbins, Darrell</b>	<b>M/B</b>	<b>10-30-10</b>	<b>3yr. Term</b>
<b>Evans, V. Lynn</b>	<b>F/B</b>	<b>10-30-10</b>	<b>3yr. Term</b>
<b>Masson, Rick</b>	<b>M/W</b>	<b>06-30-13</b>	<b>3yr. Term</b>
<b>Wishnia, Steven</b>	<b>M/W</b>	<b>11-01-10</b>	<b>3yr. Term</b>

**Janis Fullilove (City Council Liaison)**

