

January 24, 2007

Knox County Commission
400 Main Street
Knoxville, TN 37902

Dear Knox County Commission,

I am writing you regarding the opportunity to serve the constituents of the Fourth District of Knox County as Commissioner. With the recent Tennessee Supreme Court's decision to uphold term limits, I have had time to consider the opportunity to serve my community. Even though I would welcome the challenge of running a campaign for election to a Commission seat I do not want to find myself on the outside looking in as the process takes place. Issues that face our community like the BEP Funding Formula inequity, Immigration and even upcoming changes to the County Storm Water Ordinances are important issues that need serious people to address them.

Based on my experience, I feel I would make an excellent candidate for a Commission seat in the Fourth District. Knowing that our citizens rely on a capable County Commission to manage the affairs of the County, I believe I have the resources, skill and the drive required to be an effective member of the Commission.

I believe my work in real estate developing, financing and service on several boards of directors has afforded me the experience necessary to fulfill the role of a commissioner. I have worked with several staff and officials representing various municipalities including the City of Knoxville, Knox County and Sevier County in developing residential and commercial real estate. I worked for several years as a commercial lender for a local bank where I successfully built and managed a multi-million dollar financial portfolio. Additionally, I have served my community through the Chamber of Commerce and local, state and national representation on the Board of Directors for the Home Builders Association. My experience through the home building industry has afforded me the opportunity to network with individuals from many communities. I feel I have gained a deeper understanding of the challenges that lie ahead for Knox County as we continue to grow and attract new businesses and citizens to our region.

I would like the opportunity to meet with any commissioner in person or by public forum to discuss the future of my district and the available commission seats. For your review, I have attached a resume highlighting some of my experiences. I have watched with appreciation as the Commission has served my district and community with distinction and look forward to hearing from you soon.

Respectfully,

John Deatherage

905 Vista Oaks Lane Knoxville, TN 37919 home: (865) 693-8444 cell: (865) 414-3196

PROFESSIONAL EXPERIENCE

Premier Developing, LLC

2006 - Current

Owner

- Develop Residential, Commercial and Industrial real estate.
- Work with City and County officials and staff regarding development projects.
- Negotiate financing for projects.
- Offer consulting services to clients to assist clients with all aspects of land development.
- Work with general contractors to manage all aspects of the construction phase of projects.
- Currently managing 20 + million dollars of real estate developing.
- Serve as Executive Associate Vice President on the Executive Board of Directors of the Home Builders Association of Greater Knoxville
- Serve as Associate Director on the Board of Directors of the Home Builders of Tennessee.
- Serve as Director on the Board of Directors of the National Home Builders Association.
- Active member of the Chamber of Commerce currently serving on Governmental Affairs Committee.
- Active Member of the West Knox Republican Club serving as Recording Secretary.

UNITED COMMUNITY BANK

2002 - 2006

Asst. Vice-President of Commercial Lending

- Acted as liaison with the community to promote commercial/residential loan programs offered by the bank.
- Analyzed financial statements and tax returns for business, corporate and personal clients.
- Evaluated and extended credit within lending limits and guidelines established by bank.
- Drafted and presented loan proposals in excess of lending authority to the Executive Loan Committee.
- Negotiated and implemented financing for Commercial, Residential and Industrial clients.
- Managed 10+ Million Dollar loan portfolio
- Served as Executive Associate Vice President on the Executive Board of Directors of the Home Builders Association of Greater Knoxville
- Served as Associate Director on the Board of Directors of the Home Builders of Tennessee.
- Served as Director on the Board of Directors of the National Home Builders Association.
- Active member of the Chamber of Commerce served on Governmental Affairs Committee.

NORTHSIDE PROPERTIES / APPLE VIEW FARMS

1995 – 2001

Vice-President of Development / Director of Development

Held the key leadership role for planning, overseeing and managing real estate development projects of up to \$20 million and property management operations (remodeling, leasing, maintenance, construction) for two divisions (Northside Properties and Apple View Farms) of this family-owned business. Served as the company's primary liaison between owners and interests in all properties and business operations relating to these two divisions. The following highlights the responsibilities and achievements within each division:

Both Properties

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| • work closely with Knox City / County | • property and construction loans |
| • tax collection/negotiations | • statement preparation/accounting |
| • tenant lease agreement negotiations | • construction planning/management |
| • bids/contract agreements | • floor plan/layout design |
| • land/equipment purchasing | • property maintenance |
| • utility and road work | • budget development/administration |
| • commercial/residential zoning and subdividing | • acquire all necessary regulatory approvals |
| • weekly reports/executive summaries | • legal issues |

PROFESSIONAL EXPERIENCE (CONTINUED)

Northside Properties, Knoxville, TN

- Directed all activities related to the development and construction of a 20,000+ sq.ft. Strip Center including property/construction loan approval, negotiated leases with six tenants, negotiated construction agreements with four outparcels including Ruby Tuesdays, Krispy Kreme, Taco Bell, and CVS Pharmacy and oversaw construction of Ruby Tuesdays and CVS.
- Resubdivided and rezoned 17 parcels into current tract; worked with Architects, Engineers, Metropolitan Planning Commission, and City / County Engineering to negotiate resubdivisions, deed restrictions, and retention.
- Interacted with a broad range of city and county officials to negotiate property taxes on behalf of tenants; managed all property tax collection responsibilities.
- Built relationships with several construction companies, legal professionals, and financial institutions.
- Directed the successful completion of several remodeling projects including:
- Negotiated the sale of this division for \$6.8 million.

AppleView Farms, Sevier County, TN

- Oversaw the planning and project management phases of a \$20 million real estate development of an 11 acre, 141 unit multi-family residential complex.
- Purchased land at auctions, established strategic partnerships to acquire additional land for the development, and negotiated with city officials for annexation and plan approval.
- Directed all utility and road upgrades as well as the grading/utility work for the development.
- Prepared the construction bids/documentation with General Contractor and managed successful completion of all 41 units in Phase I.
- Managed all aspects of the selection of a new company to handle marketing and sales activities.

DIOCESE OF SACRAMENTO / MUSTARDSEED CONFERENCE

1991 - 1995

Director of Youth Activities

- Developed a comprehensive program for the youth of various parishes, led weekly workshops, and managed a broad range of administrative duties.
- Developed fundraising programs and managed all volunteer training/recruitment activities.
- Planned and participated in leadership training seminars for youth and adults of the diocese; performed as principal speaker for workshops, conferences, and retreats.
- Coordinated this national trade show with approximately 100 exhibitors annually including developing and implementing marketing strategies and drafting all correspondence.
- Negotiated contracts between the Sacramento Convention Center and vendors for a national education conference that registered over 1200 attendees annually.

EDUCATION

B.A., Liberal Studies (May 1991) – California State University, Fresno, CA

- Limited knowledge of Spanish

Southeastern School of Commercial Lending sponsored by Tennessee Bankers Association
(February 2003) Owen Graduate School of Management, Vanderbilt University, Nashville, TN

Southeastern School of Advanced Commercial Lending sponsored by Tennessee Bankers Association
(February 2005) Owen Graduate School of Management, Vanderbilt University, Nashville, TN

Computer Skills:

- Excel; Word; Outlook; Internet