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# JUSTIN K. SMITH

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## PROFESSIONAL SUMMARY

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Strategic leader with over a decade of experience in high-level operations management, specializing in budget oversight, strategic planning, and policy development. Proven track record in leading large-scale projects, demonstrating exceptional financial acumen and managing extensive real estate portfolios. Skilled in negotiations, legislative review, and real property valuation. Excels at synthesizing complex information for diverse audiences, with a strong ability to cultivate significant relationships across government and private sectors.

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## CORE QUALIFICATIONS

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- **Executive Leadership and Board Governance:** Demonstrated leadership in guiding executive teams and governing boards, driving strategic decision-making and organizational success in public, private, and non-profit entities.
  - **Policy Development and Operational Strategy:** Expert in creating and implementing comprehensive policies and procedures for organizational operations, ensuring streamlined, efficient, and compliant processes across various sectors.
  - **Financial Management and Budgeting:** Proficient in complex budgeting processes, exhibiting strong financial acumen in managing and allocating resources to optimize organizational performance and growth.
  - **Real Estate Expertise:** Extensive experience in real estate acquisition, appraisals, financing, and management, underpinned by a deep understanding of economics, valuation methodologies including individual land rights valuations. Expert in Florida agricultural property taxation. Adept in land use regulation review, environmental reviews, determining local compliance, and site plan reviews.
  - **Contract Management:** Skilled in contract reviews, displaying an ability to build relationships, negotiate, and manage complex agreements effectively.
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## AREAS OF EXPERTISE

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Policy Development | Budget Management | Executive Leadership | Board Governance | Community Outreach | Contract Negotiation | Resource Allocation | Team Leadership | Stakeholder Engagement | Legislative Compliance | Communication Skills | Problem-Solving | Organizational Operations | Strategic Planning | Real Estate Acquisitions | Real Estate Appraisals | Property Management | Economic Analysis | Valuation Methodologies | Taxation Principles

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## CAREER HISTORY

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**VP/Chief Operating Officer**, 07/2021 – 08/2024

### The Development Group

- **Strategic Financial Management:** Spearheaded the development and administration of a robust organizational budget, successfully managing financial resources totaling approximately \$35 million annually, ensuring optimal allocation and financial health.
- **Government Affairs and Stakeholder Relationship Building:** Cultivated and maintained influential relationships with government officials at all levels to influence policy and private sector businesses across key industries, enhancing organizational influence and fostering valuable partnerships.
- **Executive Leadership and Policy Development:** Played a pivotal role in shaping company direction by crafting and presenting strategic policies and recommendations to the Board of Directors, driving organizational vision and long-term success.
- **Operational Oversight:** Oversaw all day-to-day operations, ensuring seamless business processes, efficiency improvements, and operational excellence across the organization.
- **Grants and Broadband:** Serves as Hardee County's Local Technology Planning Team (LTPT) Lead for broadband, Aided in securing over \$15 million in broadband related grants.
- **Real Estate Portfolio Management:** Directed the management of a multi-million-dollar real estate portfolio encompassing commercial, industrial, residential, agricultural, and solar properties. Skillfully oversees acquisitions, divestitures, development, and various lease types of real and personal properties. Manages land use types, comprehensive planning, and property improvements.
- **Project and Contract Management:** Expertly managed a diverse range of projects including large construction projects and contracts, demonstrating a keen ability to negotiate, execute, and oversee complex agreements to successful completion. Aiding in legal reviews and compliance of contracts. Regularly navigated land use planning, zoning and permitting of large projects.
- **Comprehensive Financial Structuring:** Specialized in strategic financial planning and overseeing the development of complex financial partnerships and reviewing business plans for long-term sustainability of organizations.

**Classified Use Department Administrator**, 10/2005 - 07/2021

### Florida Department of Revenue, Property Tax

- **Legislative Expertise and Policy Formulation:** Demonstrated proficiency in conducting comprehensive legislative reviews, adeptly drafting and revising policy language. Built relationships with government officials to influence policy.
- **Process Improvement:** Created a comprehensive appraisal report which is now the standard report for Classified Use appraisals. Developed data collection methodology in annual mail outs which dramatically improved effectiveness and decreased costs.
- **Effective Communication of Complex Information:** Mastered the art of communicating complex information clearly and

effectively to varied audiences, ensuring understanding and engagement across differing levels of expertise.

- **Property Valuation and Appraisal:** Specialized in setting property valuations for agricultural properties throughout South Florida, skillfully conducting appraisals and appraisal reviews to ensure accurate and fair property assessments.

**General Manager/Co-Owner**, 06/2007 - Current

**Smith Farms**

- **Agricultural Production Leadership:** Spearheaded Citrus and Cattle Production Management at Smith Farms, implementing innovative techniques and practices to maximize yield and quality, ensuring sustainable and profitable operations.
- **Strategic Planning and Goal Setting:** Excelled in strategic planning, setting and achieving long-range goals, driving growth, and enhancing the overall competitiveness and success of Smith Farms.
- **Property and Real Estate Management:** Managed a diverse array of property and real estate assets, optimizing usage and overseeing maintenance, thereby contributing to the farm's expansion and revenue generation.
- **Operational Efficiency and Sustainability:** Focused on operational efficiencies and sustainable farming practices, balancing profitability with environmental stewardship and community impact.
- **Market Analysis and Business Development:** Conducted thorough market analysis to identify new opportunities, diversifying farm activities and revenue streams, and fostering business growth and resilience.

**Land Manager**, 01/1995 - 06/2007

**Rocking J Ranch/Rogers Grove Service**

- **Agricultural Management Excellence:** Effectively managed citrus and cattle production, applying advanced agricultural practices to optimize yield, quality, and profitability in a dynamic farming environment.
- **Contract Negotiation and Management:** Oversaw all aspects of contract negotiations, implementation, and billing for leases and labor/equipment contracts, ensuring favorable terms and efficient operational execution.
- **Operational Oversight and Resource Allocation:** Demonstrated exceptional ability in managing resources, streamlining operations, and ensuring seamless coordination of labor and equipment to meet production goals and deadlines.

**Assistant Precision Ag Specialist and Supervisor**, 01/2004 - 08/2005

**Lykes Bros**

- **Data Analytics and Strategic Recommendations:** Pioneered the development of data collection methodologies and metrics, facilitating comprehensive analysis and providing insightful recommendations to upper management for informed decision-making in precision agriculture.
- **GIS System Development and Management:** Played a key role in the development and enhancement of GIS systems, significantly improving spatial data analysis capabilities and supporting advanced agricultural practices.
- **Leadership in Precision Agriculture:** Supervised and guided a team in precision agriculture initiatives, ensuring the effective implementation of data-driven strategies and contributing to the advancement of agricultural technology and practices.

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## EDUCATION

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- **Master of Science:** Policy and Administration; Natural Resources, Specialization Economics | **University of Florida**
- **Bachelor of Arts:** Business Management | **Warner University**
- **Associate Degree:** Agricultural Business | **South Florida State College**
- **Associate Degree:** Citrus | **South Florida State College**

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## LICENSES & CERTIFICATIONS

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- Parliamentarian
- Florida Real Estate License; Realtor®
- USPAP Certified in Appraisals

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## AFFILIATIONS

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- Florida Farm Bureau State Budget and Policy, State Advisory Committee (present)
- Leadership Florida Member and regional leadership committee (present)
- Florida Tax Watch Gov. Bob Martinez Citizenship Institute (current)
- New Hope Baptist Church, Church Council and Bylaw Committee (present)
- Main Street Wauchula, Board of Directors, President (present)
- Choices Family Resource Center, Board of Directors, and Chairman (past)
- Kiwanis International Vice President (present)
- National Association of Parliamentarians (present)
- Florida Association of Realtors (present)
- Peace River Valley Citrus Growers Association, Board of Directors, Chairman (past)
- Hardee Industrial Development Authority, Board of Directors (Past)