



WOODRUFF
PROPERTY MANAGEMENT
COMPANY

THEWOODRUFFWAY.COM

CORPORATE RESUME

THE WOODRUFF WAY



Always Providing First-Class Service

For more than 30 years, the Woodruff Property Management Company has succeeded in producing the highest occupancy rates, improving the quality of the property, and developing personal relationships with every client.

You can relax knowing that your property is in excellent hands. We take great pride in what we do, including going the extra mile for our owners and residents. There's a reason we're one of the top property management companies in the Southeast, with nearly 7,000 multifamily units in our, fee management portfolio.

Born and raised in the South, we understand what southern hospitality truly means. You will always enjoy a warm and friendly welcome to our communities. From complimentary drinks to housekeeping, we are here to serve our residents and our owners!

Woodruff Property Management Company has over 20 years experience managing properties under the 221D4 and 223F programs with HUD. We are familiar with the application and reporting required. We also are experienced with the management review and REAC inspections performed on routine basis. Currently we manage the following properties under one of these programs; Lakeside Village (221D4), Walden Pond (223F), Overlook Garden (223F), and Grove Park (223F).

We only have **ONE GOAL...**

To do it **better** than it has ever been done **before**.

That's THEWOODRUFFWAY

MANAGEMENT ENTITY PROFILE

Licensed in:

Georgia, Alabama, Florida, South Carolina, Louisiana, North Carolina, Tennessee and Missouri

Territory/major cities:

Columbus, Albany, Lagrange, Valdosta, Warner Robbins, Macon, and West Point, Georgia.
Auburn, Phenix City, Opelika, Montgomery, and Valley, Alabama

The **WOODRUFF** Way



We develop multifamily properties

The Woodruff Property Management Company managed all properties listed below during the entire construction process. Our executive team & property staff worked with the developers of each project from conception through lease up.

Georgia

Crystal Park - 24 {Columbus}
Milestone - 24 {Columbus}
Crystal Falls - 40 {Columbus}
The Trails at Milgen - 32 {Columbus}
The Preserve - 300 {Columbus}
Grove Park - 204 {Columbus}
Swallowtail Flats - 192 {Columbus}
Trellis - 264 {Savannah}
Carrington Square - 288 {Pooler}
Palm Club - 132 {Brunswick}
Sun Ridge - 192 {Lagrange}
The Commons - 120 {Lagrange}
5300 Peachtree - 242 {Atlanta}
Riverdale Station - 200 {Riverdale}
Union Station - 450 {Union City}

Lakeside Village - 263 {Columbus}
The Lakes - 354 {Columbus}
Sugar Mill - 226 {Columbus}
The Palms - 386 {Columbus}
Lullwater II - III - 148 {Columbus}
The Meadows II - 18 {Columbus}

Alabama

Highland Lakes - 224 {Prattville}
Vistas - 128 {Valley}
Verandas - 490 {Valley}
Windsweep - 108 {Phenix City}
Carriage Hill - 20 {Phenix City}

Florida

Cabana West - 268 {Panama City Beach}
Avalon - 276 {Pensacola}
Fairfield Lakes - 192 {Pensacola}

Louisiana

Ansley Walk - 242 {Lafayette}
Ansley Place - 246 {Houma}

Tennessee

Kingsport- Current Development

WOODRUFF PROPERTY MANAGEMENT COMPANY

REFERENCES

Kelsey Kennon
PO BOX 5509
Columbus, Georgia 31906
(706) 888- 5551
klkennon@kpdk.com

Steven Schorr
1460 Walden Avenue
Lakewood, New Jersey 08701
(732) 995- 6789
usershrag@cs.com

Miles Hill
730 North Dean Road Suite 200
Auburn, Alabama 36830
(334) 502- 4100
mhill@charterco.net

Bobby Cohan
55 Fifth Avenue 15th Floor
New York, New York 10003
(212) 206- 6085
rcohan@timeequities.com

Calvin Koonce
7002 ExFaire Road
Bethesda, Maryland 20814
(301) 758- 5025
calvin@koonce.net

Brad Terrell
PO Box 460
Fortson, Georgia 31808
(706) 561-2960
tacutabove@cs.com

David Price
8200 Sullivan Hill Road
Atlanta, Georgia 30350
(404) 502-6444
dprice@pricehanna.com

Fred Bennett
730 North Dean Road Suite 200
Auburn, Alabama 36830
(334) 502- 4100
fred@thebennettGRP.net

Warner Kennon
842 2nd Avenue
Columbus, Georgia 31904
(706) 464- 2015
wlk@wlkpc.com



BANKING REFERENCES

Roy D. Williams, CPA

Director, FHA Deputy Chief Underwriter

Wells Fargo Multifamily Capital | 4570 Ashford Dunwoody Road | Atlanta, GA 30346

MAC G0152-020

Tel (770) 594-6011 | fax (770) 650-1113 | cell (404) 550-5026

Roy.D.Williams@wellsfargo.com

Sharon Maney

Wells Fargo Multifamily Capital | 4570 Ashford Dunwoody Road | 2nd Floor | Atlanta, GA 30346

MAC: G0152-020

tel (770) 594-6588 | fax (866) 641-3063

sharonmaney@wellsfargo.com

Jenelle Cooper

Senior Mortgage Analyst ,GSE Loan Servicing

Wells Fargo Commercial Mortgage Servicing | 2010 Corporate Ridge, Suite 1000 | McLean, VA 22102

MAC R3000-100

Tel (703) 760-8689 | fax (866) 359-3905

Jenelle.Cooper@wellsfargo.com

In addition, we have on going relationships on multiple loans with the following commercial lenders:

Walker & Dunlop

CapitalOne

Arbor Mortgage

Red Capital Group

Grandbridge

WOODRUFF PROPERTY MANAGEMENT TEAM



CISSY DURANT CEO | WPMC
706.566.9799 | cdurant@thewoodruffway.com

Cissy has been with Woodruff since 1987. She oversees the day to day operations of the Woodruff Property Management Company working directly with over 340 property owners and representatives. She also manages 12,000 residents and approximately 175 Woodruff employees.

She is a 1977 graduate of the University of Georgia with a BBA degree in Business Management. She is a member of the Columbus Apartment Association, Georgia Apartment Association, South Carolina Apartment Association, Florida Apartment Association, and the National Apartment Association. Cissy holds a Real Estate Sales License in Georgia, Alabama, Louisiana, and South Carolina. She loves the lake, her grandboys, and blues music!

BRUCE JONES PRESIDENT | Woodruff Development, GROW, WPMC
706.464.6377 | bruce.jones@woodruffre.com

Bruce is a native of Columbus, Georgia and has been with Woodruff since 1995. He is a natural in his position. Bruce's passion for the outdoors and his intrinsic ability to creatively bring projects together provide him with the key skill sets needed for his role in our management development and landscaping business. Bruce loves and list, and he's great at getting it all done. He's an avid cross fitter, a great dad, and deals with all of Lucy's shenanigans with ease!



LUCY JONES PRESIDENT | WPMC
CMO | Marketing and Design with Color
706.888.2470 | ljones@thewoodruffway.com

Lucy is a proud native of Columbus, Georgia. Her real estate career began in 1997, and she has been with Woodruff since 2002. Lucy resourcefully mixes her business savvy with her creative intuition, offering our customers an eye for detail with a unique flair.

Lucy is a member of the Columbus Board of Realtors and the International Council of Shopping Centers. She holds Georgia and Alabama Real Estate Licenses. She is a graduate of the Columbus Chamber of Commerce Leadership Program and the Georgia Chamber Leadership Program. Lucy has served on numerous community and civic boards.

She loves spending time with her three daughters and enjoys shopping, decorating, cooking, learning new things, and meeting new people.

WOODRUFF PROPERTY MANAGEMENT COMPANY



CISSY DURANT | CEO
Oversees daily operations as it relates to working with area directors, owners & employees. Advises on personnel & financial decisions.

-Woodruff since 1987

Dots all the i's & Crosses the t's



LUCY JONES | PRESIDENT
Oversees operations, new business & growth opportunities. Ensures all company principles and practices remain up to date. Constantly brainstorming fun & fresh ideas for expansion & success.

-Woodruff since 2001

The 10,000ft Idea Maker



BRUCE JONES | PRESIDENT
Our development & landscaping guru. Bruce has an eye for updating the exterior of a property. He's a great asset manager for our team. He's in charge of the Woodruff Development & Grow Landscaping companies.

-Woodruff since 1995

The Go-To Guy for Development & Landscaping

AREA DIRECTORS

MARKETING

ACCOUNTING

Woodruff since 2011

ALANA MINTZ

Auburn, AL
Valley, AL
Dothan, AL
Montgomery, AL
Columbus, GA

Woodruff since 2011

HAYLEIGH ALEXANDER
Columbus, GA

Woodruff since 1990

KEVIN SMITH
Phenix City, AL
Columbus, GA
Kingsport, TN

Woodruff since 2015

AMANDA INGLE
Valdosta, GA
Griffin, GA
Warner Robbins, GA
Macon, GA
Albany, GA

ENTRATA SOFTWARE IMPLEMENTATION

Project manager for all conversions to Entrata property management software.

BARBARA GRISWOLD

Woodruff since 2015

PROPERTY COORDINATORS

AMY BURKHALTER

Woodruff since 2015

DEBBIE HORNE

Woodruff Since 2016

WPMC PARTNERS

IT SERVICES

NETWORK SYSTEM GROUP (NSG)

Adam Rodriguez
Columbus, GA

An average property will use 3-5 hours per month on maintenance, not including additional hours used for any issues.

HR/PAYROLL

RESOURCE ALLIANCE

Doris Hillard
Atlanta, GA

Human Resources, Employee Benefits, P&C, Employment Screening & Payroll Administration

MALLORY LEWIS

Woodruff Since 2014

Marketing Director

Every WPMC managed property has an assigned Property Accountant responsible for bill payment & ensuring statements are balanced, in addition to providing financial reports.

Woodruff since 2005

Works with mortgage companies, replacement reserves, insurance companies, tax information, auditors & accountants.

W
WPMC

TEAMWOODRUFF

706.323.6401

@ 2900 Warm Springs Rd. Columbus, GA 31904

woodruffrealestate.com

Woodruff Property Management Company

