

**T. Dallas Smith**

Founder and CEO

T. Dallas Smith & Company

# Usery

FORUM ON LEADERSHIP

Monday,  
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5 p.m. • Magnolia Ballroom • [www.gcsu.edu/inspire](http://www.gcsu.edu/inspire)

T. Dallas Smith is the Founder and Chief Executive Officer at T. Dallas Smith & Company. Mr. Smith began his commercial real estate career in 1982 at Atlanta Air Center Realty under the guidance of Thomas W. Tift as leasing and management representative for the portfolio. In 1989, he became the first African-American broker at Cushman & Wakefield of Georgia where his affiliation with the company opened doors for many minority brokers. In 1995, he pioneered the brokerage division for H. J. Russell & Company, an African-American owned construction and management firm, where he served as Vice President of the Brokerage Division. Mr. Smith led the company initiative of acquiring forty parcels of real estate, a full city block in the intercity of Atlanta resulting in a mixture of office, retail and multifamily developments now valued at over \$20 million.

In 2006, with the blessing of the late H. J. Russell, Mr. Smith opened T. Dallas Smith & Company, specializing in tenant representation. T. Dallas Smith & Company has led projects across the country with metrics exceeding more than seven million square feet of commercial property leasing and acquisitions and five thousand acres of land purchases. Since its inception, the team has grown exponentially successfully leading transactions totaling over \$15 billion in aggregate value. Mr. Smith is an innovator and thought leader in the commercial real estate community and is intentional about cultivating and developing diverse talent to help shape the commercial real estate industry. He holds a Bachelor of Business Administration degree from Georgia State University.

To learn more, visit [www.gcsu.edu/inspire](http://www.gcsu.edu/inspire)

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