

# Andrew Ratchford

SENIOR CONSULTANT



**Master of Business Administration: Clemson University**

**B.A., American Studies: North Greenville University**

Andrew has worked in real estate his entire career. With experience in non-profit housing development, county government planning, development services, and economic development as well as asset management for a private equity multi-family housing developer, Andrew brings a diverse perspective to the site selection process.

During his time with Graycliff Capital Partners, Andrew worked to support \$300 million in equity deployment by providing market insights, managing daily asset operations, and by overseeing capital project deployment. Andrew's projects resulted in over \$87 million in additional capitalized value across 11 communities in the eastern United States.

Andrew also actively supported managerial decisions, budgeting, investment underwriting, capital project deployment/coordination, and make/buy decisions in his role.

Prior to joining Graycliff, Andrew worked with Greenville County, SC as a Principal Planner. He oversaw major projects such as area/city master plan developments, grant administration and ordinance development for select county and municipal projects. He also assisted in entitlement and development services, public input, and stakeholder coordination.

Andrew also has board level experience with Clemson University with their Executive MBA Board as well as several local non-profit boards.



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years of site selection +  
real estate development  
experience

## Clients

### Corporate Site Selection:

- Consumer Products
- Petrochemicals
- Pharmaceuticals
- Plastics Packaging
- Batteries and Electric Vehicles

### Economic Development:

- Duke Energy Site Readiness in Florida
- Sulphur Springs, TX
- Texarkana, TX
- West Memphis, AR