



Marshall Stanclift
National Client Manager
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Affiliations

- Member, National Association of Government Guaranteed Lenders (NAGGL)
- Member, National Association of Development Companies (NADCO)
- Member, Environmental Bankers Association (EBA)
- Member, Colorado Lending Source
- Member, Georgia Lenders Quality Circle (GLQC)

Mr. Stanclift has over three years of experience in the commercial real estate industry fulfilling the environmental needs of lending institutions across the country. During his tenure, Mr. Stanclift has partnered with numerous professionals in the industry to assist in the process of financing small businesses. These individuals include:

- SBA and Commercial Lenders
- Certified Development Companies
- Secondary Market Officers
- Real Estate Brokers
- SBA Legal Counsel Members
- Real Estate Attorneys

With a focus on the Federal Government's Small Business Administration Programs, Mr. Stanclift has become a reliable resource for lenders seeking up-to-date information relating to the Standard Operating Procedures for SBA's environmental requirements. Mr. Stanclift has been called upon to speak at national and regional NAGGL and NADCO conferences regarding the ongoing changes to the SBA requirements.

Mr. Stanclift is familiar with the due diligence requirements of reporting standards including ASTM E 1527-05, EPA's All Appropriate Inquiry (AAI), ASTM E 1528-06, environmental transaction screens, SBA records search with risk assessment (RSRA), and database and historical record reviews.

Mr. Stanclift has 12 years of sales and marketing experience in building and maintaining client relationships. Some client references include:

- Mission Oaks National Bank
- Key Bank
- Zion's Bank
- United Western Bank
- Mountain West Small Business Finance
- Excel National Bank
- Wells Fargo Bank
- Nevada Commerce Bank
- Evergreen Business Capital
- Community South Bank
- Georgia Certified Development Company
- Mercantile Capital Corporation

Mr. Stanclift's duties include managing customer accounts, communicating with clients to discuss their risk and liability concerns, and ultimately assisting them in making an informed decision which path of due diligence would best suit their needs. Mr. Stanclift's focus is to provide an added value to our customers and create a positive experience with every transaction.