

Alexandra Lee Gaines

Tell Edge LLC, Investor

AGE:

22

WHERE WERE YOU BORN?

Tampa FL

HOW LONG HAVE YOU LIVED IN CHARLOTTE AREA?

8 Months.

TELL US A LITTLE BIT MORE ABOUT YOU?

I was fortunate enough to find my passion in life at a very young age. Growing up as a child, I was fascinated by interior design, construction, and real estate in general. I completed my first residential renovation, along with the guidance of my mother, at the age of 15. We worked as a team for several years until I turned 17. At that point, I had accumulated enough capital to begin my own solo renovations. During this time, I branched out from my mother and created my own company, Tell Edge LLC. I specialized in redeveloping distressed homes in 55 and older communities. I have re-developed 22 single-family homes since I started my career. I am now preparing for my NASCLA License, which will allow me to be licensed in over 17 states as a Commercial Builder. I am incredibly thankful for the lessons I have learned, the people I have met, and my time spent in the residential community. I am now looking forward to an exciting future in the commercial industry.

DURING YOUR TIME VOLUNTEERING FOR A COMMUNITY ACTIVITY OR PROJECT, WHAT IS YOUR MOST MEMORABLE MOMENT?

My most memorable moment volunteering was my time spent in Johannesburg for six weeks last year. I am filled with gratitude that I had the chance to work alongside beautiful children and citizens of South Africa. My experience not only taught me many enlightening things about their culture but taught me many things I never knew about myself. My deepest memories I hold on to are my time spent cooking with the youth in the Townships. The culture of South Africa depends heavily on food, as it serves as a means for closeness and communication amongst the people. I had the privilege to learn their delicacies and prepare meals for small children. The experience gave me an entirely new perspective of the world, people, and health. It is one of the best things I have ever done and I will forever be grateful for the memories I made in South Africa.

IN YOUR OPINION, HOW DO YOU CONTRIBUTE TO THE COMMUNITY? PLEASE BE AS DETAILED AS YOU CAN.

I contribute to the community by adding value to others. Through my studies and experience in residential redevelopment, I have contributed to providing safe shelter to elders through single-family homes. Along with adding value, I am grateful to have the ability to add jobs to the community, which is very special to my heart. Women make up 6.2% of all construction workers, while 93.8% are men. This ratio is incredibly small compared to other industries. As a young woman in the construction industry, I have experienced the lack of respect and discouragement the industry has for women looking to start their careers. I never want any woman to feel she is not accepted into the industry or looked down upon. I encourage my workers to allow their wives, daughters, nieces, and women they know, the opportunity to learn and come on the job site. One of the best ways I contribute to my community is by creating any opportunity I can to help women start and improve their careers.

PLEASE LET US KNOW ANY AWARDS OR RECOGNITIONS YOU'VE RECEIVED IN YOUR PROFESSIONAL CAREER:

In the year 2020, I was awarded The National Society of Collegiate Scholars award due to my academic success. I remain on the Dean's list from the 2020 year to the present.

WHAT ARE YOUR HOBBIES OR INTEREST?

My favorite hobby is riding my horse, Prince, which I have owned since I was 13. When I am not horseback riding, I often enjoy painting, playing golf, hiking, and other outdoor activities.

WHAT IS YOUR FAVORITE QUOTE THAT YOU STAND BY?

"Either you run the day or the day runs you." - Jim Rohn

WHERE DO YOU SEE YOURSELF IN 5 YEARS? 10 YEARS?

In my professional life, in 5 years I see myself transitioned out of the single-family housing market. I will have my license completed to build in the commercial market, for which I envision myself fully emerged in the multi-family developing community in Charlotte, North Carolina. Multi-family development will allow me to better reach my goals by allowing me to provide safe shelter for more citizens, supply more employment opportunities for individuals looking for a job, and contribute to the City of Charlotte by allocating large buildings for multi-use purposes. This transition will allow me to take on new challenges, seek out new connections with my local community, and improve on my already acquired skill set. In 10 years, it is my goal to not only develop properties but take ownership of them as well. I would like to expand outside of North Carolina and become an asset to cities all over the United States. It is my hope in 10 years that I will have accumulated a staff of knowledgeable and hard-working people that can learn from each other, contribute to the community, and take part in meeting my goals.

CAN YOU SHARE ONE THING THAT IS ON YOUR BUCKET LIST?

Try a profession in a different field that would teach me a new skill.

WHEN WAS THE LAST TIME YOU USED YOUR PASSPORT?

The year 2021, when I traveled to South Africa for volunteer work.

WHAT IS A FUN FACT ABOUT YOURSELF THAT NO ONE KNOWS?

Despite how dark my hair is currently, I am a natural blonde.

WHO IS YOUR HERO?

When asked about my hero, I think back to a speech made by Matthew McConaughey. In this speech, he stated that his hero will always be his future self. The idea that his hero is his future self in 10, 15, or even 20 years, nurtures his goals and teaches him never to settle. The momentum of always pushing yourself forward and continuously improving as your own hero allows you to keep yourself accountable for reaching your goals and creating new ones. This is a philosophy that I have adapted to my own life and I look forward to creating more opportunities that bring me closer to my better self, my hero.

WHAT WAS THE LAST BOOK YOU READ?

Think Like a Monk By Jay Shetty

WHAT WAS THE LAST MOVIE YOU SAW?

Molly's Game

WHAT WAS THE LAST CONCERT YOU SAW?

Def Leppard & Journey

HOW DID THE COVID PANDEMIC AFFECT YOUR PERSONAL OR PROFESSIONAL LIFE?

The pandemic has affected my life in a positive and negative ways. The pandemic negatively affected my life by creating a hold and limiting supplies and resources for construction. Due to the supply and demand issue, I experienced a decline in profits on some of my investments. Despite my negative experiences with Covid-19, I have always tried to view the good in a negative situation. The pandemic has taught me invaluable lessons about the economy. Being so young, I have never experienced a rapid fluctuation in the economy. The pandemic has taught me the risks and rewards of investing, something I will carry on with me throughout the rest of my career. It is one of my goals to be able to pass on this knowledge to others as well.

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