



## **Corrections Corporation of America names Chief Development Officer to New Management Team**

January 19, 2001

### **Corrections Corporation of America names Chief Development Officer to New Management Team**

NASHVILLE, Tenn. – January 17, 2000—Corrections Corporation of America (NYSE: CXW) announced today that it has named William T. Baylor as Chief Development Officer to the company's new management team. Baylor joins the company following 25 years of experience in national and international sales, government procurement, marketing and military service.

As chief development officer, Baylor will manage the company's business relationships with local, state and federal customers, spearhead new business opportunities and develop marketing strategies. His newly reorganized business development group includes CCA's sales, business analysis, marketing/communications and government relations departments.

"We are excited to have Bill Baylor as part of CCA's new management team," said John D. Ferguson, CCA president and CEO. "His diversified experience in new business development, sales, marketing and government procurement will provide valuable leadership to CCA's business development arm. The position of chief development officer is of critical importance to the company's future goals of increasing occupancy, building customer relationships and exploring new opportunities to serve our customers. Bill's proven sales management skills will be a valuable addition to CCA as we work to grow our business."

Baylor joins CCA following a long and successful career in sales and business development with companies including Herman Miller, Milcare, Chesebrough Ponds and Dresser Industries. Most recently, Baylor served as government sales manager for Herman Miller for Healthcare in Nashville, Tennessee. In that role, he managed the company's relationship with 372 medical centers and more than 1500 clinics within the federal government. From 1995 to 1999, he served as national accounts sales team leader for Milcare, the largest privately owned hospital group in the nation. During that time, Baylor helped establish Milcare as the standard supplier for laboratory, pharmacy and endoscopy services for Columbia/HCA. Prior to that, Baylor served as district manager for Chesebrough Ponds' Hospital Products Division in New Orleans, Louisiana.

Baylor is a Lieutenant Colonel in the U.S. Army Reserve with 25 years of command experience in professional development, organizational planning, and human resources. He graduated from the University of Tennessee at Knoxville in 1975 with a bachelor of science degree in marketing and transportation.

#### **About the Company**

CCA is the nation's largest provider of detention and corrections services to governmental agencies. The company is the industry leader in private sector corrections with approximately 61,000 beds in 68 facilities under contract for management in the United States and Puerto Rico. The company's full range of services includes design, construction, ownership, renovation and management of new or existing jails and prisons, as well as long distance inmate transportation services.