

VITA

Dr. John Terrence (Terry) Farris, CRE, Educator Assoc. SIOR
Master of Real Estate Development Program Faculty
A Joint Program between the College of Business & Behavioral Science and the
College of Architecture, Arts, & Humanities
School of Planning, Development, Preservation, and Landscape Architecture
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EDUCATIONAL BACKGROUND

9/91-5/96 MICHIGAN STATE UNIVERSITY--Ph.D.in Social Science--Urban & Regional Planning
 Minors in Public Administration and Urban Geography.
 Dissertation: *Structural Determinants of Discount Store Locations in the Central Cities of the Top 50 Metropolitan Areas*

9/72-6/74 MICHIGAN STATE UNIVERSITY--Master in Urban Planning
 Thesis: *Urban Renewal: The Synergism of Private and Public Enterprise.*

9/68-5/72 ST. LOUIS UNIVERSITY--Bachelor in Arts, Urban Geography

ACADEMIC EXPERIENCE

5/01-Present **CLEMSON UNIVERSITY—Department of Planning & Landscape Architecture, Associate Professor (2001); MCRP Program Director, 2001-2005; Founding MRED Program Director—2004-May, 2010; Founding Part-time CRED Director 2001-2007.**

Teach Real Estate Market Analysis, Public-Private Partnership, Human Settlement, Real Estate Coastal Field Trip, and Resort & 2nd Home Communities Seminar. Have taught Intro to Technology, Roundtables, Planning Process & Administration, Housing & Community Development, Economic Development, Land Use Law & Growth Management, and Real Estate Development Process.

8/95-4/01 **CLEMSON UNIVERSITY--Department of Planning and Landscape Architecture, College of Architecture, Arts and Humanities, Assistant Professor, Tenure Track**

8/94-5/95 **CLEMSON UNIVERSITY--Department of Planning and Landscape Architecture, College of Architecture, Visiting Assistant Professor**

9/91-5/94 **MICHIGAN STATE UNIVERSITY--Urban & Regional Planning Program, Doctoral Student and Instructor**

Taught Introduction to Planning and Development, Project Evaluation, Urban Policy Analysis, Housing Programs, Real Estate Development, and Planning Practice primarily at the graduate level.

1977-1979 **WASHINGTON UNIVERSITY (ST. LOUIS, MO.)--Urban Affairs Program, Instructor**
 "Neighborhood Preservation and Community Development" 5-Semesters, graduate/senior level.

PROFESSIONAL PRACTICE EXPERIENCE (in over 40 cities and 10 states for over \$1.5 billion of development—see details at end of Vita)

8/88-9/91 **ST. LOUIS, MO. ECONOMIC DEVELOPMENT CORPORATION**
DIRECTOR OF DEVELOPMENT AND SPECIAL PROJECTS MANAGER

9/86-8/88 **ST. LOUIS, MO. COMMUNITY DEVELOPMENT AGENCY**
DIRECTOR OF DEVELOPMENT

- 7/85-8/86 **PHOENIX CONTRACTORS**
VICE-PRESIDENT, RESIDENTIAL DEVELOPMENT
- 6/77-5/85 **URBAN PROGRAMMING CORPORATION**
VICE PRESIDENT AND STOCKHOLDER
- 6/74-6/77 **REAL ESTATE RESEARCH CORPORATION**
SENIOR ANALYST

SCHOLARSHIP AND TEACHING INTERESTS

Central city revitalization; shopping center and real estate development; market and feasibility analyses; neighborhood dynamics; eminent domain; public/private partnerships; housing, economic and community development; urban geography; urban politics and administration.

PEER REVIEW PUBLICATIONS AND CONFERENCE PAPER PRESENTATIONS

Farris, J. Terrence. "The Myth of Revitalization and In-fill Development as a Major Portion of Smart Growth Policy." Presented Paper at October 1999 Chicago national faculty conference of the American Collegiate Schools Planning. Requested by Director of Research for the Federal National Mortgage Association in December 1999 for submittal through their three-month peer review process for *Housing Policy Debate*.

_____. 2001. "The Barriers to Using Infill Development in Achieving Smart Growth." *Housing Policy Debate*. 12 (1): 1-30.

_____. 2001, November 11. Moderated FNMA Housing Track, "Housing Spillovers" at Cleveland ACSP Conference.

Farris, J. Terrence and Melinda Davidson. 2000. "Minimum Housing Code Enforcement: Should Newer Communities Implement Before Slum and Blight Occur?" Paper presented at November 2000 Atlanta annual faculty conference of the American Collegiate Schools of Planning in Federal National Mortgage Association track.

Brooks, Kerry, Barry Nocks, J. Terrence Farris, and Grant Cunningham. "Teaching for Practice: Integrating Work Experience in an MCRP Curriculum." Presented by Dr. Nocks at November 1998 Pasadena national faculty conference of the American Collegiate Schools of Planning.

_____. "Teaching for Practice: Implementing a Process to Integrate Work Experience in an MCRP Curriculum." Presented by Dr. Brooks (Nocks and Farris in attendance) at October 1999 Chicago national faculty conference of the American Collegiate Schools of Planning. Published in the *Journal of Planning Education and Research* in Winter 2002 Vol. 22,2, 188-200.

Urban Land Institute. J. Terrence Farris, Primary Author. *Growing by Choice or Chance. State Strategies for Quality Growth In South Carolina: A Report from the ULI-SCREC SC. Quality Growth Initiative's Statewide Committee, 2004. ISBN 0-87420-924-2*

SPECIALIZED SCHOLARSHIP

2001-2010 Formulated, implemented and Founding Director for a unique interdisciplinary Master of Real Estate Development Program, that has gained a national and international reputation in its 8th year. One of less than ten similar programs in the nation by premier institutions, the MRED is the only official joint program between a College of Architecture and a College of Business in the nation with required classes in MBA/Finance, Law, Construction Science and Management, Architecture, City and Regional Planning and new courses in Real Estate Development.

BLIND PEER REVIEW PANEL MEMBER--Manuscripts

January 2007 Journal of the American Planning Association. *Graduated Density Zoning—20 page manuscript*
Not published.

March 2006 Reviewed and provided substantive recommendations, many of which were used in the final paper.
John D. Landis, Heather Hood, Guangyu Li, Thomas Rogers, Charles Warren.
The Future of Infill Housing in California: Opportunities, Potential, and Feasibility. Housing
Policy Debate (Winter 2006); 1-46.

Eventually published with significant changes including many of my comments in Winter 2006.
John D. Landis, Heather Hood, Guangyu Li, Thomas Rogers, Charles Warren.

December 2003. Housing Studies. *Production and Accountability in Non-Profit Housing Organization, 25 page
draft*. Not published.

PUBLISHED NON-PEER REVIEWED ARTICLES

Farris, J. Terrence. "City Must Abandon Unrealistic Goals." *St. Louis Post-Dispatch*. March, 1989. (Requested by
newspaper for Commentary Section)

_____. "A Law to Protect Our Neighborhoods--Housing Conservation Districts." *St. Louis Post-
Dispatch*. May 13, 1988. (Requested for Commentary Section)

_____. "Community Banking: Cooperation Among Banks, Cities for Public Financing Grants
Stimulates Community Development." *Mid-Continent Banker*. February, 1985.

_____. "President's Tax Plan Threat to St. Louis Revitalization." *St. Louis Post-Dispatch*. August 25,
1986. (Requested for Commentary Section)

_____. "Public Funds Aiding Urban Projects." *National Mall Monitor*. September-October, 1984.

_____. "Retail Expenditure Patterns and Potential Supportable Space for Counties and Selected
Communities in South Carolina, 1992." *County Focus*. Winter 1998.

_____. "Select Retail Facts in U.S. and South Carolina." *The Palmetto Planner*. 18, 2 (Winter 1997).

Farris, J. Terrence and Ronald Gerber. "UDAG-Financing for Businesses and Communities." *Missouri Enterprise*.
March, 1983 and April, 1983 (Two part article).

_____. "Small Town Face Lift: Opportunity for Investment, Community Service." *Real Estate Today*.
June, 1979.

Farris, J. Terrence and Ronald C. Rogers. "Growing by Chance or by Choice?" *Business & Economic Review*,
Moore School of Business, University of South Carolina. Jan-March 2004.

Farris, J. Terrence and David E. Wuenscher. "Development Upswing to Continue in 1977." *St. Louis Construction
News and Review* and the *St. Louis Post-Dispatch*. December, 1976.

_____. "Surgical Centers are New Investment Concept." *Mortgage and Real Estate Executive Report*.
February, 1975.

CONTRIBUTIONS

- Farris, Charles L. "Urban Renewal: An Administrator Remembers." *Journal of Housing*. July/August, 1989. (Primary contributor for my father)
- Farris, Charles M. and Ron Gerber. "Tax Increment Financing, A New Source of Revenue for Revitalization." *Missouri Municipal Review*. January, 1983. (Primary contributor for brother as corporate article)
- Lachman, M. Leanne and Susan Olson. *Tax Delinquency in the Inner City*. Lexington, MA.: Lexington Books, 1976. (Personal acknowledgment for special research contributions in preparing chapter -- book focuses on Cleveland and tax foreclosure legislation for the State of Ohio.)
- Sigafoos, Robert A. *Corporate Real Estate Development*. Lexington, MA.: Lexington Books, 1976. (Author cited my unpublished MSU thesis on case study of Ralston-Purina's-sponsored 144-acre LaSalle Park mixed-use renewal project , "Urban Renewal: The Synergism of Private and Public Enterprise," 1974.)

HONORS/RESEARCH GRANTS RECEIVED

- 2010 Washington University—St. Louis—\$1,000 Travel Scholarship for Archival Research
- 2007 Clemson University Faculty Award (based on award below by SCAPA)
- Fall 2006 Recipient of the SC Chapter of the American Planning Association's "Distinguished Planner" Award at the 2006 Fall Conference in Myrtle Beach—not given since 2001.
- "The award is given occasionally to a planning professional who has demonstrated outstanding contributions to the planning field within South Carolina over an extended period of time, and exhibits qualities which have led to successful accomplishment of planning goals, programs, or projects. Review criteria include planning leadership and creativity, professional commitment, community service, recognized expertise, and ethical conduct."*
- 2007 Generated a proposal to assist the City of Gatlinburg TN to work with the local development community to prepare design & development guidelines for the central core area based on a new urbanist form-based zoning model—\$20,000.
- 2006 Generated a market analysis and redevelopment plan for a 70-acre mixed income community (Dupont Landing) on behalf of a non-profit housing developer—Nehemiah Corp.-- and the Second Baptist Church in the City of Aiken with my guidance--\$16,000.
- 2006 Secured a \$6,000 donation of the ULI Library from Phil Hughes, Greenville developer who was on the Board of Trustees in ULI, in Lee Hall's Gunnin Library.
- 2006 Prepared Market Overview Analysis for a Simpsonville 800 acre master-planned community with a joint studio between planning and landscape architecture and architecture under my direction--\$7,500.
- 2006 Prepared a N. Augusta Redevelopment Site--Mixed Use Feasibility Analysis for City of N. Augusta adjacent to their new civic complex on the riverfront with my guidance --\$3,000.
- 2006 Worked with Anderson College that received a HUD COPC grant—prepared Reed Street Neighborhood Land Use Concept for 30-acre redevelopment under my direction--\$5,000.
- 2004-present Established formation of Annual Scholarship fund with Society of Industrial and Office Realtors (Carolinas Chapter) and the national SIOR Foundation at \$6,000 initially; now \$10,000 for MRED Student Scholarships. Only University in North and South Carolina to receive funding.

- 2003 Principal Investigator and Recipient of \$2,500 from ULI National Office to serve as Primary Author of *Growing by Choice or Chance. State Strategies for Quality Growth In South Carolina: A Report from the ULI-SCREC SC. Quality Growth Initiative's Statewide Committee, 2004.* ISBN 0-87420-924-2
- 2001-2005 Principal Investigator. Responsible for administering over 62 public service assistantships in government planning agencies during the school year generating \$271,674 of income plus tuition reduction.
- 2001-2002 Obtained \$15,000 for each year from coastal developers to reduce Maymester travel cost.
- Winter 2000. Recipient of \$1,500 for survey research activities for student thesis in determining the level of affordable housing being developed in New Urbanist communities working with the Congress for New Urbanism.
- Spring 2000. Recipient of travel and conference expenses to attend national convention of the Congress for New Urbanism in Portland OR. with 1,300 attendees; competitive collegiate fund.
- Oct. 1999 Recipient of \$27,809 grant from the Special State Appropriation in Building through the College of AAH for "A Continuing Education Course for Local Planning for Elected and Appointed Government Officials." Taught class to 57 statewide officials from July 20-22, 2000 at the Madren Center; continued until 2004.
- June, 1999 Requested by Strom Thurmond Institute to prepare a monograph on "Land Use Planning in South Carolina" for a Clemson Community Development Initiative, with Dr. David Barkley as Principal Investigator; received summer pay.
- Dec. 1996 One of three McClure Award recipients from the College for assistance to encourage innovative teaching initiatives--\$3,000 for *South Carolina Coastal Community Development Trip (to meet with 12 communities re: housing and community development strategy)*
- Nov. 1995 One of twelve Clemson University research grant faculty recipients--\$2,685 for *Central City Community Development Survey Research re: Discount Stores*
- 1991 Mayoral Proclamation of September 13th as "J. Terrence Farris Day" and Resolution 97 by the Board of Aldermen of the City of St. Louis in Appreciation for My Professional Career in St. Louis.
- 1991-1994 Teaching Assistant/Instructor--Michigan State University
- 1973-1974 Graduate Assistant--Michigan State University

SPEAKING ENGAGEMENTS

In addition to over 250 presentations in client communities and the city of St. Louis, I have given formal presentations at approximately eighty national, regional, and state meetings and conferences including the American Planning Association, Urban Land Institute, International Downtown Executives Association, International Council of Shopping Centers, National Association of Home Builders, Society of Industrial and Office Realtors, Certified Commercial Investment Member, National Association of Housing and Redevelopment Officials, Department of Housing and Urban Development, and State Municipal Leagues. Represented city of St. Louis with the state legislature for tax increment and redevelopment legislation, including testimony before various committees.

Academic career presentations:

November 13, 2010. *Condemnation and PPP, Fair Market Value Issues.* One hour presentation at 3 day-International Valuation Colloquium, Greenville SC., with 75 academic and professional attendees. Sponsored

by the Clemson Richard H. Pennell Center for Real Estate Development, Oxford Brookes University, the Maury Seldin Advanced Studies Institute, the Homer Hoyt Institute, Greenfield Advisors, the Appraisal Institute and in-kind contributions by ARGUS and Emerald.

October, 2010. Moderator and Presenter of Upstate Market Trends at SIOR/CCIM/Greenville Bd. of Realtors Seventh Annual Market Forecast to 250 attendees at the Poinsett Club, Greenville.

November, 2009. *Infill Development—Constraints and Opportunities*—One-hour presentation at SC ULI District Council/Elliott Davis One-Day Conference for 250 attendees, Greenville SC

October, 2009. Moderator and Presenter of Upstate Market Trends at SIOR/CCIM/Greenville Bd. of Realtors Sixth Annual Market Forecast to 250 attendees at the Poinsett Club, Greenville.

October, 2008. Moderator and Presenter of Upstate Market Trends at SIOR/CCIM/Greenville Bd. of Realtors Fifth Annual Market Forecast to 250 attendees at the Poinsett Club, Greenville.

October, 2007. Moderator and Presenter of Upstate Market Trends at SIOR/CCIM/Greenville Bd. of Realtors Fourth Annual Market Forecast to 250 attendees at the Poinsett Club, Greenville.

January 2007. Organized agenda for the first SC District Council's Annual State Market Conference in Columbia SC, with special emphasis on State developers panel for 1.5 hour market trends session.

December 2006. Organizer and Moderator of SC ULI District Council Lunch for 250 attendees with Ed McMahon, ULI Fraser Senior Fellow as Keynote on Sustainability plus two local developers with the Verdae Master Planned Community and the McBee Station Mixed Use Infill development.

November 2006. Moderator of 1.5 hour round-robin Roundtable on land assembly and redevelopment; National SIOR Conference, Charlotte.

November 2006. Organizer and Panel moderator (on behalf of Carolinas Chapter of SIOR) focusing on Brownfield Redevelopment at the National Conference of the SIOR in Charlotte—all MRED students attended the Conference.

October, 2006. Moderator at SIOR/CCIM/Greenville Bd. of Realtors Third Annual Market Forecast to 250 attendees at the Embassy Suites, Greenville.

July, 2006 Moderator and Panelist, *Greyfields and PPP*, SCAPA Summer Conference, Hartsville SC.

April, 2006. Panelist and presenter with Hugh Norris, Bill Hardin and Gayle Berens of ULI at 30-person breakout session of the American Real Estate Society in Key West FL re: Katrina and redevelopment barriers for New Orleans.

December 2005. Moderator and Panelist re: Mixed Use Development for 175 attendees sponsored by the Upstate Region of the SC District Council of ULI including representatives from Cooper Carry Architects, Robert Charles Lesser, and Windsor-Aughtry developer.

November 2005. One day review session for 25 planners taking national AICP exam—presented ½ day on comp planning, zoning, subdivision regulations, and land use law.

October, 2005. Moderator and Keynote Speaker (Kelo and Implications for Eminent Domain) SIOR/CCIM/Greenville Bd. of Realtors Second Annual Market Forecast to 250 attendees at the Poinsett Club, Greenville.

September, 2005. Part of 3-person team presenting one-day overview of comprehensive planning and related issues with the Richland County (Columbia SC) Council.

- April 2005. One day review session for 10 planners taking national AICP exam—presented ½ day on comp planning, zoning, subdivision regulations, and land use law.
- March 2005. Panelist on Public-Private Partnerships, *Role of Public-Private Partnerships in Private Development*, ICSC Carolinas Deal-Making Conference, Charlotte NC.
- November 10, 2004. General session presentation to 175 attendees at Joint Fall Conference of SCAPA and Urban Community and Urban Forestry Council, “The ULI SC. Quality Growth Initiative.”
- October 19, 2004. Moderator, National ULI Advisory Panel (7 national experts including Todd Mansfield and Marilyn Taylor—Chairpersons of ULI), “The Development Process.” Lee Hall with 150 students.
- October 7th, 2004. Keynote speaker (Upstate Market Trends) and panelist at SIOR/CCIM/Greenville Bd. of Realtors First Annual Market Forecast to 250 attendees at the Poinsett Club, Greenville.
- August 2, 2004. Presentation on Neighborhood Leadership and Public-Private Partnerships at all day training session for community leaders in City of Myrtle Beach.
- July 30, 2004. Co-instructor, Planning Commission Legal Overview (303) at SCAPA Planning Academy meeting, Columbia; also, Moderator for 3 sessions on redevelopment with developers from Greenville, N. Charleston, and Columbia.
- June 3, 2004. Presentation on Comprehensive Planning and ULI Statewide Growth Initiative to the Clemson Public Extension Faculty at the Sandhill Center in Columbia.
- April 10, 2004. Two presentations to ad hoc Clemson faculty sustainability committee on the Growth Parameters in SC and the ULI Quality Growth Initiative.
- March 26, 2004. Co-instructor, Planning Commission Legal Overview (303) at SCAPA Planning Academy meeting, Columbia; also, Comprehensive Planning (101).
- October 9, 2003. Co-instructor for Board of Zoning Appeals and Board of Design Review Legal Overview (Classes 401-402) at SCAPA Planning Academy meeting, Columbia.
- September 16, 2003. Moderator and lecturer in two sessions of Upstate Conference on Housing Affordability sponsored by the Greenville Home Builders Association and Upstate Forever for 200 attendees.
- August 29, 2003. General Session Speaker, Capital Improvements Programming, SCAPA Summer Conference. Instructor for statewide planning commissioners on Comprehensive Planning (Class 302) and co-instructor of Planning Commission Legal Overview (303) at SCAPA Planning Academy meeting, Columbia.
- April 9, 2003. Instructor for statewide planning, zoning, and design review commissioners on new commissioner and board member orientation (Class 101) for comprehensive planning at SCAPA Planning Academy meeting, Columbia.
- March 6, 2003. Lecturer, All-day session on Planning, Zoning, Land Development, Housing, Economic Development, and Land Use Law for AICP Training in Columbia for 20 planners, SC. Chapter APA
- March 4, 2003. All day statewide ULI Quality Growth Initiative Committee meeting retreat with Task Force; served as expediter for text background since I am primary author of final report.
- December 16, 2002. Interviewed by Dr. Robert Becker, Director of Strom Thurmond Institute, on statewide public radio noon show *Your Day*. Described Center for Real Estate Development and state growth trends and issues over next 25 years.
- October 3, 2002. Moderated *Innovation in Land Use Planning for Residential Development* at the 1 ½ hour general session of the SC. American Planning Association Fall Conference, 2002, in Columbia with 125

planners/commissioners. Panel had two major statewide developers/home builders (Jeff Randolph of Greenville's The Randolph Group and Andy White, President of Palmetto Traditional Homes (largest SC owned home builder in Columbia and chair of the land development committee for HBASC).

September 26, 2002. Plenary session speaker for 1-hour powerpoint presentation on development trends and real estate forecasts in South Carolina for next 25 years for *Smart Growth Initiative* sponsored by the national ULI office and the SC Center for Real Estate. Chaired by the past Chairman of the ULI (Jim Chaffin—developer of Spring Island and Hilton Head area) and Mayor Joe Riley, this is a one-year initiative with a task force of 25 leaders in the state including Dean Schach. The Charleston conference had over 200 statewide attendees including developers, Realtors, planners, public officials and other interested parties.

June 7, 2002. Co-instructor of course for statewide planning commissioners on planning and land use law at Summer SCAPA meeting, N. Augusta.

February 6-7, 2002 One of 35 Invited Panel Members, *Joint Forum on Housing Density*, sponsored by the Urban Land Institute, National Multi-Family Housing Association, and the American Institute of Architects held at AIA Headquarters, Washington D.C.

November 11, 2001. Moderator, FNMA Housing Track, "Housing Spillovers," four papers, American Collegiate Schools of Planning Fall Conference, Cleveland.

October 5, 2001. Panelist re: Barriers to Infill Development " with Leanne Lachman, Robert Burchell, Aaron Gruen; Fall National Conference, Urban Land Institute, Boston.

August 25, 2001. Co-instructor of two courses for statewide planning commissioners on comprehensive planning and land use law at Summer SCAPA meeting, Columbia.

April 20, 2001. Co-instructor of two courses for statewide plan zoning and design review commissioners on legal issues for Boards of Zoning Appeals and Architectural Review Boards at Spring SCAPA meeting, Rock Hill.

January 30, 2001. Met with Anderson County Planning Commissioners for Strategic Planning Session.

October 12, 2000. One-half hour interview on SC. statewide public radio noontime show, *Your Day*, to discuss the complexities of infill development and growth management.

September, 2000. Keynote dinner speaker at Pickens County Planning Summit—"The Role of Planning in the Community's Development."

September, 2000. Keynote dinner speaker at Rock Hill Economic Development planning retreat held in Flat Rock—"Urban Redevelopment."

August 25, 2000. Co-instructor of two courses for statewide planning commissioners on comprehensive planning and land use law at Summer SCAPA meeting, Columbia.

May 26, 2000. Co-instructor of three courses for statewide planning and zoning commissioners on comprehensive planning and legal issues for Boards of Zoning Appeals at Spring SCAPA meeting, Hartsville.

May 11, 2000. Two-hour training session on County Tax Increment Financing Statute to Greenville County Planning Director and staff.

March 17, 2000—SC. ETV. "Governor's Summit on Growth." One of four panelists interviewed on one hour statewide call-in show introducing the Governor's Summit. Panelists included Home Builders Association, a Regional Planner, the Director of Palmetto Conservation, and me as a Clemson Development Economist.

February 19, 2000—Commentator on one-hour St. Louis Educational TV. Documentary: "Decades Series: Big Plans, 1900-2000." Segment on St. Louis redevelopment honoring my father as Director of St. Louis Redevelopment Authority from 1953-1988.

November 4, 1999--Speaker/Panelist--"Status of Comprehensive Planning and Smart Growth Policies in the U.S. and South Carolina." SC. Forestry Association Annual Meeting with 400 attendees, Myrtle Beach.

July 16, 1999--Moderator, "A Lively Round-Robin Potpourri; Hot Smart Growth Issues, Focused Debate." SCAPA Summer Conference.

March 18, 1999--Speaker at request of Dr. Robert Becker, STI; State Senator Leventis's Smart Growth Committee in Columbia; "Planning Perspectives and Alternative State Planning Approaches for Smart Growth."

February 19, 1999--Moderator, "Site Plan and Subdivision Review," SC. Chapter APA Winter Conference.

February 19, 1999--Speaker, "The Current State of Planning in South Carolina," SC. Chapter APA Winter Conference.

September 11, 1998--Speaker, "The Complexities of Infill Housing Development," Joint South and North Carolina APA Conference, Charlotte, NC.

Winter, 1998--Lecturer, Series of Lectures for AICP Training, SC. Chapter APA

Winter, 1997--Lecturer, Series of Lectures for AICP Training, SC. Chapter APA

November 11, 1997--Speaker, "Retail Expenditure Patterns and Potential Supportable Space for Counties and Selected Communities in South Carolina," The Strom Thurmond Institute's Workshop on Economic Development Policy

October 21, 1997--Speaker, "Takings Legislation in S.C.," League of Women Voters Forum in Pendleton, SC.

October 10, 1996--Speaker, "Public-Private Partnerships," Spartanburg Chapter American Institute of Architects

October 4, 1996--Speaker, Retail Development Trends and Issues in SC. and USA, South Carolina American Planning Association Fall Meeting

July 12, 1996--Moderator, South Carolina Planning Association General Assembly Session on "The Developers' Perspective"

April 25, 1996--Speaker, Planning for Growth in South Carolina and the Upstate, Oconee Home Builder Association.

October 7, 1995--Moderator, Panel Roundtable on Economic Development, South Carolina/North Carolina Joint APA Fall Conference

August 29, 1995--Speaker, "Public-Private Partnerships," South Carolina Piedmont Chapter, Associated Institute of Constructors.

March 7, 1995--Panelist, "Construction Ethics Case Studies," South Carolina Piedmont Chapter, Associated Institute of Constructors

January 27, 1995--Moderator, South Carolina Planning Association General Assembly Session on "Takings" Legislation

Fall, 1994--Presentation to Clemson Real Estate Club re: relationship of planning and development.

April 30, 1994--Land Use Planning Lecture; AICP Exam Preparation Workshop; Michigan Chapter.

Spring 1993--Michigan APA Annual Conference; Made joint presentation with Midland Development Group re: power shopping center development.

SERVICE TO THE PROFESSION

Member of Urban Land Institute, Counselor of Real Estate, Society of Industrial and Office Realtors (Assoc.), National Association of Home Builders, International Council of Shopping Centers, American Real Estate Society, National Trust for Historic Preservation, Congress for the New Urbanism, American Planning Association, and the South Carolina APA. Previously active with Missouri NAHRO, Missouri Tax Increment Association (a founding board member), Illinois TIF Association, and the Illinois League of Redevelopment Officials.

- 2010-Present Member, Advisory Committee for SC. District Council of Urban Land Institute
- 2005-present Invited to be a member of the national ULI Public-Private Partnership Council (Blue Flight), one of a hundred members at ULI on this council.
- 2004-present Nominated, Interviewed and Invited to become one of 1,100 national members of prestigious Counselors of Real Estate (CRE); only 12 academic members.
- 2004-present Nominated and Invited to become Associate Education Member of the 3,200-member Society of Industrial and Office Realtors; only 7 academic members.
- 2004-present Member, Executive Committee of Upstate SIOR/CCIM/Greenville Association of Realtors Annual Market Forecast
- 2004-2008 Appointed by Governor Mark Sanford as one of 5 members on new *State Advisory Committee on Educational Requirements for Local Government Planning or Zoning Officials and Employees*—appointed through 2008. Personally developed the criteria and application for reviewing all proposals for the required 6-hour Orientation Program and for continuing educational course approvals.
- 2004-2008 Founding Board member (6 total) of SC District Council of Urban Land Institute; initial Vice-Chair of Upstate Region; Vice-Chair Quality Growth; Advisory Committee member. District Council has grown from 150 to 600 members and the Council has received 2 national awards.
- “ULI South Carolina is ULI’s best mid-sized District Council. Their extensive program of work, statewide organization and committed leadership are a role model for all of ULI’s District Councils. John Knott and his leadership team, and Paige King and the rest of our staff are to be congratulated for winning the prestigious “Next Level” award for the second year in a row.”—Mike Horst, ULI VP for District Councils*
- 2001-2003 Chair, Ad Hoc Committee on Statewide Planning and Development Policy with 6 planners and 6 homebuilders – quarterly meetings re: key legislative issues; Joint committee of Center for Real Estate Development, Home Builders Assoc of SC, and the SC Chapter of the American Planning Association
- 2001-2003 Developed and taught a summer Planning Orientation Class for 57 people who took a 2 ½ day *Introduction to Local Comprehensive Planning* Course at Clemson University. The course covered the full array of planning orientation requirements for 915 minutes of lecture and Q&A. Complete powerpoint handouts were provided, Levy’s comprehensive planning book, and the Municipal Association’s Comp Planning Guide. Dr. Farris taught approximately 2/3 of the class but had various professionals in SCAPA for selected sessions. Course laid the foundation for the new Required Statewide Orientation Program for all planning and zoning commissioners and staff.
- 1998-2004 Founding Member and Lead Instructor, The SCAPA Academy for Planning (A cooperative continuing education program established by SCAPA, USC's Institute for Public Service and Policy Research, and Clemson's Department of Planning and Landscape Architecture)—series of 8 classes offered to board members and staffs including a certificate.

- 1997-2006 Member, AICP Training Faculty (1 of 2 planning faculty) for SCAPA (teaching twenty students annually for five days to take national certification exam.)
- 2001-2005 Member, Executive Committee, SC. Chapter, American Planning Association
- 1995-2001 Member, Legislative Committee, SC. Chapter, American Planning Association

SERVICE TO CLEMSON UNIVERSITY

University

- 2008-2009 Appointed by Clemson University as a member of an Advisory Committee to CU-ICAR and the Clemson University Real Estate Foundation in procuring a consultant (Jones Lang LaSalle) to prepare a strategic plan for land disposition for the several hundred acre International Center of Automotive Research in Greenville
- 2006-2009 Appointed by Clemson University to serve on the Advisory Committee for the 215-acre Clemson Advanced Materials Center in conjunction with the Anderson County Development Partnership to encourage development of remaining 135 acres.
- 2005 Member, Graduate Dean's Committee on Graduate School Fees for All CU Graduate Programs
- Fall 1996-1998 Elected by College Faculty for three year term to University External Educational Programs Committee
- 8/95-4/98 Elected by College as Representative on University's Teaching Resources and Effectiveness Committee

College

- 2009-2010 Member, Planning and Landscape Architecture Permanent Chair Search and Screening Committee.
- 2008-2009 Chair, Planning and Landscape Architecture Permanent Chair Search and Screening Committee.
- 2008 Chair, Faculty Advisory Committee for Interim Chair, Department of Planning and Landscape Architecture
- 2003-2004 AAH Honors and Awards Committee member.
- 2001-2002 Appointed by Dean to Ad Hoc Committee on formation of PhD in Environmental Design and Planning
- 2001-2002 Chair, Search and Screening Committee, Department of Planning and Landscape Architecture National Search for Chair
- Fall 1999 Serve on AAH Committee to Review Proposals for Internal Funding Sources—Teaching Initiative, McClure Endowment Teaching, and Platform for Collaboration.
- Spring 1996 Appointed by Dean to 3-member College McClure Awards Committee; Chair
- Nov. 1995-1997 Appointed by Dean as Departmental Representative for College's Admissions, Honors & Awards Committee
- Fall 1995 Appointed by Dean as College Representative for University's United Way Steering Committee
- 8/94-5/95 Appointed By Department Head, Planning & Landscape Architecture, As The Department's Representative To The College Of Architecture's Workload Committee.

- 8/94-8/96 Appointed by Dean, College of Architecture, as the College's Alternative Representative to the University's Graduate Curriculum Committee.
- 8/94-8/98 Appointed by Dean, College of Architecture, as the College's Representative to the University's Intellectual Property Committee.

Departmental

- 2008-2010 Member, Building Advisory Committee—Lee Hall Expansion
- 2004-5/ 2010 Founding Director, Master of Real Estate Development Program
- 2001-2007 Founding Part-time Director, Center for Real Estate Development
- 2007 Chair, Search and Screening Committee, MRED Program Marketing Coordinator
- 2007-2008 Chair, Search and Screening Committee, MRED Faculty and Center for Real Estate Development Director
- 2001-2005 Director, Master of City and Regional Planning Program
- 2004-2005 Chair, Departmental Faculty Search Committee for 2 MCRP and 1 MRED position.
- 2003-2004 Chair, Search and Screening Committee, CRP Faculty
- 2003-2004 Administered revision of MCRP curriculum and related approvals.
- 2003-2004 Administered formation of Master of Real Estate Development program curriculum and related approvals.
- 2002-2003 Administered Planning Accreditation Board 5-year review
- 2002-2003 Prepared Planning Accreditation Board Self-Study report and attended two national sessions for directors; as Director of MCRP, managed whole process for re-accreditation
- 2002-2003 Chair, Search and Screening Committee, CRP Faculty
- 2001-2003 Chair, Search and Screening Committee, CRP GIS Faculty
- Fall 1997-2004 Department representative for the University Library Committee.
- 8/95-2005 MCRP Admissions Committee
- 11/97-5/98 Asked by Roger Liska on behalf of CSM Faculty to serve as a Member of CSM Faculty Search Committee for two positions.
- Fall 1996-1998 Faculty participant in Calhoun College Honors Program class for architectural students.
- Spring 1995 Assisted undergraduate Construction Science & Management students in preparation for National Association of Homebuilders National Conference Student Competition--group took 6th place
- Spring 1995 Chair and Advisor to Joseph E. Muldrow, the only United States winner of Great Britain's Royal Town Institute of Planning's George Pepler International Award with a travel stipend to compare retail development with the U.S.

8/94-5/95 Department's Representative on Ad Hoc Intercollegiate Committee to Establish a Joint Center for Land Development and Real Estate Research (precursor to MRED/CRED)

SERVICE TO MICHIGAN STATE UNIVERSITY

- 1993-1994 Faculty Advisor for "Housing and Real Estate Development" Specialty Option
- 1993-1994 Member of Faculty/Student Committee on Integrating Race and Gender in Planning Curriculum
- 1993-1994 Advisor for Plan B Research Specialization Alternative to Thesis--three graduate students.
* Member of joint committee for two Building & Construction Management students
--market, feasibility, and development analysis for 75-acre residential subdivision
--market, feasibility, and development analysis for 10-acre resort/marina project
* Advisor for Urban & Regional Planning student studying community reinvestment and urban lending policy
- 1992-1994 Independent Study for Two Graduate Students
*Residential Market & Feasibility Analysis
*Market and Feasibility Analysis Techniques for Various Land Uses
- Spring, 1993 Housing and Real Estate Class performed feasibility analysis of residential in-fill site for United Nations local chapter's proposed Global Village apartment development in low-income Lansing historic area; Mayoral priority project.

PROFESSIONAL PUBLIC SERVICE CONTRIBUTIONS--PRIOR TO ACADEMIA

- 1978-1991 Activist and ward coordinator in various local political and capital improvement campaigns.
- 1987-1989 President, 36-unit condominium in mixed income revitalized urban neighborhood.
- 1981-1984 President, Notre Dame Parochial Elementary School in lower-mixed income area.
- 1977-1987 Board member and President (5 years) for DeSales Community Housing Corporation, a 501 (c) (3) neighborhood housing corporation with professional staff developing and managing over 150 low and moderate income housing units. Model for St. Louis organizations.
- 1981-1984 Appointed by Mayor as regional citizen designee for the city of St. Louis on A-95 Executive Advisory Committee for East-West Gateway Coordinating Council.
- 1977-1979 Instructor, Housing Production Institute, a non-profit group established by the city of St. Louis and local lenders to assist small developers and non-profit groups.
- 1974-1976 Board member for regional health policy agency, Alliance for Regional Community Health.

CHAIR, THESES AND TERMINAL PROJECTS—MCRP Program

(These are typically 100-150 page detailed research projects over a one-year period necessitating an active faculty/student relationship with 2-3 faculty; either 6 or 9 credits)

2008

Jain, Madhavi. *Future Retail Real Estate Developments and Their Planning Implications.*

2006

Holmes, Horace (Toby) *A feasibility analysis for the redevelopment of the Johnston and Mecklenburg Mills in Charlotte, NC*

2005

Easterling, Russell. *The site selection process : a City of Charlotte site selection study : Children of America Educational Childcare Centers*

Edge, Lenolon. *Little River Neck neighborhood development plan*

Luther, Wade. *A preliminary feasibility analysis and request for proposal for a mixed-use development in West Columbia, South Carolina*

Lynch, Todd. *The development of affordable housing in the high-end housing market of resort areas : a look at Hilton Head Island, South Carolina*

Medlyn, Drew. *The Economic Development Criteria for University Research Parks.*

Mitchell, Bryan. *A site specific proposal for mixed-use development in downtown Greenville, South Carolina*

Neal, Mary Douglas. *Creating place through New Urbanism : an analysis of the SmartCode and form-based zoning regulations*

Price, Justin. *Abandoned big box retail sites : public and private sector perspectives*

Wyeth, Stuart. *Office development strategy : future office development in the Central Business District of Greenville, South Carolina*

2004

Burkett, Randy. *Implementation and Administration Considerations of Urban Growth Boundaries: A Case Study Analysis.*

Eason, Robyn. *Analysis of Criteria for Effective Neighborhood Plans.*

Jackson, Brian. *Market Analysis of Greenville, SC*

Klein, Ben. *Standardized Methodology for Locating Residential Infill Development Opportunities.*

Romeo, Michael. *Charlotte, North Carolina: A Center City Retail Market Perspective*

2003

Grady, Brian. *Tax Increment Financing in Chicago.*

Hasty, Hope. *The Barriers to Brownfield Redevelopment: A Multi-Stakeholder Perspective.*

Hyman, Jonathan. *Remaking Suburbia: Creating the Built Environment as an Integral Part of the Experience of Place .(dual degree)*

Odogba, Ismaila. *An Analysis of the Regional Plan.*

Williams, Kimberly. *An Analysis of Tax Increment Financing in South Carolina*

2002

Gannon, Sam. *West Greenville Area Housing Strategy, City of Greenville, SC.*

2001

Kinnison, Abigail. *Gentrification in the 21st Century.*

McMakin, Jana. *A Comprehensive Analysis of the Taxation Practices of Manufacture Housing versus Site-Built Housing in the Upstate of South Carolina.*

Philips, Scott. *The Low Income Housing Tax Credit.*

Whingter, Jason. *A Site Specific Feasibility Analysis for a Residential Development in Green Oak Township, Michigan.*

2000

Cheesman, Alison. *Absentee Landlords in the City of Greenville, SC: A GIS Analysis*

Kump, Heather. *Loft Housing in Atlanta, GA.*

Terrell, Emily. *Smart Growth for Everyone: Integrating Low and Moderate Income Households into New Urbanist Design.*

Williams, Julie. *Greenwood City/County Historic Preservation Plan 2000.*

1999

Anderson, Ron. *Revitalization Neighborhood Selection, Greenville County, South Carolina.*

Colin, Shawn. *Master Planned Communities Along the South Carolina Coast.*

Knudsen, Peter. *A Market Overview of Downtown Anderson, South Carolina.*

Mitchell, Kevin. *The Creation of Subsidized Rental Housing in Mount Pleasant, South Carolina.*

Smith, Melinda. *Housing Code Enforcement: Should Southern Cities Implement?*

1998

Boughman, Ernest. *Methods for the Reinsertion of Retail into the Downtown Environment with an Application in Spartanburg, SC.*

Fitzer, Nancy. *A Locational Analysis of Assisted Housing in Three South Carolina Metropolitan Counties.*

McClarty, Leonardo. *Will Empowerment Zone/Enterprise Communities Prove to be the Answer for Urban Redevelopment?*

Snowden, Brana. *Implementing the Traditional Town in America: A Comparison of Regulations.*

Washington, Ezell. *An Analysis of Residential Segregation Due to Mortgage Lending.*

Wittenberg, Brent. *A Site Specific Market and Financial Feasibility Study for Residential Development in Downtown Spartanburg, SC.*

1997

Franklin, Julie Orr. *The Development Perspective on Growth Management: A Foundation for Facilitating Public-Private Collaborations.*

Freeman, Brian. *Polycentrism in Mid-Sized Metropolitan Areas.*

Parent, Brian. *A Site Specific Feasibility Study for Residential Development in the Central Area of Greenville, South, Carolina.*

Pensa, Peter. *Business Improvement Districts: A Method of Financing Downtown Revitalization Projects and Programs.*

Williams, Tiffany. *An Analysis of the Consolidated Plan.*

1996

Guilbaut, Jeff. *An Analysis of Tax Increment Financing in the Southeastern United States.*

Holt, Paul. *A Housing Typology Analysis for the City of Greenville, SC.*

Hooks, Allison. *Re-establishing Beale Street.*

Lippman, Ann. *Factors Influencing the Development of New Major League Baseball Stadiums.*

Muldrow, Tripp. *Planning for Retail Markets in the Twenty-First Century: An English and American Comparison.*
The only United States winner of Great Britain's Royal Town Institute of Planning's George Pepler International Award with a travel stipend to compare retail development with the U.S.

1995

Livingston, Martin. *Area Analysis Applications in Community Development.*

Tickner, David. *An Analysis of Progressive Low Income Housing Policies: A Look At The HOME Program.*

COMMITTEE MEMBER, THESES AND TERMINAL PROJECTS—MCRP Program

2009

Jeffers, Rashida. The redevelopment of the Poe Mill Neighborhood, Greenville.

2005

Ailstock, Mason. *The university technology campus : planning innovation*

Bourassa, Nicole. *Using the past to create the future : reinventing the Fall River/Somerset Waterfront Corridor*

Comstock, Erin. *Inclusionary housing : an analysis of an affordable housing strategy*

Rains, Lacey. *Early action projects for the revitalization of historic downtown Vincennes, Indiana*

Dyrhaug, David. *Land use segregation - life degradation : the ability of form-based codes to curb the negative by-products of conventional zoning*

Kroeger, Anthony. *The importance of pedestrian integration in catalytic development*

2004

Cross, Somer. *South Carolina Comprehensive Planning Guidebook:Community Facilities Element*

Reinhardt, Josh. *Location Analysis of Edgeless Cities in Mecklenberg County North Carolina*

Szczelina, Peter. *Diversity : a cohesive ecosystem*

2003

Sun, Ge. *Residential Location Analysis in Anderson County, SC.*

2002

Coleman, Carol. *Research Parks as Tools of Economic Development: A Town-Gown Connection in Clemson SC.*

McPherson, Patricia. *Public-Private Partnerships and the Reedy River Master Plan.*

Pope, Aaron. *Land Use and Tourism Development in Georgetown County, SC.*

2001

Ellisor, Lonnie. *A Comparative Analysis of Impact Fee Usage in South Carolina.*

Peek, Jason. *An Assessment of Infrastructure Costs in the Berkeley, Charleston, Dorchester County Region Based on Predicted Patterns.*

Vissage, Jennifer. *A Comparison of State Planning Legislation.*

2000

Christensen, Pernille. *Living Architecture: An Urban Opportunity*

Cook, Joshua. *The Development of Green Communities*

Lowe, Monty. *Greenwood County Brownfields Inventory: An analysis of Potentially Contaminated Industrial/Commercial Properties in Greenwood County, South Carolina.*

Sears, Suzanne. *A Comparative Analysis of Impact Fee Enabling Legislation: Georgia, Texas, and South Carolina.*

Turner, Jennifer. *Racial Integration in America's Metropolitan Neighborhoods: The Public's Role in Moving Forward*

1999

Brown, Kelly. *Development Impact Analysis for Anderson County, South Carolina.*

Clifton, Kathryn. *Using GIS Modeling for Bicycle and Pedestrian Paths.*

Daman, Ari. *Guidelines for Improving Commercial Strip Development in Small Towns.*

Knopf, Christopher. *A Greenway System Plan for Seneca, South Carolina.*

1998

Fuller, Kathryn. *Measuring the Impact of the Charleston's Naval Base Closure on Charleston's Shopping Centers.*

Newton, Steve. *A Comprehensive Plan for the Town of Walhalla, SC.*

Rozakos, Shae. *Rethinking Anderson Roadtowns: A Study of Anderson County's SC. Highway 81 North Corridor.*

Welborn, Gretchen. *A Comprehensive Plan for the Town of West Pelzer, SC.*

1997

Baumann, Susan. *An Analysis of the Marketability, the Suitability and the Feasibility of Upper Level Housing in Downtown Columbia, SC.*

Gross, Julie. *An Analysis of Growth and Recommended Development Guidelines Along West Georgia Road, Greenville County, SC.*

Hourigan, Megan. *Reactions to the Automobile: Transportation Issues of Conventional Suburban and Neotraditional Design Approaches.*

Napolitano, Sal. *Spartanburg, SC.: Development of Urban Form.*

Schively, Carissa. *Sustainable Development: Implementation Options at the Local Level.*

Shanmugem, Senth. *Analyzing Local Visual Resource Planning Policy: Designing a GIS Tool to Model the Effect of Setback and Parking Requirements on Urban Form.*

Shapiro, Loren. *The Challenges of Increasing Capacity at Major Airports.*

Thoennes, Phil. *An Economic Development Information Marketing Method Using Digital Technology.*

Zhou, Tong. *A Study of Discount Store Location in Metropolitan Atlanta.*

1996

Arnet, Aaron. *Historic Inventory and Preservation for Downtown Blacksburg, SC.*

Epley, Jason. *Historic Town of Ninety-Six, SC.: Downtown Improvement Plan.*

Gannon, Barry. *An Analysis of Transportation Corridor Preservation Techniques for Greenville County, South Carolina.*

Mattison, Monique. *Neighborhood Plan, Analysis, and Revitalization: Old Westside Neighborhood in Anderson, SC.*

1995

Baker, Dean. *The City In The Skyway : Skywalks, Pedways And Above-Grade Interior Pedestrian Systems In The United States.*

Collins, Jason. *Building On Tradition : A Wofford College Campus Master Plan.*

Duncan, William. *A Critical Analysis Of Commercial Corridors.*

Finocchi, Dale. *Rediscovering Its History : Urban Design Strategies For Arresting Decline In Miami Springs.*

McGregor, George. *The Role Of Public-Private Partnerships In Regional Economic Development.*

Woodley, Kevin. *A Vacant Land Inventory, Analysis and Computerized Locator System With GIS For Anderson.*

COMMITTEE MEMBER, THESES AND ORAL REVIEW COMMITTEES—MARCH, MCSM, Ph.D.

2006-2010

Molnar, William PhD
Benedict, Robert PhD

Garud, Prithviraj MCSM
Walker, Harvey MARCH
Keen, Cullen MARCH

2006

Gadwal, Swetha MCSM

2003

Thompson, Chad MCSM
Purcell, Edward MCSM

2005

Grogan, Steven MARCH
Kondrakunta, D. MCSM
Selwa, Ryan MARCH

2001

Stein, James. MARCH
Welsh, Maxie Lee MARCH

2004

Roe, David MCSM
Tatineni, Sirisha MCSM

ILLUSTRATIVE PRIOR PROFESSIONAL REPORTS (1974-1991)

Author of over fifty market studies, redevelopment plans, funding applications, and policy studies for housing, economic, and community development. Illustrative reports include:

- * Alternative Code Enforcement Program Approaches Policy Paper; Housing Strategy, Danville, IL.
- * Community Development Applications, Housing Assistance Plans, and Selected Grantee Performance Reports for Danville, Havana, Olney, Quincy, Freeport, Will County, Mt. Vernon, Murphysboro, Jacksonville, Danville Township, IL.; Salina and Garden City, KS.; Florissant, MO.
- * Downtown Bank Office Development Feasibility Analysis, St. Louis, MO.

- * Downtown Market Studies and Business Surveys in Jacksonville, Pana, Jerseyville, Centralia, Champaign, Danville, Quincy, Mt. Vernon, and Rock Island, IL.
- * Downtown Market Study and Central City Redevelopment/Restoration Analysis, Springfield, MO.
- * Downtown Marketing and Development Strategy, Tax Increment Plan, Urban Renewal Plan, Historic Mitigation Agreement, Oskaloosa, Iowa
- * Garden Tower East Neighborhood Plan, St. Louis, MO.
- * Lafayette Towne 300-Acre Redevelopment Strategy Policy Paper, St. Louis, MO.
- * Land Use and Market Studies for Sherman Avenue and Grant Street Renewal Areas, Springfield, MO.
- * Land Use and Market Study--Abandoned Golf Course Subdivision Re-Use, Blue Hills Neighborhood Corp., Kansas City, MO.
- * Land Use and Market Study--Mixed-Use Project--Interstate Location for Private Developer, Mt. Vernon, IL.
- * Market Analysis for Private Suburban Multi-Family Residential Site, St. Louis, MO.
- * Market Overview for Historic Lammert Office Building, Pantheon Corporation, St. Louis, MO.
- * Memorandum On Tax Foreclosure Process In St. Louis and Jackson County, MO. for City of Cleveland, OH.
- * Neighborhood Conservation District Program Administrative Policy Paper, St. Louis, MO.
- * Neighborhood Convenience Center Market Study--Southside Renewal Area, Peoria, IL.
- * Neighborhood Impact Evaluation And Strategy, Rockhurst College, Kansas City, MO.
- * Neighborhood Preservation Strategy, Jennings, MO.
- * Park Hampton Townhomes Tax Abatement Plan, Phoenix Contractors, St. Louis, MO.
- * Proposed Housing Strategy Policy Presentation, St. Louis, MO.
- * Proposed Mixed-Use Development Fiscal Impact Analysis, St. Louis County, Unicom Corp., St. Louis, MO.
- * Rehabilitation Leveraged Loan Program Alternatives, Quincy And Danville, IL.
- * Scatter-Site Residential Market Study, Parsons, KS.
- * Southside Business District Survey and Market Analysis, Jefferson City, MO.
- * St. Charles County Sunday Retail Sales Tax Impact Analysis, Unicom Corp., St. Louis, MO.
- * Survey Of 10,000 Employees For Housing Market Potential, Washington University Medical Center Redevelopment Corporation, St. Louis, MO.
- * Tax Increment Feasibility Analysis--Commercial Corridor, Freeport, IL.
- * Tax Increment Plan, St. Louis Marketplace Project, St. Louis, MO.
- * Tulsa Urban Regeneration Strategy, Tulsa, OK.

* UDAG Applications for Commercial Projects in St. Louis and Springfield, MO.; Danville and Champaign, IL.; and Oskaloosa, Iowa

* Will County Certified Development Company Application, Articles of Incorporation, and By-Laws for Small Business Administration 503 Program Authorization, Will County, IL.

CONSULTING AT CLEMSON

December 2003. Primary Author as consultant to the Urban Land Institute. Served as Advisor to 36 member Statewide Task Force on Quality Growth Initiative sponsored by the national office of the Urban Land Institute and USC's SC. Real Estate Center, co-chaired by Mayor Joe Riley and Jim Chaffin, past chairman of ULI and developer of Spring Island, SC. Two-year task force including developers, academics, environmentalists, and other stakeholders including Dean Janice Schach. Forty page report published by ULI in May 2004 is entitled: *Growing by Choice or Chance: State Strategies for Quality Growth in South Carolina*.

July 2000. Completed a city housing strategy and recommendations for a minimum housing code enforcement program for City of Greenville through Economic and Community Development Department. Worked with two task forces including home builders, lenders, Realtors, and city officials with formal presentation to city council.

May 2000. Co-instructor with Dr. Barry Nocks of three, three-hour sessions training Spartanburg County Planning and Board of Appeals Commissioners and staff.

Winter 1998. Downtown Greenville Housing Market Analysis (prepared for City's Department of Economic Development) Project included 1,850 employee surveys and feasibility analysis for 22 sites.

Summer 1997. Bluffton, SC. Fiscal Impact Analysis of Annexation. Provided selected limited consultation re: retail impacts to Dr. James London.

Fall, 1996. Market and Economic Feasibility Reuse Analysis for Vacant African-American National Register Commercial Structure (North Carolina Mutual Building) in Downtown Columbia, SC. (subcontractor to architect funded by owner and the SC. Department of Archives and History via the Historic Columbia Foundation.)

PROFESSIONAL PRACTICE (in over 40 cities and 10 states for over \$1.5 billion of development)—The items below provide a detailed description of my professional experience.

8/94-1/01 COMMUNITY DEVELOPMENT CONSULTANT--CLEMSON, SC.

Provided professional consultation primarily on public-private partnerships including feasibility analysis and revitalization strategies. Prepared Market and Economic Feasibility Reuse Analysis for Vacant African-American National Register Commercial Structure (North Carolina Mutual Building) in Downtown Columbia, SC., Fall 1996 (subcontractor to architect funded by owner and the SC. Department of Archives and History via the Historic Columbia Foundation.) Prepared Downtown Greenville Housing Market Analysis, Winter 1998, for City's Department of Economic Development. Project included 1,850 employee surveys and feasibility analysis for 22 sites. In July 2000, completed city housing strategy and recommendations for an expanded minimum housing code enforcement program for City of Greenville's Economic and Community Development Department.

8/88-9/91 ST. LOUIS, MO. ECONOMIC DEVELOPMENT CORPORATION DIRECTOR OF DEVELOPMENT AND SPECIAL PROJECTS MANAGER

First development director for six redevelopment agencies' consolidation supervising 40 staff of 75 total including the divisions of real estate, planning, relocation, construction and engineering, public housing modernization, and port development for \$500 million projects. Responsible for four boards of commissions. Administered enterprise zone, tax abatement/increment, tax foreclosures, and public/private partnership projects. Focused on shopping center, hotel, convention center, parking, and other major planning and development projects. Responsible for tax

increment financing and redevelopment legislation including testimony and negotiations with the Mo. State Legislature. Project Manager for city's first TIF project and first public sale of \$15 million bonds in Missouri for 50-acre, \$53 million power shopping center--then, the largest K Mart center in the nation.

9/86-8/88 **ST. LOUIS, MO. COMMUNITY DEVELOPMENT AGENCY**
DIRECTOR OF DEVELOPMENT

Supervised 30 staff of 60 total in annual expenditure of over \$20 million of public funds for housing and other neighborhood projects. Responsible for regulatory activities and monitoring of all block grant funded entities including 32 UDAG projects. Handled development negotiations and staff administration for the creation of over 1,000 for sale and rental housing units. Administered urban homesteading, rental rehab, 312 loans, and other rehabilitation programs. Administered Davis-Bacon and affirmative action construction and permanent employment programs. Established City Living public relations campaign. Worked with over thirty developers and neighborhood housing groups.

7/85-8/86 **PHOENIX CONTRACTORS**
VICE-PRESIDENT, RESIDENTIAL DEVELOPMENT

Small development firm renovated and newly built over 1,000 housing units in the St. Louis metro area including variety of federal and state financing programs. Developed successful 36-unit moderate-income for-sale townhouse project with tax abatement and initiated successful 55-unit middle income single family project in city of St. Louis; consulted on three suburban townhouse and single family developments. Interim position while seeking employment with local public agency.

6/77-5/85 **URBAN PROGRAMMING CORPORATION**
VICE PRESIDENT AND STOCKHOLDER

Worked with over 30 communities and developers in preparing market studies, development planning, negotiations, grantsmanship, public presentations, and project coordination. Direct responsibility for neighborhood and business area development planning throughout the Midwest in primarily six states.

1. Urban Development Action Grants

Actively involved in market studies, planning, workshops to attract developers, City/HUD/Developer negotiations and application preparation for 21 approved UDAGs generating \$72 million of UDAG low interest funds for \$622 million of total investment by such firms as Holiday Inn, World Color Press, Cummins Engine, Burlington-Northern, Wal Mart, J.C.Penney, Super Valu, Caterpillar, Bank of Illinois and other commercial/industrial entities.

2. Economic Market Studies

Responsible for over twenty real estate market studies, especially in downtown and redevelopment areas, as a prelude to land use planning, developer workshops and negotiations, and financing programs. Included business/consumer surveys and negotiations with the business and real estate community. Prepared economic impact analysis for successful Sunday retail store opening county election for group spearheaded by the May Company. Market studies prepared for hotels, retail, offices, apartments, condominiums, and other commercial uses.

3. Community Development Block Grant Program

Responsible for over twenty approved competitive applications for small and large entitlement communities including responsibilities for planning, budgeting, Council/Citizen hearings, development negotiations, public works coordination, administrative recommendations, application preparation and continuing technical assistance. Daily contact with clients included technical assistance on land acquisition and disposition, relocation, clearance, rehabilitation, project improvements, code enforcement, environmental review, historical preservation/mitigation, fair housing and equal opportunity, etc.

Consulted in many minority neighborhoods and successfully assisted the implementation of the 55-unit Dr. Martin Luther King subdivision in Champaign, IL. and the redevelopment of an abandoned golf course in the African-American community of Kansas City, MO. for over 100 units of single family housing. Assisted Rockhurst College in Kansas City in working with surrounding neighborhood housing corporation.

Key staff member for developing procedures and administrative format for State of Ohio in establishing first year of the state take-over from HUD for the CDBG program, funding 200 Ohio communities. Responsible for transition of twenty multi-year funded communities into program. One of four staff responsible for four regional, two-day workshops for 200 communities and 800 attendees. Prepared administrative and programmatic alternatives, organizational chart and job descriptions, application materials, and negotiations with HUD.

4. Planning

Involved in varying planning elements and responsibilities for over fifteen approved tax abatement/increment programs including the provisions for bond financing of improvements. Direct administrative and staff experience in performing land use studies, demographic analysis, building analyses, zoning, capital improvements, parking/circulation, environmental review, and blighting and redevelopment plans for business districts and neighborhoods. Administered project planning under various state statutes in five states. One of five drafters of MO. Tax increment finance legislation; consultant to MO. Municipal Association training communities statewide for use of new TIF legislation.

5. Business Development

Administered development programs including UDAG, CDBG, SBA, IRBs, Tax Increment/Abatement, Enterprise Zones, etc. Established by-laws, articles of incorporation, and application for approved county certified development company administering the SBA 503 program; technical consultant to the Board and Loan Committee. Prepared and negotiated several commercial and residential leveraged rehabilitation loan programs with private lenders.

6. Development Negotiations

Substantial experience with the total real estate development process. Responsible for over 100 presentations to business groups, lenders, developers, downtown organizations, Chambers of Commerce, city councils and other public bodies. Directly responsible for attracting national and regional real estate developers. Actively participated in the total development process including coordination with lenders, appraisers, leasing agents, architects/engineers, from conceptual design through implementation. Coordinated public financing and negotiations for four regional, community, and neighborhood shopping centers incorporating new, renovation, and expansion projects. Coordinated Congressional and State Government liaison for selected projects.

6/74-6/77 **REAL ESTATE RESEARCH CORPORATION**
 SENIOR ANALYST

Worked on national HUD studies for neighborhood preservation, urban renewal, and downtown redevelopment for national consulting firm headed by Dr. Anthony Downs. Encouraged and staffed corporate effort to assist communities in the new federal community development program. Administered initial housing market research efforts for new Washington University Medical Center Redevelopment Program with over 10,000 employees--a successfully redeveloped 280-acre area with \$500 million of mixed income housing and development. Prepared market studies, grant applications, and public sector consultations for suburban and redevelopment projects. Selected as on-site coordinator during six-month inventory and analysis phase of a \$1 million comprehensive plan and growth management strategy for Oklahoma City by a four-team planning consortium.