

Economic and Real Estate Development professional with extensive experience in creating and evolving long-term investment strategies that build and support community relations and collaborations. Fifteen-year career in higher education preceded by ten years in commercial real estate development and management in a university community.

Broad-based experience in real estate/economic development planning, negotiations, acquisition, leasing and related transactions in both the private and public sector; directing complex land development/redevelopment projects; directing and monitoring all aspects of land use permitting including traffic, environmental, fiscal, all regulatory compliance, zoning and legal issues; budgeting, forecasting and monitoring accounts for capital planning; researching and analyzing community planning projects and developing key partnerships for investment in university campus projects as well as those impacting the local community. Confident public speaker skilled at managing media inquiries, mediating community disputes, and building consensus amongst university, government and community constituents to ensure project success.

Core Accomplishments

Strategic Planning and Management Projects:

- 2015 Ohio University Innovation System Strategy, Project Manager
- 2012 Ohio University Economic Impact Study, Project Director
- 2009 Cornell University Climate Action Plan, Project Manager
- 2008 Cornell University Comprehensive Campus Master Plan, Project Manager
- 2001 Cornell Business & Technology Park Master Plan, Project Manager
- 1998 Ithaca Farmers Market Steering Committee, Community Volunteer

Project and Operations Management:

- Acquisition and development of the OU-Dublin campus – Negotiated property purchase and Economic Development Agreement with the City of Dublin to establish a new presence for Ohio University in Central Ohio. Developed strategy and methodology to deliver the University's first public/private partnership project. Today the campus represents a \$60M asset.
- Acquisition and development of the OU-Cambridge Extension campus – Negotiated purchase and led the development of the new branch campus to better serve commuter students and promote continuing education for businesses and industries in Guernsey and surrounding counties.
- Affiliation Agreement and Lease negotiation of the OU-Cleveland Extension campus at South Point Hospital, Cleveland Clinic - The \$50M project will house a class of 32 students beginning in July 2015. By 2019, the estimated economic effect of the partnership will be \$19 million a year and will result in 100 jobs.
- Lease negotiation and renovation of 31 South Court St., Athens, OH – The 50K GSF building is situated in the heart of the Collegetown district. The former home of the Woolworth, Co. had been abandoned for 17 years. The university's renovation project employed 60 people and the facility currently serves as a vibrant hub in the Collegetown area.

Community/Constituent Relations and Leadership:

- Developed and implemented strategies to effectively communicate and manage relationships with multiple constituent groups. Mitigated disputes affecting community planning projects; held public meetings and conferred with consultants, developers, municipalities and special interest groups to formulate and develop land use or project plans. Substantial experience working with municipal planning commissions.
- Led multiple teams in the planning, development and construction of building projects. Managed project teams within the university setting of up to 30 staff through all phases of project development. As a private developer these include four historic building and renovation projects included on the National Register of Historic Places in Ithaca, NY.
- Mentored and developed departmental staff by providing experiential learning opportunities as well as promoting professional certifications and degree programs. Well-versed in Lean Strategy, Six-Sigma and data-driven approaches to problem solving and process improvement.
- Chaired Cornell University's Employee Assembly (2004-2007) and responsible for negotiating employee compensation and benefits, and coordinating bargaining union negotiations.

Capital Planning/ Real Estate Administration and Economic Development

- Currently develop, direct and manage Ohio University's real estate portfolio that encompasses Athens and five regional campuses, two regional centers, two extension campuses, and a research and technology park.
- Extensive capital planning experience; developed budget, forecast, investment and property management strategies for real estate portfolio. Leasing agent responsible for execution of agreements and all landlord/tenant negotiations.
- Lead Ohio University's economic development efforts which generated approximately \$1.5 billion in economic impact on the state of Ohio in 2012, up to \$104 million in state and local tax revenue in 2012, and supports more than 14,300 full-time and part-time jobs.
- Directed complex land development and redevelopment projects including industrial, office, commercial, retail, residential and mixed-use land development. Project challenges have included multiple municipality ownership, sensitive environmental issues and FAA regulations (Sapsucker Woods project), historic de-construction (Sage Hall), and high-tech classroom lab buildings (ERCF, Weill Hall).

Employment History

Ohio University

Athens, OH

2011-present

Director, Real Estate Management, Community Engagement and Economic Development

Cornell University

Ithaca, NY

Internal Communications Assistant Director

University Communications

2009 - 2011

Capital Program Manager & Executive Staff Assistant

2005 - 2009

Office of the Vice President, Facilities Services

Project Manager

2001- 2005

Construction Management, Facilities Services

Administrative Assistant

2000 - 2001

Administration and Operations, Facilities Services

Corners Community Center, Inc. and Ciaschi Property Management

Ithaca, NY

1988 - 2000

Vice President and CFO

Citizens Savings Bank

Ithaca, NY

1985 - 1988

Consumer/Commercial Loan Officer

Education

Ohio University, Athens, Ohio

PhD candidate, Higher Education. All coursework completed; dissertation in progress with expected completion Spring 2016.

University of Maryland, College Park, MD

Master of Business Administration, Major - Strategic & Entrepreneurial Management, Minor - Environmental Management

Bachelor of Science, Business Management – Community and Real Estate Development

Cornell University, Ithaca, NY

City and Regional Planning Programs – completed coursework and workshops in the areas of Planning, Regional Science, Historic Preservation Planning, and Real Estate. Public Engagement workshops/coursework includes programs in Natural Disaster Response and Preparedness/Planning (New Orleans initiative), Marcellus Shale Gas Drilling (Tioga Drilling Initiative), Economic and Community Development, and Land Use, Environmental Planning, and Urban Design.

Board and Professional Memberships

Current:

Athens County Economic Development Council, Board Member

Inn For Ohio, Board Member

Athens Uptown Business Association

International Economic Development Council

Sustainable MBA Network

Strategy Professionals Network

Previous:

Athens County Chamber of Commerce, Board Member

President's Sustainable Campus Communications Committee, Chair

Cornell University Employee Assembly, Chair

American Institute of Certified Planners, Member

New York State Realtors License, May 1999