

Accomplished housing and economic development professional with 25+ years of experience guiding non-profit organizations and creating high-impact results in communities across the U.S., and currently, in Winter Haven FL.

Serve as President of Winter Haven Economic Development Council (WHEDC). Winter Haven is one of the fastest growing cities within the Lakeland/Winter Haven MSA after sustaining 5 years of population growth exceeding four percent annually and new economic investments that have more than doubled the property value of the community. Manage the strategic direction of WHEDC to bring well-balanced economic and housing growth to the entire community. Recent economic development achievements include business recruitment, expansion and investment activities resulting in over 1,000 new jobs and over \$800 million in commercial and multifamily development since 2017.

- Notable recent and upcoming investments include:
 - AdventHealth Emergency Department, 180+ bed hospital and Medical Office Building (1,100 healthcare jobs anticipated)
 - Florida Can Manufacturing, \$150 million manufacturing facility (150 new jobs)
 - LEGOLAND Florida Resorts 450+ hotel rooms across three facilities
 - Niagara Water's upcoming 1.4 million SF, \$450+ million manufacturing facility (up to 450 new jobs)
 - Tratt Properties 1.2 million SF distribution center
 - Nearly 300 units of affordable and workforce housing investments developed since 2022
 - Over 1,500 new market-rate apartments

Leadership

- Frequently engage in committee service and advocacy of local, state, and federal officials on housing and economic policies to improvement alignment between public sector, community and corporate interests.
- Examples Include:
 - Secured designation of six Winter Haven census tracts as Federal Opportunity Zones through direct engagement with Florida Governor Rick Scott's staff.
 - Secured \$9.5 million grant, in collaboration with City of Winter Haven, to construct a new road to Intermodal Logistics Center
 - Secured two \$300,000 planning grants, in collaboration with Central Florida Regional Planning Council, from the US Department of Commerce Economic Development Administration.
 - Serve as Chair of Winter Haven Airport Advisory Committee since 2016, the airport's greatest investment period in decades, including over \$25 million investment in runways,

taxiways, ramps and security.

- Served five years (2016-2020) on the Federal Home Loan Bank of Atlanta, Affordable Housing Advisory Council. Bank awarded over \$130 million in affordable housing grants.

Consulting and Development

- Prior to joining the WHEDC, designed a sophisticated housing acquisition and development system and secured a competitive bid to administer and implement Polk County's \$14.5 million HUD-funded Neighborhood Stabilization Program (NSP) to address the aftermath of the 2008 housing crisis. Managed a six-employee firm, and a non-profit partner, on the acquisition, renovation, and sale of 131 foreclosed properties along with construction of a 14-unit apartment complex. The Polk program's economic impact was estimated in excess of \$100 million. This was a top-ranked NSP program in U.S.
- Managed over 25 economics-based, high-impact, and award-winning community plans and projects. Led dozens of cross-functional urban planning and economic development teams to examine demographics, economic opportunities, housing, community desires, physical attributes, land-use/zoning, design and feasibility in FL, MI, PA, SC, and WA.
- Acquired hundreds of properties for public sector clients including 57 single and multi-family properties for redevelopment in downtown Lakeland FL. Acquired and renovated a 100-year-old, vacant, downtown "rooming house and garage" into mixed-use "Carriage Lofts" with 2nd floor luxury apartments and 1st floor office space.

EDUCATION

The College of William & Mary
Master of Business Administration, 1997

University of Memphis
Bachelor of Business Administration,
Finance, concentration in Real Estate,
magna cum laude, 1994

EMPLOYMENT

Winter Haven Economic Development
Council, 2013-Present

Swan Development Advisors, 2002-2013
Local initiatives Support Corporation (LISC)
Philadelphia, PA 1997-2000

New York, NY 2000-2002
U.S. Navy, 1985-1989