



LAND ECONOMICS WEEKEND

APRIL 26 -28, 2018

On behalf of the LAI Baltimore Chapter we would like you to know how pleased we are to host, and welcome you, to the upcoming Land Economics Weekend. Please be sure to sign up if you haven't already!

We have a busy weekend planned and look forward to our speakers sharing their knowledge and time with you. In advance of your arrival in Maryland, here is a bit of information about our speakers.

Sincerely,

Susannah Bergmann
Chair, Baltimore LEW Committee
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Paul Espinosa
Curator
The George Peabody Library

PRE-LEW TOUR

Thursday

April 26

Paul Espinosa is the Curator of the George Peabody Library, part of The Sheridan Libraries of Johns Hopkins University. Espinosa is originally from California, but has been at Johns Hopkins since 2006, and the Curator since 2009. He has a Master's Degree in Classical Literature and Library Science from the University of Maryland, College Park. He runs the day-to-day operations of the Library, purchases rare books for the collection, and regularly teaches classes from the collection. Espinosa provides groups with the history of the Library with its stunning architecture and shows rare books and answer questions related to the collection.



Jo Briggs
Associate Curator
The Walters Art Museum

PRE-LEW TOUR

Thursday

April 26



Jo Briggs is Associate Curator of Eighteenth- and Nineteenth-Century Art at the Walters Art Museum where she has worked since 2011. She studied Art History at the Courtauld Institute of Art, London, and Women's Studies at Oxford, graduating from the PhD program in Art History at Yale in 2008. She has published numerous articles on German, French, and British art, and a book titled *Novelty Fair: British Visual Culture between Chartism and the Great Exhibition* (Manchester University Press, 2016). Her current projects include an exhibition and catalog of the work of French watercolorist Léon Bonvin (1834-1866), and a larger exhibit organized with the Bard Graduate Center on Victorian majolica. With Margaret Trombly, Briggs co-curated the exhibition currently on view at the Walters: *Fabergé and the Russian Crafts Tradition: An Empire's Legacy*.



Wayne R. Schaumburg
Baltimore historian and educator

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Born and raised in the Waverly section of Baltimore, Wayne Schaumburg graduated from Baltimore City College in 1964. He attended Towson University where he majored in both history and geography. Wayne also has a Master's Degree in History from Morgan State University, and a Masters of Liberal Arts Degree from Johns Hopkins University.

He taught social studies in the city school system for 39 years before retiring in 2007. Currently, Schaumburg teaches courses on Baltimore history part-time for Towson University, Notre Dame of Maryland University, Johns Hopkins University, Community College of Baltimore County, and the Roland Park Country School. He also maintains a web site on events relating to the city's history (<http://www.waynesguidetobaltimore.com>).

Schaumburg has been giving tours and illustrated lectures on Baltimore history for over 35 years covering a variety of topics from architecture to the Great Baltimore Fire. For the last 32 years, he has led walking tours through one of his favorite Baltimore landmarks: Green Mount Cemetery. His hobbies include collecting old postcards and photos of Baltimore as well as an on-going interest in the Great Baltimore Fire of 1904.

At the present time, Schaumburg lives in Perry Hall and serves on the boards of Baltimore Heritage, the Friends of Perry Hall Mansion, the Clifton Mansion Salon, and the Star-Spangled Banner Flag House. He has two grown children.



Seema Desai Iyer, Ph.D.

Associate Director & Research Assistant Professor
Jacob France Institute at Merrick School of Business,
University of Baltimore

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Dr. Seema Iyer oversees the Baltimore Neighborhood Indicators Alliance at JFI, which is also part of the Urban Institute's National Neighborhood Indicators Partnership of sites that provide longitudinal, community-based data on demographics, housing, crime, education and sustainability. Iyer is a recognized expert on strategic planning in community development. Recent projects include the McElderry Park Byrne Criminal Justice Innovation Plan, Regional Housing Plan for the Opportunity Collaborative, an evaluation of Baltimore City's Vacants to Value program and verification of work for the Baltimore Energy Initiative. Her research focuses on the role of data sharing in collaborative public innovation processes. She has overseen large-scale research projects using integrated data systems on the relationship between energy assistance benefits to households and weatherization programs in the home. In 2017, she served as a consultant to the Baltimore Mayor's Office of Information Technology on the city's Open Data program.

Iyer is a 2017 Fulbright-Nehru Scholar in Bangalore, India, researching the role of urban governance for metropolitan economic competitiveness. Her blog from the experience is available at blogs.ubalt.edu/siyer.

Academically, Iyer is the director of the undergraduate program in the Real Estate & Economic Development at the University of Baltimore. She teaches courses on real estate principles and local economic development. Prior to joining UB, Iyer served as Chief of Research & Strategic Planning for Baltimore City's Planning Department and was responsible for data and policy analysis, geographic information systems services and population forecasting. She spearheaded the city's 2010 Census Complete Count Campaign as well as other planning processes such as the 2009 Food Policy Task Force and the 2008 Comprehensive Economic Development Strategy.



Diane Bell McKoy
President and Chief Executive Officer
Associated Black Charities

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Diane Bell McKoy is the President and Chief Executive Officer of Associated Black Charities (ABC), a public foundation credited for its work as a catalyst for statewide advocacy, policy design and innovative transactional strategies as it relates to the impact of structural racism in depressing the economic outcomes for the African American community, in turn depressing the economic outcomes for the region.

Bell McKoy is Board Chair of Humanim and serves on the boards of the Greater Baltimore Committee, Baltimore Integration Partnership, Baltimore's Promise, Central Maryland Transportation Alliance, and a member of the Executive Committee of the Maryland Hospital Association. She also co-leads the Baltimore Aspen Workgroup for Dismantling Structural Racism as well as a Trustee for the Baltimore Community Foundation. In addition, Bell McKoy has served on the National Policy Council for AARP; served in Washington, D.C. government as part of Mayor Marion Barry's public policy office, Changing Outcomes, an early partnership with the Rockefeller Foundation, and The District of Columbia Government, along with other roles in D.C. Government and Baltimore City Government, under Mayor Kurt Schmoke's leadership. She led the country's most successful Empowerment Zone including a return on investment of \$15 million dollars as a result of loans to businesses.

Bell McKoy was named one of the Baltimore Sun's *25 Women to Watch in 2016*. The Sun has twice recognized her as one of the region's *Most Influential Persons*. Bell McKoy was named one of the Daily Record's *2017 ICON Award* recipients. Bell McKoy is a graduate of the University of Maryland, for both her bachelor and master's degrees. Regardless of these accomplishments, she is most proud of her role as wife, stepmother and grandmother.



Michael S. Beatty
President
Beatty Development

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Michael S. Beatty is the President and creative influence for Beatty Development Group, a real estate development firm focused on delivering sustainable, urban, mixed-use projects throughout Baltimore. Currently, Beatty and his team are developing Harbor Point, a 27-acre mixed-use project with three million square feet of office, retail, residential and hotel uses, as well as 9.5 acres of open space. In addition to Harbor Point, the firm is working on other transformative projects throughout Baltimore, including the redevelopment of the Perkins Homes/Oldtown/Somerset neighborhoods and revitalizing historic Penn Station. Prior to the formation of his own firm, Beatty served as President of H&S Properties Development Corporation, developing and managing the Harbor East neighborhood, a six million square foot development worth more than \$1 billion.

Many of his projects have won awards, notably the Urban Land Institute's WaveMaker Award for the Legg Mason headquarters (2009), Thames Street Wharf (2011) and the Four Seasons Hotel (2012). More recently, the Exelon Building at Harbor Point took "Best in Show" honors at the *Baltimore Business Journal's* Real Estate Inc. Awards (2017). Beatty himself is widely recognized as one of the top business leaders in Baltimore – he was inducted into the *Maryland Daily Record's* Circle of Influence in 2017.

Beatty currently serves on the boards of MICA, Johns Hopkins Bayview Medical Center, and the Waterfront Partnership of Baltimore, of which he is also a founding member. Beatty has previously served on the board of the Central Maryland Transportation Alliance.



James M. Dwyer
Director for Planning
Maryland Port Administration

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James “Jim” Dwyer joined the Maryland Port Administration’s (MPA) as the Director for Planning in August 1997. Prior to his employment with the MPA, Dwyer served in the U.S. Coast Guard for 23 years after graduating from the U.S.C.G. Academy in 1974. He has performed multiple duties, ranging from facility planning, asset management, and several operational assignments, such as commanding a Long-Range Navigation (LORAN) Station and several sea-going tours. While serving as a ship’s captain, he was responsible for conducting many operational missions, ranging from the Great Lakes to the Caribbean Sea, which include: law enforcement, ice breaking, search and rescue, aids to navigation and environmental protection.

Dwyer’s current responsibilities with the MPA include oversight of the Planning Department, Facility Development Plan and the Capital Program. He, and his staff perform cargo forecasts and analysis, terminal capacity, economic impact studies, justify capital projects, update the Strategic Plan and MPA’s performance measures, and other special studies.

Dwyer holds a Master’s license in the U. S. Merchant Marine.



Eric J. Gilbert, PE
Chief Development Officer
Tradepoint Atlantic

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Eric Gilbert is responsible for directing the transformation of a 3,100-acre former steel mill site into a world-class multi-modal transportation and logistics hub. Gilbert ensures that Tradepoint Atlantic is fully realized as a globally recognized logistics center, working with all aspects of the logistics chain to leverage the strengths of the site, including its deep-water marine assets, and dual Class I railroad connectivity, maximizing the natural gateway to the region's transportation network. With more than 20 years of industry experience in large-scale development. Most recently, he served as Senior VP of Infrastructure & Logistics for CenterPoint Properties, where he was responsible for the oversight of intermodal, infrastructure, rail and marine based development projects from land acquisition through vertical development. Since 2001, Gilbert has managed the development of the CenterPoint Intermodal Center – North America's Largest Inland Port, which consists of over 6,000 acres and a total investment of \$2 billion. Gilbert has overseen globally recognized projects such as the BNSF's Logistics Park Chicago in Elwood, Illinois, Union Pacific's Global IV facility and the Joliet Bulk Barge & Rail terminal in Joliet, Illinois, the South Carolina Port Authority's Inland Port Terminal in Greer, South Carolina, as well as the development of over 8 million SF of Class I warehousing for customers such as Walmart and Georgia Pacific.

In 2013, Gilbert was appointed to the Illinois State Freight Advisory Council by the Illinois Department of Transportation to lead the Safety, Security and Environment Committee. He also sits on the Board of Directors for Will County's Center for Economic Development and is a member of Bradley University's Civil Engineering and Construction Advisory Board.

He received a B.S. in Civil Engineering from Bradley University in 1994 and is a Licensed Professional Engineer.



Andrew Frank
Special Advisor to the President on
Economic Development
Johns Hopkins University

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Andrew "Andy" Frank joined The Johns Hopkins University in 2010 as the first Special Adviser to the President on Economic Development. The position was created to work with internal and external partners to develop and implement strategies to strengthen the communities around the student campuses and Baltimore City. His priorities are the Homewood Community Partners Initiative, a comprehensive revitalization strategy that encompasses ten neighborhoods around the Homewood campus, and the East Baltimore Development Initiative (EBDI). Recognizing that quality schools are a major factor of where people want to live, Frank played a key role in building a new k-8 "contract" school in East Baltimore and arranging for two long-term academic partnerships with schools near Homewood. Before joining Johns Hopkins, Frank worked with the City of Baltimore for 15 years, with three years as First Deputy Mayor for Neighborhood and Economic Development. As First Deputy Mayor, Frank's responsibilities included oversight of 12 city departments and offices, ranging from the Departments of Housing, Planning, Public Works and Transportation to the Baltimore Development Corporation (BDC) and Visit Baltimore. Before moving to City Hall, he was executive vice president of the BDC for six years, involved in attracting and retaining businesses, redevelopment, commercial revitalization, and urban design and planning, among other issues.

In November 2015, Frank was appointed to the Baltimore City Board of School Commissioners. Other board appointments include Waterfront Partnership of Baltimore; Elmer A. Henderson: A Johns Hopkins Partnership School, Maryland; Charles Street Development Committee; East Baltimore Development, Inc.; and Mount Vernon Place Conservancy. Frank has a Bachelor's Degree in Urban Economics from Rutgers University and a Master's Degree in City Planning from University of North Carolina at Chapel Hill. He lives in Baltimore City with his partner and son who, as a freshman, started on Baltimore's Polytechnic High School varsity soccer team.



Raymond A. Skinner
President and CEO
East Baltimore Development Inc.

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Raymond A. Skinner is president and CEO of East Baltimore Development Inc. (EBDI), a not for profit community development corporation organized to manage and facilitate redevelopment of an 88-acre community adjacent to Johns Hopkins Medical Center in east Baltimore, MD. Previously he served as Secretary of the Maryland Department of Housing and Community Development from 1998 – 2003, and from 2007 – 2014. In that position he managed the states' housing finance, mortgage insurance, community development, and building code programs, and oversaw an annual budget of over \$300 million. Skinners' professional career spans close to 40 years and has allowed him to gain extensive knowledge and expertise in local, state, and federal housing and community development policies and programs. He has held a number of appointed public sector positions including Director of the Prince George's County, MD Department of Housing and Community Development and Executive Director of the District of Columbia Office of Business and Economic Development.

Skinner has been an active leader in the housing and community economic development field, having served as a Trustee of the National Housing Conference, on the Board of Directors of the National Council of State Housing Agencies, and as President of the Council of State Community Development Agencies. He also served two terms as a member of the Community Development Advisory Council of the Federal Reserve Bank of Richmond and is currently President of the Housing Association of Nonprofit Developers, and a Director of The Reinvestment Fund. Skinner holds a Bachelor of Science degree from the Pennsylvania State University and a Master of City Planning from the University of Pennsylvania. He received a certificate in Real Estate Development from Harvard University and also completed its Program for Senior Executives in State and Local Government.



William H. Cole, IV
President and CEO
Baltimore Development Corporation

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William Cole is the president and CEO of the Baltimore Development Corporation (BDC), which serves as the economic development agency for the City of Baltimore. BDC's mission is to retain and help expand existing businesses as well as attracting new opportunities, which will increase job opportunities and spur additional investment in city neighborhoods. To advance BDC's mission, Cole helped create the Innovation Fund, which provides catalytic funding to attract scalable, high growth small businesses to start and stay in Baltimore and increase job opportunities for its residents. He also led the business recovery efforts after the unrest April 2015, mobilizing BDC staff into the affected neighborhoods to assist businesses. Cole initiated two programs, Business Recovery Loans and Storefront Recovery Grants, to help businesses, which suffered property damage and/or inventory loss. He also worked closely with the White House Task Force on various economic development initiatives.

Prior to his appointment at BDC in 2014, Cole was the associate vice president of Institutional Advancement at the University of Baltimore. He was twice elected to the Baltimore City Council and represented its 11th district from 2007 to 2014. Cole also served as a member of the Maryland House of Delegates from 1999 to 2002 and was a special assistant to U.S. Representative Elijah E. Cummings from 1996 to 2003. He is the chair of the Baltimore Hotel Corporation board, as well as a member of the boards of the Downtown Partnership, Waterfront Partnership, Visit Baltimore, the Central Baltimore Future Fund and the Schaefer Center for Public Policy at the University of Baltimore. He previously served as co-chair of the Baltimore Opportunity Collaborative, the regional plan for sustainable development. Cole earned a B.A. in Government & Politics from the University of Maryland, College Park, and M.A. in Legal and Ethical Studies from the University of Baltimore. A native Marylander, Cole has lived in Baltimore City for more than 30 years. He and his wife Michelle are the proud parents of three Baltimore City public school students.



Charles B. Duff
President
Jubilee Baltimore

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Charlie Duff is an experienced developer and planner and an authority on Baltimore's architecture and development. Since 1987, Duff has served as President of Jubilee Baltimore, a non-profit organization that helps the people of Baltimore to build safe, stable, desirable, mixed-income neighborhoods through affordable housing development and neighborhood revitalization. Jubilee Baltimore functions both as a developer and as a development consultant, helping to strengthen weak housing markets, increase the attractiveness and vitality of city neighborhoods, and bring about revival without displacement or social disruption.

Duff is the author of *Then and Now: Baltimore Architecture*, published in 2006. He is a frequent lecturer on architectural history at the Walters Art Museum and the Johns Hopkins University. He has taught courses at Morgan State University and Johns Hopkins University. He has served as President of the Baltimore Architecture Foundation and of numerous civic agencies.

Duff is a graduate of Amherst College and the Harvard Graduate School of Design.



Michael Molla
Vice President for Strategic Initiatives
Maryland Institute College of Art

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Michael Molla has served as Vice President of Operations since 2003 at Maryland Institute College of Art (MICA). Molla's most recent responsibilities have included leading the College in all areas of buildings and grounds, construction services, human resources, campus events, auxiliary and administrative services, facilities management, building services and community safety. From 1998 to 2002, Molla worked as the College's Associate Vice President for Student Affairs. Previously, Molla worked at Dominican University as the Associate Dean of Students, and as a Student Development Consultant at the School of the Art Institute of Chicago. From 1991 to 1997, Molla served several roles with the College including serving as the Assistant Dean of Students and the Director of Residence Life and Housing and Student Activities.

He is a board member for the Mount Royal Improvement Association and the Station North's Arts and Entertainment District.

Molla earned his Master's in Education Degree in the Creative Arts from Fitchburg State College, and a Bachelor of Arts Degree in Art Education from Anna Maria College.



Donald Manekin
Co-Founder
Seawall Development Company

LEW Saturday April 28

For more than four decades, Donald Manekin has worked on community-focused real estate development, civic leadership and philanthropic missions in the Baltimore-Washington region. In 2006, after a six-year hiatus from real estate development, he returned to co-found Seawall Development Company with his son Thibault. Seawall Development Company's projects are focused on redeveloping functionally obsolescent, generally long vacant historical buildings into mixed use projects that provide great affordable housing for teachers and cost effective, efficient and collaborative office space for non-profit organizations. They have completed two projects in Baltimore, Miller's Court (www.millerscourt.com) and Union Mill (www.theunionmill.com) and a recently completed project in Philadelphia Oxford Mills (www.theoxfordmills.com) replicating the Baltimore model.

Donald Manekin learned the real estate business from his father, Harold Manekin, co-founder of the Manekin Corporation, whose company he joined in 1975. By 1979, Donald had developed the skills to open a satellite office for the company in fast-growing Howard County. This branch eventually employed 30 and developed 2.5 million square feet of space used for offices, industry, flex and build to suit. Donald brought the same emphasis on long-term goals to his professional, civic and philanthropic work. As regional president of the National Association of Industrial and Office Properties and a member of its national board, he traveled to speak on the importance of a long-term orientation for those in the development business. He also shared his expertise while teaching graduate students at Johns Hopkins University, M.I.T and Loyola University-Maryland. He served on a number of boards, including United Way of central Maryland, Leadership Howard County, Columbia Foundation, Teach for America and Open Society Institute-Baltimore. Upon retiring from Manekin in 2000, he served as chief operating officer of the Baltimore City Schools for two years and managed an \$850 million budget, streamlined its financial systems and oversaw its blueprint for high school reform.



David F. Tufaro
Founder
Terra Nova Ventures

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David Tufaro founded Terra Nova Ventures, LLC, a real estate and investment company, in 2000. His projects have been the recipient of many awards. Through Terra Nova Ventures he is a partner in the development of Montgomery Park Business Center, which includes the redevelopment of the former 1,300,000 square-foot Montgomery Ward catalogue warehouse and retail store located into an office business park and the redevelopment of 900,000 square-feet of warehouse buildings into an industrial and office park. Tufaro has done historic conversions of two former cotton mills, Mill No. 1 and Whitehall Mill, into mixed-use projects.

Tufaro is also an investor in and serves on the Board of Directors of Robotic Parking Systems, Inc, a developer, manufacturer and operator of automated mechanized parking garages. The first such facility in the country was opened to the public in Hoboken, New Jersey in 2002, and another facility was opened in Dubai in 2009. He served as a community volunteer and leader of many organizations. Recently he served on the board of Maryland Charter School Network from 2010 to 2015, and he was on the board of the Maryland Film Festival from 2005 to 2017 that saw the historic Parkway Theater renovated and re-opened in 2017. He is married to Sharon and they have three daughters.

Tufaro was born in New York City and grew up in Hartsdale, New York. He graduated from Yale College in 1969 with a B.A. degree, majoring in history. He received a joint Law Degree and Master of City Planning Degree from the University of Pennsylvania in 1972. He came to Baltimore in 1973 after graduation and has spent his entire professional career in Baltimore City, beginning as an attorney with the law firm of Piper & Marbury. He has been a real estate developer since 1978, previously with Summit Properties, Inc. and Oxford Development Corporation.



Janet Marie Smith
Senior Vice President of Planning and
Development
Los Angeles Dodgers

POST-LEW
Sunday
April 29

Janet Marie Smith was named Dodgers' Senior Vice President of Planning and Development in 2012. During her six years in Los Angeles, Smith has overseen the large-scale improvement/expansion projects at Dodger Stadium and Campo Las Palmas, the club's home in the Dominican Republic, which underwent a major renovation last offseason to make it one of the best Latin American facilities in baseball.

Smith is best known in baseball for her work on Oriole Park at Camden Yards, which set the standard for a new wave of ballparks after its opening in 1992. Smith worked for the Orioles from 1989-94 as vice president of planning and development during the design and construction of the park. She later re-joined the club from 2009-12 to direct renovations and expansion of the Orioles' spring training facility in Sarasota, FL., and upgrades to Camden Yards. From 2002-2009, Smith served as senior vice president of planning and development for the Boston Red Sox, overseeing the preservation and expansion of Fenway Park. Smith was president of Turner Sports and Entertainment Development and vice president of planning and development for the Atlanta Braves from 1994-2000, when she helped transform the 1996 Olympic Stadium into Turner Field and she oversaw the development of the Philips Arena.

Outside of baseball, Smith has worked on development projects including Battery Park City in New York in the early 1980's, unfulfilled plans for Pershing Square in LA in the late 1980's and planning for the renovation of the Rose Bowl stadium in Pasadena, CA in 2009.

Smith earned a Bachelor of Architecture Degree from Mississippi State University in 1981 and a Master's Degree in Urban Planning from City College of New York in 1984. A native of Jackson, Mississippi, Smith resides in Baltimore with her husband, Bart Harvey, and their three children.