



# Georgetown, SC

Advisory Services Panel

September 18 – 23, 2016

Biographies

## Chair

**Alex J. Rose**  
**Senior Vice President, Development**  
**Continental Development Corporation**  
**El Segundo, CA**

Alex J. Rose serves as Senior Vice President for Continental Development Corporation in El Segundo, California. He is responsible for managing all development, acquisition and redevelopment activities for the suburban office/medical/R&D park developer, whose holdings cover nearly 5 million square feet in Southern California's Los Angeles County South Bay and City of San Francisco markets.

Rose has overseen the development and acquisition of over 1 million square feet of Class A office, medical and retail space, the physical transformation of over 1 million square feet of single-tenant R&D facilities into multi-tenant office space, restaurants, retail and entertainment uses. Current projects include the acquisition and repositioning and conversion of a historic 1.8 million SF catalog distribution facility to a mix of commercial, residential and public, repositioning of 400,000 SF of obsolete, low rise R&D facilities into alternative uses, redevelopment of a 108 acre chemical plant site into 850,000 SF of promotional and lifestyle retail, redevelopment of multiple obsolete retail properties into medium density residential-over-retail infill residential/retail mixed use projects, several fee-based development management assignments and numerous other commercial acquisition, entitlement and repositioning activities. Previous responsibilities have included planning and execution of all tenant improvement, core and shell renovation and new construction work; major facilities maintenance and upgrades; project budgeting and cost controls; internal project management; architect, engineer and contractor management; asset and property management. Rose also has extensive experience in title insurance and is a licensed California attorney, with experience in general civil and bankruptcy litigation practices.

Rose received his MBA from the University of Southern California, his JD from Southwestern University School of Law and BA, Political Science from UCLA. He has served as a Trustee of the Urban Land Institute, Chair of ULI's Los Angeles District Council Executive Committee, Vice Chair of ULI's national Program Committee, a member of ULI's national District Council leadership group, its philanthropic Annual Fund Committee, its Infrastructure Finance Advisory Group, its Small Scale Development Council. Rose is also a past Chair of ULI's Commercial and Retail Development Council. Rose has chaired and served on numerous national ULI Advisory Service Panel assignments focusing on downtown and transit corridor redevelopment and revitalization and office development issues. Rose regularly mentors numerous students and young professionals through formal mentoring programs organized through ULI as well as UCLA and USC undergraduate/graduate programs in business and real estate.

Rose has been a member of numerous other community, industry, legal, UCLA and USC affiliated groups, including the National Building Museum, Los Angeles Conservancy, El Segundo Employer's Association (a business-community based organization focusing on community infrastructure improvements). He has also participated in community improvement programs such as, Leadership Manhattan Beach and New Schools Better Neighborhoods.



## Panel

**John Banka**  
**Partner & Director**  
**Development Advisory Services**  
**Colliers International**  
**Warsaw, Poland**

John Banka has an extensive background in urban economic development, planning, investment sales and development, gained in over 35 years of experience in the public and private sectors in the US and Europe.

At the City of Chicago's department of economic and the New York City Public Development Corporation he coordinated several important public-private initiatives and projects including a development grant program in Chicago and the Columbia University research park on Manhattan's upper west side.

He managed the North American office of renowned Catalan architect Ricardo Bofill where he administered contract responsibilities for the landmark Chicago office tower at 77 West Wacker Drive. As the 1992 summer Olympic games approached, he moved to Bofill's Barcelona office to coordinate planning efforts for the 85 hectare "Diagonal Mar" project on the city's revitalized waterfront.

John came to Poland in 1996 as the investment manager for the Warsaw Financial Center project, and later joined Arthur Andersen as a Senior Manager with the Corporate Finance & Real Estate Group, advising international investors on several significant development projects throughout the country.

In 2002 he established the Investment Services department at Colliers International Poland and in 2012 set up a Development Advisory practice. As an investment advisor he led and/or participated in several significant property transactions in Poland with a combined capital value of over €500 million.

John and his team are currently providing development advisory services for projects throughout Poland and central Europe with an aggregate capital value of more €1 billion, including several office, residential, retail and mixed-use projects.

John is an honors graduate of Furman University in South Carolina where he earned a B.A. in Urban Studies, and holds a Master's degree in urban planning from University of Illinois at Chicago. He earned an MBA from the Kellogg School at Northwestern University in 1995, and has completed the Harvard University Graduate School of Design course entitled "Urban Retail – Essential Planning, Design and Management Practices".

John is the founder and current chairman of the Urban Land Institute Poland council and a member of its European Urban Regeneration Council.

**Don Edwards**  
**CEO & Principal**  
**Justice & Sustainability Associates**  
**Washington, DC**

Don Edwards is considered one of the most deft mediators and civic engagement designers working today in the field of land use and development by international, federal, regional, state and local planning, transportation, parks and economic development agencies, corporations, universities, foundations and community-based organizations.



A 25 year resident of DC, Don designed and facilitated most of its most complex development projects, including the Strategic Neighborhood Planning Initiative, the Anacostia Waterfront Transportation studies, DC's Transit Alternatives Analysis, the city-wide site evaluation and eventual master planning of the National's Baseball Park site and neighborhood, the four-year long assessment and revision of the District of Columbia's Comprehensive Plan and the assessment of the DC Zoning Code's technical and legal infrastructure as well as its revision. In 2012, Don mediated Georgetown University's 2012 Campus Plan agreement ending three decades of town-gown conflict. Civic engagement projects of national significance that Don Edwards has designed and managed include the District's Anacostia Waterfront Initiative, the African Burial Ground National Monument in Lower Manhattan, the National Museum of African American History and Culture on the National Mall, and the Detroit Works Project. Edwards currently manages the civic engagement programs of the DC's \$360 million replacement of the 11th Street Bridges and the H St/Benning Rd line of DC StreetCar.

As the executive director of the Panos Institute-Americas, he developed programs promoting environmental justice and sustainable development to NGOs and environmental media throughout the US, the Caribbean and Latin America. That year, he also cofounded the U.S. Citizens Network for the UN Conference on Environment and Development. He subsequently represented the "CitNet" as a member of the U.S. delegation to the "Earth Summit" in Rio de Janeiro.

Don lead U.S. civil society organizing for the UN International Conference on Population and Development (ICPD) and the 2nd UN Conference on Human Settlements (Habitat 2). At the same time, Don served as chair of the Environmental Justice Working Group of the Sustainable Communities Task Force of the President's Council on Sustainable Development.

Don served as a member of the Sustainability External Advisory Council (SEAC) of The Dow Chemical Company for 10 years. He helped grow the practice of deliberative democracy as a senior associate of AmericaSpeaks. He also serves on the boards of Casey Trees, Casey Trees Farm and EcoDistricts. He is a member of the African Atlantic Research Team (AART) at Michigan State University. Don holds Masters of Public Health and Science in Nursing from Yale University. His Bachelor of Arts is from Duke University.

**Antonio Fiol-Silva, FAIA, AICP, LEED AP BD+C**  
**Founding Principal**  
**SITIO architecture + urbanism**  
**Philadelphia, PA**



Antonio, a nationally recognized leader in sustainable planning and design, is the founding principal of SITIO. His work has garnered numerous design awards and recognition, including: a ULI Global Award of Excellence for the SteelStacks Art and Cultural Campus in Bethlehem, PA; an AIA National Urban Design Award for the US House of Representatives Office Buildings & South Capitol Area Plan in Washington, DC; a Cover Feature in GreenSource - the U.S. Green Building Council's magazine - for the Downtown Transit and Visitor Center in Charlottesville, VA; and a USGBC Project of the Year Award for Paseo Verde, the nation's first LEED ND Platinum certified project. Antonio is the current District Council Chair of the Urban Land Institute of Philadelphia, and was President of both AIA Philadelphia and the Center for Architecture + Design. Antonio serves on the boards of the Central Philadelphia Development Corporation and the Center for Architecture + Design, and he is a Commissioner of the Delaware River Port Authority, of the Philadelphia Historical Commission, and of the Governor's Advisory Commission on Latino Affairs. He is a Faculty and National Advisory Board member of the joint ULI/NLC Rose Center for Public Leadership, and lectures widely on urban development.

Antonio has a Bachelor of Architecture from Cornell University, a Master of Architecture in Urban Design from Harvard University and was a Fulbright Fellow in Barcelona, Spain

**Kenneth J. Kay, FASLA**  
**Founder & President**  
**Ken Kay Associates**  
**San Francisco, California**



Ken Kay, FASLA, is a landscape architect and urban designer with more than 30 years of experience running his own office in San Francisco. Throughout his career, Ken has focused on creating significant visionary concepts and detail drawings for a large range and scale of complex planning and design projects, both locally and abroad. Before founding Ken Kay Associates in San Francisco in 1983, He worked as a partner with two eminent landscape architects and planners: Charles Currier, from 1969 to 1975 in the firm of CR3 Inc. in Avon, Connecticut; and with Garrett Eckbo at EckboKay Associates in San Francisco, from 1975 to 1983.

Whether working on urban centers, city neighborhoods, waterfronts, workplaces, or recreating suburbs, Ken lays the groundwork for compact, vital sustainable communities that respect the natural environment and link it into the urbanism of the place on a regional and local scale. Ken has also been an early advocate for reclaiming urban waterfronts, recycling leftover land including brown and gray field sites and conserving water within our cities and towns. His commissions are gained through successful outcomes from community participation and governing bodies of both the public and private sectors that understand and promote Smart Growth & Urban Land Institute principles. Relevant project examples directly related to Georgetown include: Marina Village in Alameda, California, which won the Urban Land Institute's national award for excellence in 1991; the Milwaukee RiverWalk in Milwaukee, Wisconsin, which was awarded the Excellence on the Waterfront award from the Waterfront Center in 1998; and the Old Mill District in Bend, Oregon, that received the Phoenix Award from the U.S. Environmental Protection Agency in 2002.

Ken has served for three decades as an urban design advisor to many Cities, Foundations, Agencies, Developers and Corporate Clients on major projects in the USA and Internationally. Ken is one of the original members of the Congress for the New Urbanism formed in 1993; he also co-chaired CNU's first Environmental Task Force from 1994 to 1998. In 2006, the American Society of Landscape Architects honored Ken with a Fellowship. He has also addressed and made presentations throughout the U.S. and China including The International Summit of China in 2005, where he addressed a major conference in Guangzhou as the USA Expert on urban, transit-oriented sustainable planning concepts; In 2009, Ken presented to the International "US/CHINA Green Tech Summit" in Beijing, China the success of the NASA Research Park, The University Associates' Leading-edge sustainable community model, located at Moffett Field, California.

**Juanita Hardy**  
**Senior Visiting Fellow for Creative Placemaking**  
**ULI – the Urban Land Institute**  
**Washington, DC**



Juanita Hardy is the ULI Senior Visiting Fellow for Creative Placemaking. Her work will support the Institute's Building Healthy Places Initiative by deepening and broadening ULI's focus on creative placemaking through content, the ULI District Council network, and the Healthy Corridors grant program. Her fellowship runs from June 2016 to February 2017.

Ms. Hardy founded Tiger Management Consulting Group, LLC, a global training and business consulting services firm, after retiring from IBM in 2005. She has over 41 years of business experience, including 31 years with IBM, and over 35 years in the arts as a nonprofit leader, trustee, collector, and patron of the arts.

She is the former Executive Director of CulturalDC, a nonprofit committed to making space for artists and art organizations and fostering cultural and economic vibrancy in communities through its creative placemaking services.

While at CulturalDC, she worked closely with area developers to integrate arts and culture into development projects across the Washington, D.C., area. She has also served as an awards program juror for the ULI Washington District Council's Real Estate Trends Conference for two years.

Ms. Hardy has served since 2006 as an executive coach with Right Management, a global human capital development firm, and has served on many nonprofit art boards dating to the 1980s. She co-founded Millennium Arts Salon, an art education initiative, in 2000.

**Geoff Koski**  
**Senior Consultant**  
**Bleakly Advisory Group**  
**Atlanta, GA**

Over the course of a decade Geoff Koski has researched, analyzed, and reported on leading-edge real estate and community development trends. Geoff has sized up markets, large and small, across the United States, helping to identify market opportunities for mixed-use projects and making redevelopment recommendations for urban centers ranging from the city of Atlanta to historic small towns. He has also helped numerous land owners determine the future of their large undeveloped land holdings. In his time with Bleakly he has worked extensively on:

- analyzing market and demographic trends for redevelopment projects,
- identifying transit oriented development opportunities, and
- assessing the economic impacts of new real estate projects.

Prior to joining Bleakly Advisory Group in 2012, Geoff served as Director of Consulting at RCLCO (Robert Charles Lesser & Co.) He also founded his own community development consultancy, Market Transects. He is currently Vice Chair of the Atlanta chapter of the Congress for the New Urbanism (CNU) and a member of the Urban Land Institute (ULI). He has a graduate degree from Western Carolina University and undergraduate degrees from Webster University in St. Louis, MO. Geoff spent many years teaching History, Government, and Economics at the secondary and collegiate levels.



**Kathleen Rose, CCIM, CRE**  
**President & CEO**  
**Rose & Associates, Southeast, Inc.**  
**Davidson, NC**

Kathleen Rose is President of Rose & Associates Southeast, Inc. , where she has combined decades of experience as a development expert and real estate analyst to build a unique consulting practice, serving public, private and institutional clients and managing the analysis, planning and development of a wide range of real estate and economic development projects throughout the eastern United States.

Rose holds the Certified Commercial Investment Member (CCIM) designation of the Commercial Investment Real Estate Institute of the National Association of Realtors. After receiving the designation in 1989, she went on to serve on the Institute's Faculty and as Chair on a number of regional and national executive committees. She also holds the designation of Counselor of Real Estate (CRE). The CRE credential is awarded only to those individuals who are invited by their peers as established consultants into the membership of The Counselors of Real Estate. She is also a member of the International Economic Development Council (IEDC), which confers the CeCD Designation (Certified Economic Developer) and is pending certification.



Kathleen Rose serves on Advisory Services Panels for the Urban Land Institute (ULI), including the Daniel Rose Center for Public Policy and has been published in a wide variety of institute project documents. She is also a member of the, International City/Council Management Association (ICMA), and its affiliate the Alliance for Innovation.

A widely quoted expert, she is the author of numerous articles which have appeared in a wide variety of industry trade publications covering topics including retail, development, urban planning, economic development and related subjects. She is also often asked to speak to a wide variety of audiences on these topics. Her work in real estate, community and economic development has resulted in being recognized by Business Today as a top business woman in the Lake Norman region in 2010 and the Charlotte Business Journal as among the top 25 businesswomen in 2011.

To provide living models and case studies for the firm's work, Rose is also Managing Partner of the property company that developed South Main Square in downtown Davidson, NC, a mixed-use revitalization project which was the catalyst for forming the arts district in the South Main Street corridor. Her most recent endeavor is the creation of PiES – the Project for Innovation, Energy & Sustainability, a green industries incubator to serve as a public-private partnership model for community entrepreneurial development. PiES was awarded the Region of Excellence Award in 2014 for Growing the Economy by the Centralina Council of Governments.

**Sarah Sieloff**  
Executive Director  
The Center for Creative Land Recycling  
Oakland, CA

As the Center for Creative Land Recycling's Executive Director, Sarah leads the development and implementation of the organization's mission and goals, in collaboration with CCLR's Board of Directors. CCLR helps those who have the biggest stake in revitalizing their neighborhoods—including nonprofit housing developers, community-based organizations, and municipalities with limited resources—with their brownfield redevelopment efforts. While the obstacles to creating livable and vibrant communities involve complex economic and social issues that cannot be quickly or easily remedied, CCLR's approach to revitalizing communities is unique in that it includes both project-specific and policy level programs, each informing the other for change.

Prior to joining CCLR, Sarah served as the Memphis Team Lead for the White House Council on Strong Cities, Strong Communities, working with 25 federal agencies to connect Memphis Mayor A C Wharton, Jr.'s administration with federal resources and technical assistance. Sarah has a background in international development and has worked in Latin America, Asia, Africa, and the South Pacific. She is a Truman Scholar, and earned her Master in Public Affairs from Princeton University and her BA from Eckerd College. In her free time, Sarah enjoys cycling and kayaking.



**Ross Tilghman**  
President  
Tilghman Group  
Seattle, WA

Tilghman is a transportation planning consultant with his own practice, the Tilghman Group. Working nationally and internationally, he tailors transportation plans for a wide variety of land uses to fit their environmental, historical, and cultural settings. He brings 30 years of experience, including serving as executive director of a downtown business improvement district.

Tilghman offers extensive experience in creating circulation and parking solutions for downtowns, historic districts, recreation areas, special event facilities, and other settings. His approach emphasizes careful observation of how people use



transportation, abiding respect for the setting, and clear understanding of the client's objectives. Services include master plans, market studies, transportation related revenue projections, and development strategies for governmental, not-for-profit, and private sector clients facing land use challenges.

Examples of significant projects include master plans for Albuquerque's BioPark; Al Ain Wildlife Park and Resort in the United Arab Emirates; Iowa's State Capitol Complex; Evergreen State College; Gallisteo Basin Preserve, New Mexico; and downtown St. Louis. Tilghman has also completed numerous special event and recreation area transportation plans, including those for Northlands in Edmonton, Alberta; San Diego's Balboa Park; Joe Robbie Stadium in Miami, Florida; the Iowa Events Center in Des Moines, Iowa; and Stones River National Battlefield, Murfreesboro, Tennessee.

Tilghman is a full member of the Urban Land Institute and regularly serves on advisory panels for communities across the country, recently addressing public health consequences of urban design. In Seattle, he served on ULI Northwest's Sustainable Communities Task Force where he helped organize the inaugural course for the Center for Sustainable Leadership. He is a member of the Seattle Design Commission that reviews public projects for design excellence and president of the Boating Advisory Council at Mt. Baker Rowing & Sailing Center, a not-for-profit entity working closely with Seattle Parks and Recreation.

Tilghman received his MA in geography from the University of Washington and his BA in history from Washington University in St. Louis.

## ULI Project Staff

**Thomas Eitler, AICP**  
**Vice President, Advisory Services**  
**ULI-the Urban Land Institute**  
**Washington, DC**

Tom Eitler is the Vice President of Advisory Services for the Urban Land Institute, a nonprofit education and research institute that focuses on issues of land use, real estate and urban development. The mission on the Institute is to providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Since 1947, ULI has been conducting panels that provide strategic advice to communities and organizations on a wide variety of real estate, planning, urban design and public policy subjects.

Mr. Eitler is an urban planner and land use professional with more than 20 years of experience in comprehensive planning, revitalization, historical preservation, transportation systems, military installation master planning, and sustainable design. He is an expert on zoning law, municipal codes, and urban design and government operations. He has prepared and conducted dozens of community engagement plans, charettes, advisory groups, workshops and panels. Mr. Eitler has authored numerous plans, studies, strategies and reports on urban planning, design, land economics, public administration and real estate development. He has directed projects in both the public and private sector in a variety of locations throughout the United States, Europe and Asia.

Prior to joining the Urban Land Institute Mr. Eitler was a principal with Community Planning Associates LLC, a land planning consulting firm based in Washington, D.C. Before that he was Director of Operations for the Onyx Group, a planning and architectural firm with offices in Virginia, California, and Hawaii. Prior to that, he was a principal planner with local governments around the Washington DC area, including Chief of the Long Range Planning for Prince William County Virginia where he established the County's first urban growth boundary initiative, Traditional Neighborhood Design ordinance and financial guidance for its impact fee system.

He has a Masters in Urban & Environmental Planning from the University of Virginia's School of Architecture and undergraduate degrees in political science, public administration and urban studies. Mr. Eitler is a member of the American Institute of Certified Planners and the land economics society Lambda Alpha International.

**Paul Angelone**  
**Director, Advisory Services**  
**ULI – the Urban Land Institute**  
**Washington, DC**

Paul Angelone is the Director of Advisory Services for the Urban Land Institute, a nonprofit education and research organization that focuses on land use, real estate and urban development. The mission of the Institute is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Since 1947, ULI has been conducting panels that provide strategic advice to communities and organizations on a wide variety of real estate, planning, urban design and public policy subjects.

Hailing from the Midwest, Paul has a wide variety of policy, program management and coordination experience. His professional knowledge spans topics such as real estate, economic development, infrastructure development, climate change, resilience, ecosystem management, public health and international development.

Before joining the Advisory Services team, Paul was a Manager at ULI Washington where he ran a variety of advisory services and community engagement programs within the Washington, D.C. metropolitan region. There he led the development of a learning tool to provide public officials a better understanding of trade-offs that affect development within the United States. Prior to joining ULI, Paul worked for the federal government in a variety of policy advisor and

coordination roles at the White House Council on Environmental Quality, the U.S. Department of the Interior and the U.S. Fish and Wildlife Service. Prior to his federal service, Paul worked on rural-urban migration and supermarket development studies for the Asian Development Bank in Hanoi, Vietnam. He has served on multiple political campaigns throughout his career.

Paul holds an urban planning degree from Ball State University where he focused his studies on environmental and international planning. While at Ball State, Paul attended CEPT University in Ahmedabad, India where he worked on resilience plans for a Gujarati fishing village on the Arabian Sea and a Sri Lankan community devastated by a tsunami. Paul lives with his wife Kristen Mizzi Angelone and their dog Finnegan in the Trinidad neighborhood of Washington, D.C.

**Kathryn Craig**  
**Senior Associate, Education and Advisory Group**  
**ULI-the Urban Land Institute**  
**Washington, DC**

Kathryn Craig is a Senior Associate for the Education and Advisory Group at the Urban Land Institute (ULI), a nonprofit education and research institute that focuses on issues of land use, real estate and urban development. The mission on the Institute is to providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Since 1947, ULI has been conducting Advisory Services panels that provide strategic advice to communities and organizations on a wide variety of real estate, planning, and urban design and public policy subjects.

In her role at ULI, Ms. Craig provides programming and logistics support to the Education and Advisory Services team, assisting in the planning and staffing of Advisory Services Panels and professional development workshops, supporting ULI's awards program, and managing web content. Prior to joining ULI in 2013, Ms. Craig worked as a Staff Assistant to U.S. Senator Sherrod Brown in his Columbus, Ohio and Washington, D.C. offices, and previously interned at the National Trust for Historic Preservation's Main Street Center and Xenophon Strategies – a boutique PR firm in Washington, D.C.

Ms. Craig graduated summa cum laude from The Ohio State University, with a B.A. in Political Science. While at OSU, Kathryn focused her studies on urban policy and local governance, with a particular interest in housing policy. She also attended American University's Washington Semester Program, where she participated in the Transforming Communities seminar, a semester-long public policy program that explores vehicles used to strengthen communities and urban areas. Ms. Craig is from Dayton, Ohio.