

Brian H. Collins, AICP

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Dromara Development, L.L.C.

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QUALIFICATIONS

25 years experience with dynamic public and private sector organizations with extensive leadership responsibilities in:

- Affordable housing finance and development
- Innovative program development and management
- Public presentation and media relations
- Volunteer/citizen board support
- Local, state and federal legislative and funding success
- Critical decision-making
- Successful (\$8 million+) private-sector fundraising
- Planning, design and construction management of major public improvements
- Negotiation of complex public/private sector partnerships
- Direct provision of technical and financial support to small business owners
- Real estate acquisition and disposition (300+ parcels)
- Executive management of \$50 million+ organizations

PROFESSIONAL EXPERIENCE**COUGAR CAPITAL LLC / COHEN ESREY DEVELOPMENT, LLC 1999-
Present**

Affordable housing developers throughout the Midwest. Experience with Low-Income Housing Tax Credit (LIHTC) and Federal and State (MO) Historic Tax Credit projects.

Senior Associate responsible for:

- **Residences at West Paseo** (Kansas City, MO) \$10 million historic restoration of former Christian Church Hospital as 46 units of affordable senior housing (2006)
- **Chaumiere Place Apartments** (Kansas City, MO) \$6 million reuse of former elementary school + new construction as 35 units of affordable senior housing. Partnership with Northland Neighborhoods, Inc. (not-for-profit). (2007)
- **Sedgwick Sundance Apartments** (Sedgwick, KS) \$4 million new construction of 24 affordable senior apartments in rural Kansas community. (2002)
- **Cheney Sundance Apartments** (Cheney, KS) \$4 million new construction of 24 affordable senior apartments in rural Kansas community. (2004)
- **Pemberton Park for Grandfamilies** (Kansas City, MO) \$8 million new construction of 36 affordable senior apartments for grandparents raising their

grandchildren. Partnership with the Housing Authority of Kansas City, MO. (Under construction, completion **April 2011**)

- **Palestine Commons** (Kansas City, MO) \$10 million new construction of 69 affordable senior apartments. Partnership with Palestine Village Community Development Corporation (not for profit) (Under construction, completion **July 2011**)
- **Black Archives of Mid-America** (Kansas City, MO) \$8 million restoration of historic park maintenance building as new home for the Black Archives collection and research facilities (2010)

ECONOMIC DEVELOPMENT CORPORATION (EDC)
Kansas City, MO

1997-1999

Director of Development
Executive Director, Kansas City Port Authority

- Supervised and managed all aspects of the Port's \$30+ million riverfront revitalization program.
- Directed planning, design and construction of Richard L. Berkley Riverfront Park, Riverfront Drive and John Gage Viaduct.
- Identified and secured \$5 million in new state & federal funding for riverfront improvements.
- Created internationally recognized riverboat gaming request-for-proposals generating over \$30 million for riverfront redevelopment.
- Negotiated development agreement with Kansas City Southern Railroad for construction of 500-acre/\$75 million intermodal rail facility.

INLAND EMPIRE ECONOMIC PARTNERSHIP (IEEP)
Riverside/San Bernardino, CA

1994-1997

IEEP is a private not-for-profit corporation supported by 120 public and private sector investors, and focused on business attraction, business retention and the delivery of technical business assistance to companies in Riverside and San Bernardino (CA) counties. With a staff of 30 employees and offices in San Bernardino, Palm Springs and Indio, the IEEP has an annual operating budget of \$3 million.

President & Chief Executive Officer

- Directed the creation, fundraising and implementation of Sunrise Inland Empire. This five-year program focused on comprehensive business attraction, retention, reputation management and public policy for the (3 million pop.) Inland Empire region. The program generated more than \$8 million in new commitments from public and private sources and created thousands of new, higher-wage jobs with a resulting \$9 billion impact.

- Directed IEEP's Small Business Development Center, the largest SBDC in California. Its successful film office assisted with more than 600 film activities annually.

**ECONOMIC DEVELOPMENT CORPORATION (EDC)
Kansas City, MO**

1987-1994

President & Chief Executive Officer

As the first president and CEO, established the EDC as the primary economic development and physical redevelopment agency for the City of Kansas City, MO.

- Created innovative business retention strategy using "sector specialists" assigned to key Kansas City business sectors.
- Directed land acquisition and negotiation of development agreements for a variety of projects including the 600-unit historic Quality Hill residential redevelopment, AT&T Town Pavilion, and Marion Merrill Dow's headquarters facility.
- Directed Kansas City's successful business attraction efforts for companies including TransAmerica Insurance and Gateway Computer.

**LAND CLEARANCE FOR REDEVELOPMENT AUTHORITY
TAX INCREMENT FINANCING COMMISSION
Kansas City, MO**

1981-1987

Executive Director
Director of Planning

**BOSTON REDEVELOPMENT AUTHORITY (BRA)
Boston, MA**

1978-1981

Assistant Project Coordinator – Charlestown Naval Shipyard
Neighborhood Planner-Jamaica Plain / Mission Hill

**FORT WAYNE REDEVELOPMENT COMMISSION
Fort Wayne, IN**

1974-1978

Planner

**YAVAPAI APACHE TRIBE
Clarkdale, AZ**

1969-1971

VISTA Volunteer

EDUCATION

Masters-Community Planning, University of Cincinnati 1974

BA, Geography, University of Nebraska 1969

PROFESSIONAL AFFILIATIONS

American Institute of Certified Planners, Member

International Economic Development Council (CUED), Founding Board Member

Real Estate Salesperson, Licensed in Missouri & Kansas