



KEVIN T. GREINER

PRINCIPAL

Kevin Greiner is an urban planner and real estate developer with an extensive background and over twenty-four years of experience in planning, economic development real estate development, and development finance. Mr. Greiner has practiced in both the public and private sectors.

As a Principal, Mr. Greiner's responsibilities include property and project acquisition, development planning, contracting, project financing and economic analysis, business plan development and investor relations. His major project responsibilities include the development and financing of the Firm's *Bonaventure Square* and *Enchanted Mountains Hotel Resort* development projects.

Mr. Greiner also manages his own consulting company, Kevin Greiner & Associates LLC. KGA provides urban planning, economic development, and project finance consulting services to private and public sector clients. Mr. Greiner has recently provided Project management services for Ciminelli Development, a full service real estate development company that owns and manages a 9 Million square foot portfolio of properties in New York, Tampa and southern Ontario. For Ciminelli he created a new public-private-partnership (P3) development practice for the company, and secured and managed over \$45 Million in new development projects.

Prior to launching his own business enterprises, Mr. Greiner served as Executive Vice President for Development at the Buffalo Economic Renaissance Corporation, the City of Buffalo's independent development agency. Mr. Greiner also served as the City of Buffalo's Director of Planning. During his distinguished tenure he completely reorganized the City's planning function, and produced numerous award winning development plans which were successfully developed and built.

The focus of Mr. Greiner's real estate development practice is on hospitality, resort, and multi-family mixed-use residential development. His urban planning practice focuses on developing and managing large scale development master plans, and structuring public-private financing for a wide range of development and infrastructure projects.

With his background in both public and private development and planning, Mr. Greiner brings a wealth of experience to his practice. The hallmark of his professional work has been to be able to balance long-term planning issues with the exigencies of private development and finance, and secondly, to develop and implement professionally recognized projects in complex organizational and funding environments.

PROFESSIONAL EXPERIENCE

Principal, Ross Wilson & Associates, 2006 - Present

Ross Wilson & Associates is a privately owned real estate development partnership that constructs and develops a diverse array of real estate investment opportunities, and provides planning, project financing, construction and project management services for clients on a negotiated fee basis. The principals of Ross Wilson have completed development, construction and planning projects exceeding \$1 Billion in value. In addition to its construction contracting, the Firm's high profile development projects include *Morningside Estates*, a 52-unit luxury townhome community (under construction), in Ellicottville, New York; *Bonaventure Square*, a 17 acre \$45 Million residential, retail and hotel lifestyle center in Olean, New York; and the *Enchanted Mountains Hotel Resort* — a \$72 Million, 300 room Hotel/Waterpark resort in Salamanca, New York.

As Principal, responsibilities include property and project acquisition, development planning, contracting, project financing and economic analysis, business plan development and investor relations.

Founder and Principal, Kevin Greiner & Associates LLC, 2000 — Present

KGA provides planning, economic development, and project finance consulting services to private and public sector clients. High profile projects include:

- Produced development, finance and business plan and investor offering for \$240 Million tourism, trade and hospitality development project for private international client in Niagara Falls, New York.
- Directed research services for multi-year educational restructuring plan for the City of Buffalo Public School District.
- Developed privately managed municipal recycling facility producing soil amendments from organic waste. First two years of pilot project saved client municipalities over \$450,000 in waste disposal costs.
- Property acquisition, site planning, environmental risk analysis and financing services for multiple private clients, including, 46 acre brownfield redevelopment in Tonawanda, New York, and a 12-acre brownfield redevelopment project in Rochester, New York.
- Completed water consumption forecast, water system economics, and economic development analyses for the City of Buffalo *Comprehensive Water System Evaluation Project*.

Senior Development Project Manager, Ciminelli Development Corporation Inc., 2004 — 2006

Ciminelli Development is a full service real estate development company which owns and manages a 9 Million square foot portfolio of properties in New York, Tampa and southern Ontario. Created new public-private-partnership (P3) development practice for the company, securing and managing new projects, including:

- *Niagara Falls Municipal Public Safety Complex*: Secured contract, planned, developed and financed \$42 Million 120,00 square foot courthouse and police headquarters as privately owned facility leased back to the City of Niagara Falls.
- *New York State United Teachers*: managed development, entitlement and pre-construction design for 12,000 square foot office building in Jamestown, New York.
- *Trico manufactured products*: planned all aspects of redevelopment of 450,000 square foot Federal Historic Register former manufacturing facility as medical office, research and medical technology incubator.
- *WestEnd Buffalo*: completed mixed-use development plan and pro forma for 120-acre waterfront brownfield.

Executive Vice President for Development, Buffalo Economic Renaissance Corporation, 1998 — 2000

The BEREC, a public benefit development corporation, manages the City of Buffalo's high priority economic development projects and small business lending programs. Managed the *South Buffalo Redevelopment Project*, a \$125 Million 1,400 acre brownfield remediation and redevelopment plan. The project master planned the redevelopment of three abandoned steel and coke plant sites, two landfills, grain elevators and active rail corridors into 450 acres of new industrial, office and commercial development, 970 acres of park and recreation facilities, and infrastructure. The project has produced over 300,000 square feet of new industrial development, infrastructure improvements, a waterfront park and marina.

- Completed project master plan, infrastructure design and new zoning.
- Completed Phase I project financing, including NYS Empire Zone, tax increment financing structure, and secured \$10 Million in state funding for Phase I environmental remediation, demolition and infrastructure construction.
- Negotiated multiple environmental remediation agreements for the project, including largest voluntary clean-up agreement in New York state history.
- Negotiated joint venture agreement with private developer for development of the first 114 acres of the project,

Director of Planning, City of Buffalo, New York, 1994 — 1998

The Division of Planning coordinates planning and policy for the City, managing the City Planning Board, Historic Preservation Board and Environmental Management Commission.

- Reorganized and professionalized the City's planning function. Personally directed completion of 14 major development master plans, resulting in over \$110 Million of public and private investment. Projects included the *South Buffalo Redevelopment Project*, *Main-LaSalle Place*, a 76 acre mixed use housing, retail and school brownfield redevelopment of a former rail corridor; the *City of Buffalo HomeOwnership Zone*, a comprehensive neighborhood redevelopment of 700 units of new and rehabilitated housing, retail and parks; the *City of Buffalo Downtown Waterfront Plan*, an urban entertainment waterfront redevelopment; and the *Buffalo Intermodal Transportation Center*, converting a civic Auditorium into an intermodal Amtrak, bus and light rail station.
- Managed the completion of eight major neighborhood redevelopment master plans, three Olmsted Park restoration master plans, and five major transportation and economic development studies, resulting in \$15 Million in investment and infrastructure improvements.
- Oversaw the design and installation of the City's first ever Geographic Information System (GIS), comprising complete physical mapping, assessment data, tax records, street conditions, planimetrics and digital orthophotography for the entire City. Completed Buffalo's first City-Wide Zoning Code Design Review Ordinance.
- Secured over \$28 million in Federal, State and private foundation grants for brownfield redevelopment, neighborhood redevelopment, historic preservation, planning research and public memorials.

Independent Systems Consultant , 1990 — 1994

Provided independent information systems consulting services to private and public clients. Systems completed included multi-user real-time project management system for product testing laboratory, distributed digital library of regional economic data for the Buffalo-Niagara Partnership, and multi-user project tracking, purchase, inventory and budget system for the State University of New York at Buffalo.

Business Analyst, Corporate Investments, Metropolitan Life Inc., New York, New York, 1989 — 1990

Reporting directly to the Vice President for Investment Technology Planning & Consulting, researched, tested and implemented new information technology for use throughout the Corporate Investments Division. Developed multi-user project management and analysis database, a personnel evaluation and assignment system, and various systems linking mainframe applications with personal and hand-held computers.

Transportation Planner, North Jersey Transportation Planning Authority, 1986 — 1989

The NJTPA is the Municipal Planning Organization (MPO) for New Jersey's 11 northern counties, the New Jersey Department of Transportation, New Jersey Transit, and the Port Authority of New York and New Jersey. Managed regional transportation planning analysis, UMTA Section 8 project review, transportation modeling, and IT systems. Developed and programmed multi-user database system to plan and manage \$1.5 billion in annual transportation investments, a regional cohort survival population forecasting model, demographic reporting database and multiple project tracking systems.

Research Assistant, State University of New York at Buffalo, 1984 — 1985

The \$2 Million Federally funded **Detectable Tactile Surfaces Treatment Project** designed and tested floor surface guides as mobility aids for the visually impaired. Developed research design, performed all computer database management and computer aided statistical analysis.

P R O F E S S I O N A L A W A R D S

American Planning Association, Outstanding Planning Project:

The South Buffalo Redevelopment Project

American Planning Association, Outstanding Planning Project for Urban Design:

The Main-LaSalle Redevelopment Plan

American Planning Association, Outstanding Comprehensive Planning Project:

The City of Buffalo HomeOwnership Zone

American Society of Landscape Architects, Outstanding Planning and Design Project:

The Main-LaSalle Redevelopment Plan

P U B L I C A T I O N S A N D A C A D E M I C D I S T I N C T I O N

Vassigh, Bijan and Greiner, Kevin T.: *Economic Damage Awards: Procedures and Methods*. PENNSYLVANIA JOURNAL OF BUSINESS AND ECONOMICS, Vol. IV, No. 1, Fall 1995, pp. 51-56.

Editor-In-Chief, THE BUFFALO JOURNAL OF PUBLIC INTEREST LAW

E D U C A T I O N

Juris Doctor (JD)

School of Law, State University of New York at Buffalo

Master of Urban Planning

School of Architecture and Planning, State University of New York at Buffalo

Bachelor of Arts Environmental Design

School of Architecture and Planning, State University of New York at Buffalo