

LYNEIR RICHARDSON

109 Hamilton Street, Unit 101, Newark, NJ 07105
312.339.1174; lyneir@gmail.com

SUMMARY

Lifelong entrepreneur with a track record of success spanning multiple sectors including economic development, urban commercial and residential real estate development and construction, corporate law and small business investment. Creative, strategic thinker with sharp intuition for new growth opportunities and partnerships. Effective deal-maker with an extensive national network of high-impact business and thought leaders across the public, private and non-profit sectors. Compelling public speaker with honed presentation and teaching skills. Highly engaged civic leader and active volunteer in community work in Newark, NJ and nationally.

BUSINESS EXPERIENCE

Brick City Development Corporation, Newark, NJ
Chief Executive Officer

2009-Present

BCDC is an economic development corporation created by Mayor Cory Booker in Newark, NJ.

Accomplishments

- \$2 billion of new investment underway and over 5,000 jobs created.
- Won highest national award for excellence as an economic development organization.
- Grew loan funds under management to \$22 million and achieved certification as a CDFI.
- Built a database/rolodex to 12,500+ people (from zero) to spread positive Newark news.

Managerial

- Leading team of 26 employees and administering \$6.2 million annual operating budget.
- Tenaciously focused on generating fee income, getting cost reimbursement and securing grant funding, resulting in the organization earning nearly 20% of its revenue for first time.
- Implemented weekly meetings and a detailed project management system to increase organizational efficiency.
- Navigated successfully in political environment with multiple stakeholders and agendas.

Small Business

- Made loans ranging from \$20 thousand to \$2 million to Newark businesses of all types.
- Created popular ward-based Technical Assistance Program completed by 550+ Newark residents.
- Launched The Small Business TV Show to spotlight 100 unique Newark entrepreneurs.
- Allocated resources and hired energetic staff to lead or support "high tech initiatives" such as Newark Tech Week, buildinbrickcity.com, hack-a-thons, meet-ups, book signings, etc.

Real Estate

- Jump-started construction of new office towers, new hotels, industrial facilities, grocery stores and restaurants.
- Structured, negotiated, analyzed and advocated to obtain tax increment financing, bonds, grants and low interest loans to fill development financing gaps.
- Hand-picked key project executives and team to take projects from pipeline to finish line.
- Designated funds and created programs to assist minority developers and contractors.

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General Growth Properties, Inc., Chicago, IL

2004-2009

Vice President, Urban Development. Reported to CEO.

GGP is a NYSE publicly traded real estate investment trust.

Accomplishments

- Increased NOI at an urban shopping mall raising asset value by over \$13 million.
- Developed the attraction strategy and opened the first Target Store in Baltimore, MD.
- Secured over \$52 million of public financing and worked with municipal officials and lobbyists to enact legislation providing economic incentives for urban retail projects.

Managerial

- Created business plan and implemented national initiative to develop retail in ethnic and underserved neighborhood of large U.S. cities.
- Led teams of development, architectural, construction, legal, financial, market research, and leasing professionals to execute on investment and/or development opportunities.
- Decided which deals to move forward for executive capital committee approval and management presentations justifying investment of up to \$700 million.

Real Estate

- Won RFP competitions, acquired development rights, entitled land and structured joint ventures in Baltimore, Birmingham, Chicago, Dallas, Dayton, Detroit and New York City.
- Traveled extensively to visit sites, assess market potential, negotiate land purchase agreements with brokers and property owners and form strategic public-private partnerships with city officials, local business people and community organizations.
- Negotiated letters of intent with department stores, big box retailers, grocers, restaurants and cinemas to anchor development projects.

Urban-LakeShore Residential Group, Inc., Chicago, IL

2002-2003

President

Urban-LakeShore Residential group is an Urban Investment Trust subsidiary. After selling the company, I provided direction, strategy and expertise to the acquirer during the transition period. Garnered tax increment financing and zoning approvals for real estate projects.

Lakeshore Development & Construction Company, Chicago, IL

1995-2002

Founder

Grew my own urban real estate development business from start-up to full-scale operation with 19 employees and \$8 million in annual revenue. Acquired land, secured public financing and private investment and developed, built and sold 300+ residential units in inner-city and ethnic neighborhoods of Chicago, IL and adjacent suburbs. Honored by U.S. Small Business Administration as Illinois' Young Entrepreneur of the Year.

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Thrush Construction, Inc., Chicago, IL
Vice President

1993-1995

Learned pro forma analysis, public financing and construction management at a leading residential developer. Drafted and negotiated subcontractor and supplier contracts.

First National Bank of Chicago, Chicago, IL
Attorney

1990-1993

As part of a 90 person law department, negotiated and drafted documents for complex real estate and large commercial lending transactions.

ENTREPRENEURIAL PROJECTS

Fin Business, LLC

2012 – Present

Provide public speaking and consulting services to small businesses in connection with forthcoming book.

Case Property Services

2010 – Present

Provide commercial real estate advisory services to property owners. Specific expertise in structuring and negotiating public/private partnerships, tax abatements and economic development incentives for distressed commercial property owners. Engaged on consulting assignments in Philadelphia, Chicago, Florida and Alabama.

The Kilduff Company

2008 – 2010

Provide commercial real estate advisory services to retail property owners. Focused on securing public incentives to revitalize shopping centers in urban and ethnic markets.

Leroy Supply & Distribution Company

2000 – 2003

Acquired an 80 year old janitorial supply company. Certified the company as an MBE with city and state agencies. Distributed various supplies to large apartment buildings and housing contractors.

PUBLICATIONS

Richardson, Lyneir and Angela Ford. "*F in Business*". Forthcoming [currently in discussions with literary agents].

Richardson, Lyneir and Corea, Christina. "*Deserted No Longer*". *Economic Development Journal* 12.1 (Winter 2003) 12-17.

Chopp, Shlomo and Richardson, Lyneir. "*Turning Around Dying Malls in Struggling Communities*". *Real Estate Forum* (February/March 2013) 12.

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SELECTED PRESENTATIONS AND TEACHING

I have given numerous presentations to corporate leaders, business associations, government officials, college students and administrators, high school graduations, youth groups and community organizations throughout my career. Following is a selected list of recent presentations:

“Connecting the Community, Projects, People and Progress” TEDxNJIT	April 2013
“Career Management for Minority Real Estate Professionals” Real Estate Associate Program	Apr 2013
“Newark Downtown Development: Progress and Opportunity” Federal Reserve Bank of New York and PNC Bank	Jan 2013
“Next Phase of Economic Development in Newark” Newark Alliance, NRBP and Branch Brook Park Alliance	Nov 2012
“Urban Renaissance as an Engine for Economic Recovery” Rutgers University EMBA Program	Nov 2012
“Growing Newark’s Creative Economy” Richard Florida’s Creative Class Group	July 2012
“Opportunities in Newark: Lending and Economic Development Activities” Morgan Stanley	July 2012
“Lessons from Industrial Cities” ICIC: Inner City Economic Summit	Oct 2011
“Focused Strategy for Attracting Grocery Stores to Urban Communities” International Economic Development Council	Sept 2011
“Game Changer: Art of the Panasonic Deal in Newark, NJ” Real Share NJ Conference	Sept 2011
“Leveraging Public and Private Resources to Attract Retailers and Investors” International Council of Shopping Centers	Aug 2011
“Small Business Lending” Newark Municipal Council	Apr 2011
“Urban Economic Development: Newark, New Jersey” Rutgers Business School	Feb 2011
“Spurring Economic Development: Strategic Business Partnerships” Essex County College	Jan 2011

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AWARDS AND RECOGNITION

Prudential Foundation Nonprofit Executive Program, Fellow	2013
Aljira Inc., Timehri Award for Advocacy in the Arts	2013
Chicago Marathon, Finisher (proud but slow)	2005
Bradley University, Outstanding Young Graduate Award	1999
Leadership Greater Chicago, Fellow	1998
U.S. Small Business Administration, Illinois Young Entrepreneur of the Year	1996
Lincoln Academy of Illinois, Student Laureate Award	1986

BOARD AND COMMISSION MEMBERSHIPS

Illinois Housing Development Authority Trust Fund, Former Vice Chairman, appointed by Governor
Chicago Planning Commission, Former Commissioner, appointed by Mayor
Newark Workforce Investment Board, Board Member and Treasurer, appointed by Mayor
NJIT, Enterprise Development Center, Advisory Board Member
CBRE, African American Employee Association, Advisory Board Member
International Council of Shopping Centers (ICSC) Alliance Program, State of New Jersey Co-Chair
Newark Arts Council, Board Member

PROFESSIONAL AFFILIATIONS

International Council of Shopping Centers, National Underserved Markets Committee
International Economic Development Council (IEDC), Member
Urban Land Institute (ULI), Member
Real Estate Executives Council (REEC), Member
Alpha Phi Alpha Fraternity, Member

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EDUCATION

University of Chicago Law School, Chicago, IL <i>Juris Doctorate</i>	1990
Bradley University, Peoria, IL <i>Bachelor of Science, Cum Laude, Communications</i>	1987

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