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TONY MCGHEE

Background

A seasoned community and economic development professional with experience supporting the revitalization and tax base resiliency for a diverse mix of communities with a successful track record in:

- Business Development
- Project Management
- Strategic Planning
- Infrastructure Planning and Development
- Community & Economic Development Initiatives
- Facility Development
- Regulatory Compliance
- Community Engagement

Education

- Bachelors of Science, Political Science
Western Michigan University - Kalamazoo, Michigan
- Master of Public Administration
Western Michigan University - Kalamazoo, Michigan

Professional Experience

Abonmarche Consultants

Vice President of Development Services

February 2010 - present

Abonmarche was founded in 1979 to provide engineering, architecture, marina/waterfront, surveying, landscape architecture and planning services to governmental, commercial, educational, industrial and residential clients.

Currently serve as the firm's lead for the creation and implementation of business development strategies. Work with a core group of clients to create sustainable development strategies which improve quality of life, attract investment and create jobs within their communities. Focus on leveraging client resources with outside funding to create increased investment opportunities for communities throughout West Michigan.

- Worked with clients to plan and execute over \$300M worth of physical development projects within partner communities. These efforts required significant facilitation and coordination of resources within Abonmarche and our partner communities.
- Supported projects that resulted in the creation and retention of over 500 jobs.
- Assisted with the development and operation of three intergovernmental recreational authorities to more efficiently deliver services on a regional basis.
- Secured over \$75M worth of grants to support client projects and initiatives.

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- Created and executed campaigns to garner public support for client projects and initiatives.
- Assisted clients with relationship management across various state and federal agencies.
- In addition to assisting partner communities with numerous community infrastructure and redevelopment projects, played a key role in several significant regional developments such as Harbor Shores and the Southwest Michigan Advanced Research and Technology (SMART) Park.

Water Street Group

Owner

February 2009 - 2011

- Provided project management services to a variety of municipal clients.
- Co-owned Phoenix coffee shop and café in Benton Harbor Arts District.

Cornerstone Alliance

Vice President of Physical & Business Development

March 2004 - February 2009

Cornerstone Alliance is a non-profit organization created to generate economic growth and promote civic development in the community comprised of the cities of Benton Harbor and St. Joseph, the charter townships of Benton, St. Joseph, Lincoln and Royalton. Cornerstone Alliance is an investor driven organization committed to improving the economic wealth of the community. The wealth of any community is driven by improvements in educational attainment, increased per capita income, and a stable tax base.

Responsible for the overall operations of the organization's physical development activities. These efforts were geared to changing market dynamics and inducing new private sector investment in an effort to create wealth in the communities served through the increase in tax base and creation of economic opportunities for local residents.

- Served as co-master developer and managing general partner of HOPE VI initiative developed to alleviate substandard housing in the community. Project had a complex financing structure including bonds, federal funds, traditional debt, and tax credits. As part of this initiative, demolished 100 units, built and leased 77 new homes, completed predevelopment on 55 additional homes. Furthermore, completed \$1.4 million in expansion and renovation of a community center as part of the project.
- Secured tenants, negotiated leases, and oversaw management of Cornerstone Alliance's various commercial properties.
- Evaluated and assessed potential real estate ventures to determine best use of organizational resources.
- Conceptualized, assembled funding, and managed \$2.3 million in redevelopment of infrastructure within the Benton Harbor Arts and Entertainment District.
- Attracted four (4) new businesses to the community creating over 70 new jobs.
- Facilitated and managed 40,000 sq. ft. expansion to Cornerstone owned industrial building leased to Atlantic Automotive creating over 50 new jobs in the community. The expansion increased the size of the facility to 100,000 sq. ft.
- Collaborated as member of Harbor Shores project team with responsibility for securing control of

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over 500 acres of property necessary for the project. Property acquisition included dealing with 70 property owners holding over 100 parcels. Also involved in numerous other aspects of the project including, but not limited to, road vacations, zoning and planning issues, and working with appraisers to secure financing. Harbor Shores is a 500 acre development anchored by a Jack Nicklaus Signature Golf Course which will include over 800 residential units and a hotel.

- Secured donations of two buildings with a total value of over \$900,000 to the organization.
- Conceptualized and completed predevelopment work on innovative infill mixed use development resulting in plans for a four-story modular building with 18 residential units and 8,100 sq. ft. of commercial space utilizing modular technology.

Local Initiatives Support Corporation (LISC)

Multiple Positions

December 1998 - March 2004

LISC helps resident-led, community-based development organizations transform distressed communities and neighborhoods by providing capital, technical expertise, training and information. LISC supports the development of local leadership and the creation of affordable housing, commercial, industrial and community facilities, businesses and jobs.

Program Director, Michigan LISC (2003 - 2004)

Part of overall Michigan LISC team with focus on the organization's Western Michigan region. Responsibilities included providing financial and technical assistance to community development corporations throughout West Michigan, fundraising to support the operations of the program and increase the capacity of partner community development corporations, and undertaking policy efforts to gain increased attention and resources to the work being done by community development corporations.

- Provided financial and technical assistance for the creation of 278 quality affordable housing units.
- Created and secured capital for a leverage mortgage pool for the provision of homeownership financing.
- Provided financial and technical support to three existing Main Street Initiatives and created two new Main Street Initiatives.
- Raised grant funding to support Michigan LISC and increase the capacity of local community development corporations. Collaborated as member of team developing a Community Land Trust for the long-term preservation of affordable housing within the community.
- Assisted in effort to secure and structure financing for the development of a new 29,000 sq. ft. commercial facility anchored by a full service grocery store in the Northside Neighborhood of Kalamazoo.
- Assisted in facilitating Avenue of the Arts concept and initiative for the redevelopment of South Division Avenue in Grand Rapids through the redevelopment of live/work space for artists and art friendly businesses.
- Facilitated meetings and developed strategic plans for two community development corporations.

Program Director, LISC Pennsylvania Initiative (2000 - 2003)

Initiated and managed an \$18.5 million LISC program providing technical and financial support to eight community development corporations in Pennsylvania, as well as concentrated efforts to

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improve the resource and policy environment for community based groups seeking to improve rural communities in the commonwealth.

- Provided financial and technical assistance for the creation of over 300 quality affordable homes.
- Financed medical/dental operation to serve persons in rural southwestern Pennsylvania.
- Helped secure over \$2 million in grant capital to support the efforts of the LISC Pennsylvania Initiative and increase the capacity of Pennsylvania partner CDC.
- Organized and managed statewide policy association to draw more attention and resources to rural community development corporations.
- Member of Pennsylvania Governor Tom Ridge's Rural Development Advisory Council.

Program Officer, Rural LISC (1998 - 2000)

Responsible for negotiating and managing governmental contracts awarded to LISC's National Rural Program, providing financial and technical assistance to community development corporations throughout the Rocky Mountain Region, and undertaking policy efforts to gain increased attention and resources to the work being done by community development corporations.

- Increased production of partner real estate development corporation portfolio by 85%.
- Worked to increase adoption of system for utilizing USDA Section 502 and bank financing in a leverage model for homeownership financing. Made numerous presentations nationally to teach community development corporations how to utilize the financing strategy.
- Provided financial and technical assistance for the development of over 200 units of quality affordable housing.
- Worked with native Hawaiian community development corporations to create new community controlled bank and develop products to be offered by the bank that would be beneficial to the native Hawaiian population.
- Wrote model policies and procedures manual to be used by community development corporations supported by LISC as the organization was using HUD funding on a large-scale basis for the first time.

City of Kalamazoo

Multiple Positions

June 1994 - December 1998

Professional member of City of Kalamazoo's Community Development Department charged with managing and encouraging community development activities in the community.

Community Development Programs Manager (1996 - 1998)

Responsible for the day-to-day management of the City of Kalamazoo's Community Development Department. Responsibilities included providing technical assistance to community development corporations, managing the City's internal housing program, and coordinating development efforts within the community.

- Provided financial support, either directly or indirectly, for the development or rehabilitation of over 400 quality affordable homes.
- Managed over \$12 million of federal funding during a three year period.
- Restructured City's Housing Rehabilitation Program from a 100% grant program to a combination

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grant and low interest loan program to better leverage funding and increase the number of units impacted through the program.

- Conceptualized and coordinated the development of a joint Empowerment Zone application from the cities of Kalamazoo, Battle Creek, and Springfield that was submitted to the U.S. Department of Housing and Urban Development.
- Developed an Employer Assisted Housing program for the City of Kalamazoo to provide an incentive for City employees to reside in the city.

Community Development Specialist (1994 - 1996)

Responsible for the City of Kalamazoo's compliance with all Community Development Block Grant (CDBG), Home Investment Partnership Program (HOME), and Emergency Shelter Grant (ESG) funding from the U.S. Department of Housing and Urban Development.

Professional Affiliations & Community Involvement

- Red Arrow Rowers, 2022 - present
- State of Michigan Board of Architects, 2021 - present
Appointed by Governor Gretchen Whitmer
- Guardian Finance and Advocacy Services, Board of Directors, 2020 - present
- City of Battle Creek Planning Commission, Past Member
- Pennsylvania Low Income Housing Coalition, Board of Directors, Past Member
- New Territory Arts Association, Board of Directors, Past Member
- Michigan Magnet Fund, Board of Directors, Investment Committee, Past Member

Awards & Recognition

- Community Service Award, Michigan Recreation and Parks Association, 2019
- American Public Works Association - 2020 Quality of Life Project of the Year - South Haven Splashpad
- American Public Works Association - 2019 Quality of Life Project of the Year - Allegan Riverfront Project
- American Society of Civil Engineers - 2018 Quality of Life Project of the Year, Allegan Riverfront
- OneAbonmarche - 2020 Project of the Year - Midwest Energy & Communications, SMART Park
- OneAbonmarche - 2019 Project of the Year - New Buffalo Whittaker Street Bridge, New Buffalo, MI