



**Urban Land
Institute**

Advisory Services Program

Edmond, OK

Advisory Services Panel

February 19-24, 2023

Biographies

ULI Panel Chair



John Walsh
President and Founder
TIG Real Estate Services, Inc. (TIG)
Addison, TX

John M. Walsh, III is the President and founder of TIG Real Estate Services, Inc. (TIG). TIG has developed and redeveloped almost three million square feet of office and industrial buildings. In total, Mr. Walsh has developed over 6,000,000 square feet of new buildings and redeveloped over a million square feet. TIG manages and leases a portfolio of almost twelve million square feet of office, industrial and retail buildings on behalf of its institutional clients in Texas and has experience in Tennessee, Indiana and Oklahoma. Prior to starting TIG, John spent 16 years and three months with Trammell Crow Company in various leasing, development and senior management roles, including a four-year period as head of property management and accounting/reporting. During his tenure as development partner for the Northwest Dallas area submarket at Trammell Crow, Mr. Walsh was involved in the development of almost five million square feet of new buildings, and leasing and managing over eight million square feet of office, industrial and service center space. He was recently invited to be a member of Marquis Who's Who in America.

Mr. Walsh is a leader and active participant in the 40,000 plus member Urban Land Institute. Mr. Walsh has served as a volunteer member of numerous ULI Advisory Services Panels dealing with land use and value, codes and ordinances, infrastructure, transportation, financing, repurposing and other real estate related issues, including serving as a member of panels in Hengelo, The Netherlands, St. Joseph, MO, Richmond, VA and Portsmouth, VA., and as panel Chair in Las Vegas, NV, Cedar Rapids, IA, Los Angeles, CA, Tucson, AZ, Raleigh Durham, NC, the Research Triangle Park, NC and Savannah, GA and most recently Port St. Lucie, FL and New Orleans, LA. John has participated as a panelist, speaker, moderator and presenter at both the national, regional and local level of the Urban Land Institute (ULI) an education and research institute. At ULI, Mr. Walsh has acted as a Product Council Chair (Office and Industrial Product Council and Commercial Retail Product Council), Council Counselor, Vice Chair of Programs, numerous committees. He is currently a member of the Governance Committee of the North Texas District Council of ULI. He was a Co-Host Chair for the October 2016 International Fall Meeting held in Dallas, Texas. He served for four and one half years as the district council chair off the North Texas District Council. In addition to his many other activities in ULI, he serves the Institute as a Trustee and Key Leader. On a regional level Mr. Walsh is a member of the Executive Committee, the Governance Committee and the Advisory Committee of the North Texas District Council of ULI. Mr. Walsh is a member of the Women's Leadership Initiative Executive Committee and an active participant in the local and national efforts related to DEI in ULI.

Throughout his career, Mr. Walsh has served as chairman, director and trustee of various business and charitable organizations including: Trammell Crow Employees Profit Sharing Trust, Valwood Improvement Authority, Carrollton Zoning Ordinance Committee, Texas Commerce Bank, Valwood Park Federal Credit Union, Farmers Branch Business Chamber of Commerce, North Dallas Chamber of Commerce and Sky Ranch Youth Camp. He has also served on working committees and boards for the City of Carrollton, the City of University Park, Highland Park Independent School District and the City of Farmers Branch. Mr. Walsh currently

serves as a member of the Public Works Advisory Committee (since 2008) and the Planning and Zoning Commission for the City of University Park, Texas (2015 to present). He is currently a member of the Board of Directors of EarthX (formerly Earth Day Texas) and is involved in the programming and staging of Earth Day in Dallas, TX..

Mr. Walsh served as an instructor at Brookhaven College for ten years and at the University of Texas at Arlington for two years teaching Business Law to undergraduate students. He has also been a real estate graduate school visiting instructor at the University of Texas at Arlington within the School of Architecture.

Mr. Walsh was a member of the Executive Committee of the Vision North Texas (VNT) initiative in 2004 to 2013. He served as a member of the Management Committee of North Texas 2050 where he also was a regional speaker for that initiative. He has been involved in numerous activities related to Vision North Texas as a speaker, sponsor and participant. He was elected to and is a member of the Counselors of Real Estate (CRE) and served as that group's representative on the national Policy Committee of the National Association of Realtors and as the Dallas Chapter President, currently serving on that board.

Mr. Walsh has made presentations to organizations throughout the country at both a national and regional level, including the Urban Land Institute, National Association of Office and Industrial Parks (NAIOP), The Commercial Property News, Vision North Texas, the North Texas Commercial Area Brokers (NTCAR), NACREIF and numerous other real estate related organizations. His presentations have included various topics including underwriting leases, development techniques, financing obstacles and opportunities, marketing strategies, legal challenges, contracts, transactions, negotiations, community development standards and real estate evaluation issues.

Mr. Walsh has served as an expert witness in cases and disputes involving the value of developed and to-be-developed commercial real estate, due diligence procedures in the acquisition of commercial real estate properties; industry practices in enforcing and complying with the requirements of commercial leases, contracts for sale, easement agreements, brokerage agreements, transaction practices and standards, rights and obligations of landlords and tenants, landlord tenant relations, commercial real estate partnership agreements, industry standards and practices related to real estate contracts, industry standards related to property management and property management operating procedures, practices and customs related to owning and operating commercial real estate.

John is a member of the American Bar Association, the Dallas Bar Association and has been a member of the Texas State Bar since 1978. Mr. Walsh earned his J.D. Degree from Texas Tech University School of Law. He earned his Bachelor of Science degree from University of Texas, Arlington in 1973.

ULI Panelists



John Batey
SVP, Operations & Development
Wilmington (NC) Housing Authority
Winnabow, NC

Dr. John R. Batey, AICP has served as Senior Vice President of Operations & Development of the Wilmington (NC) Housing Authority since July of 2022. Prior to this appointment, Dr. Batey served as the Director of Housing & Neighborhood Development for the Wyoming Community Development Authority since October of 2016 where he directly administered the State of Wyoming's Low-Income Housing Tax Credit (LIHTC) program, in addition to all the state's major formula grants from the US Department of Housing and Urban Development (HUD).

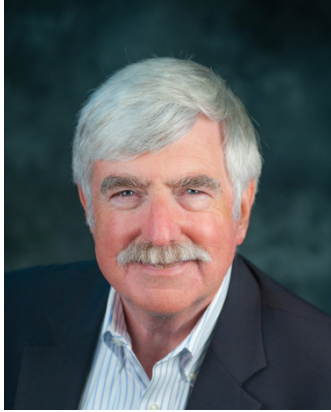
Dr. Batey has over 20 years of experience in the areas of community & economic development, affordable housing, urban planning, state/local government administration, and high-level policy analysis. His professional experience prior to Wyoming includes executive-level positions with the Town of Parker, Colorado and the Pueblo (CO) Urban Renewal Authority. Dr. Batey has also served with the State of Colorado Governor's Office, the Palm Beach County (FL) Department of Housing and Community Development, and the Broward County (FL) Housing Finance and Community Development Division.

John received his Bachelor of Arts degree in Political Science from the University of Colorado at Boulder. He also holds a Master of Arts degree in Political Science (with a minor in Public Administration) and a Ph.D. in Comparative Studies, both from Florida Atlantic University in Boca Raton, Florida. Dr. Batey is a long-standing member of the Urban Land Institute, where he has served on the Redevelopment and Re-Use Product Council since 2013. He is a certified planner with the American Institute of Certified Planners (AICP) and is also certified as a Housing Development Finance Professional (HDFP) with the National Development Council. A native of Southern Colorado, John now resides in Leland, North Carolina with his wife and two children.



Geoff Koski
President & Owner
KB Advisory Group
Atlanta, GA

Geoff Koski KB Advisory Group President + Owner Geoff Koski leads KB Advisory Group, a 10-person Atlanta-based real estate and economic development consulting firm. Geoff has 20 years of experience researching, analyzing, and reporting on real estate and community development trends across the U.S. His expertise facilitates clients' wide-ranging real estate and economic development advisory needs. Geoff's work focuses on identifying real estate development opportunities and their economic impacts in the context of a variety of land uses and locations - from large area master plans to site-specific visions including residential, commercial, and mixed-use projects. Geoff often assists public and private sector clients in maximizing the value of their real estate and development opportunities, including helping Georgia cities create and use Tax Allocation Districts (TADs), Georgia's version of Tax Increment Financing. His teams complete dozens of assignments annually that lead to crucial development implementation strategies and tactics for cities, counties, community improvement districts, and private developers throughout the Southeast. Geoff is a leading local expert on the supply and demand of housing and real estate in the Atlanta region. He is frequently cited in the press and at professional events as a prominent subject matter specialist and participates as the market analyst on prestigious Urban Land Institute (ULI) Advisory Service Panels in throughout the nation. Geoff's professional affiliations include a full ULI membership and a spot on ULI Atlanta's Advisory Board and Livable Community Council. He is an alum of ULI Atlanta's Center for Leadership (2016) as well as the Atlanta Regional Commission's (ARC) Regional Leadership Institute (2021). Additionally, Geoff is a former board chair of the Atlanta chapter of the Congress for the New Urbanism (CNU) and former commissioner for the City of Decatur, Georgia Historic Preservation Commission. Some of Geoff's personal career achievements include leading early planning efforts for many successful developments and redevelopments around the Southeast. Personal favorites include the Turner Field, now GSU Stadium, area revisioning, as well as the creation of the new portion of Alpharetta, Georgia's new downtown area, and the creation and evolution of Sugar Hill, Georgia's downtown area in Gwinnett County. His biggest highlight was playing a leading role in the creation of the Westside Atlanta Land Use Action Plan in 2016. When he's not working, Geoff enjoys spending time with his family (including his dogs) in the North Georgia mountains and at Lake Burton. He is also a proud supporter of the 2018 MLS Cup Champions, Atlanta United.



William G. Lashbrook III (Bill)
Hopewell, NJ

In 2020, Bill retired from PNC Bank, completing a 47-year banking career with the last 35 years in Commercial Real Estate. He began his career in 1973 at The Bank of New York. In 1993, he joined MidLantic Bank as the Real Estate Credit Officer and retained that role after that bank's merger with PNC in 1997. After joining PNC, Bill held various roles including providing customers with debt and equity capital for real estate investment and acquisition integration. After 2008, he added internal bank risk management and regulatory risk capital reporting for commercial real estate.

In 2018, Bill led industry groups that successfully corrected, via Congressional statute, a 2015 U. S. regulatory capital scheme that impacted all U.S. banks. That regulation mismatched a capital surcharge requirement relative to the actual risk period on bank commercial real estate development lending, increasing industry costs. The statute aligned the CRE surcharge with existing bank management and regulatory risk examination practices, freeing up billions of industry capital to support other types of lending.

Bill has been a ULI member since 1998. In 2004, he arranged ULI's first sustainability discussion at the 2004 Fall meeting. Titled "It's Green and it Works", this panel session played to a full house. Bill went on to become a founding member of ULI's Climate, Land Use and Energy (CLUE) committee, a predecessor to the ULI Center for Sustainability and Economic Performance. He has served on 11 Advisory Services Panels, including ULI's first panel focused on sustainability factors in Biloxi, MS in 2008 and the first panel dealing with equitable economic opportunity in Rochester's Bull's Head area in 2021.

In July 2019, Bill was a member of the ULI Panel advising property owners and District agencies on the implementation of Washington D.C.'s energy efficiency and sustainability statute. He was also a member of ULI's "After Sandy" Advisory Panel that highlighted the need for resiliency planning for the coastal NJ/NY/CT area.

At ULI, Bill has been an active member and leader in Product Councils, first in Urban Development Mixed Use Councils, then an early member of the Responsible Property Investing Council and later co-founded the Redevelopment Reuse Product Council. Bill is a Trustee of ULI, a ULI Foundation Governor and on the Board of ULI's Women's Leadership Initiative. In 2018, he completed a 2-year term as an Executive Committee Member of ULI Americas.

Bill graduated from Duke University in 1973 with a BA in Political Science and Economics. He received an MBA from Seton Hall in 1976. He resides in Hopewell, New Jersey.



Brent Martin
Managing Partner
LandDesign
Boulder, CO

Brent is a Partner in LandDesign’s Boulder office and is responsible for managing all office operations and directing design projects from conceptual planning through construction documents. With more than 25 years of experience, he has worked on a broad range of projects from large scale master planning to small site design.

Brent’s expertise lies in master planned communities and mixed-use development, setting the vision to tell the story of place and ensuring the delivery of that vision through implementation. With his foundational knowledge in landscape architecture, Brent balances the responsibilities of land stewardship, with creating enduring places that generate value for his clients and the community. He believes that working with the land grounds our places in nature, while understanding what resonates with people creates connection to both place and community. Within each of his projects, he works to tell a story that is authentic to the place and the community that lives, works, and plays within it. Brent attended Ball State University, where he received his Bachelor’s of Landscape Architecture, and is licensed in Colorado, Utah, and Washington. He has worked in nearly every office of LandDesign, which has informed his diverse skill set, and commitment to mentorship within his own office and beyond. He moved West to open the Boulder office of LandDesign in 2017, after nearly a decade in the DC office.



Ann Chambers Taylor
Director of Engagement
Central Houston
Houston, TX

Ann guides vision, direction, and execution of organization brands, communications, marketing, and public affairs initiatives. She is responsible for brand alignment and stakeholder engagement at Central Houston and its three affiliate organizations: Downtown Houston Management District, Downtown Redevelopment Authority, and Downtown Houston Civic Improvement Inc.

Prior to joining Central Houston, Ann's consulting firm, Wide Ranging + Co., worked for Rice Management Company (RMC), steward of Rice University's \$8 billion endowment. She served as Marketing + Communications Strategy Lead for Ion District, a 16-acre innovation district in Midtown, Houston, with RMC as owner/developer.

As Senior Vice President for Midway, she directed branding, public relations, and community engagement to launch East River, a 150-acre urban waterfront redevelopment project less than one mile from downtown Houston. While at Midway, she also sourced and managed creative agencies in New York, Charleston, Chicago, and Houston to develop brand architecture, identity, messaging, and data-driven marketing campaigns.

Ann was ULI Houston and San Antonio Executive Director. A ULI technical assistance panel originated the Downtown Living Initiative tax incentive program, which doubled the residential population of downtown Houston. Ann served as spokesperson, author, and local liaison on other initiatives and expert panels, including downtown park development, affordable housing, and disaster recovery following Hurricane Ike. She is on the board of the Astrodome Conservancy, an organization inspired by the national ULI Advisory panel on repurposing the Astrodome.



Tamela Thornton
Executive Director
Urban Land Institute, Dallas-Fort Worth District Council
Dallas, TX

Tamela Thornton is the Executive Director of the Urban Land Institute Dallas-Fort Worth District Council. She leads the 1400-member Council's business and policy strategy, providing CRE thought leadership to the market. Formerly she was a Partner with ESmith Legacy Holdings, LLC., a real estate solutions firm, managing E Smith Communities, which focused on the acquisition/development of catalytic assets to help change the trajectory of urban communities. She has over 30 years of industry experience, including retail development, brokerage, and market/financial feasibility analysis. Her unique skillset evolved from work with Starbucks Coffee Company and PepsiCo / YUM Brands, as well as economic impact and financial feasibility consulting for public agencies and private developers. She has extensive knowledge of many domestic cities, as well as international markets in Asia, South Africa, Latin American and the Caribbean.

Ms. Thornton holds Bachelor's and Master's degrees in Regional Science from the University of Pennsylvania. She is on the Advisory Boards of the Trust for Public Land (North Texas Area), and the Dallas Zoo, and the Heritage Giving Circle.



Ross Tilghman
Tilghman Group
Seattle, WA

A transportation planning consultant with his own practice, the Tilghman Group, Ross Tilghman creates transportation plans for a wide variety of land uses to fit their environmental, historical, and cultural settings. He brings 37 years of experience, including serving as executive director of a downtown business improvement district.

Tilghman develops circulation and parking solutions for parks, zoos, recreation areas, special event facilities, mixed-use projects, downtowns, and historic districts. His approach emphasizes careful observation of how people use transportation, abiding respect for the setting, and a clear understanding of the client's objectives. Services include transportation master plans, parking management plans, parking revenue projections, and development strategies for governmental, not-for-profit, and private sector clients facing land use challenges. Ross also serves as an expert witness on contested land use/transportation projects in Washington state.

Ross is a full member of the Urban Land Institute, regularly participating on advisory panels for communities across the country and serving on ULI's Suburban Development and Redevelopment Council. He served five years on the Seattle Design Commission, including one year as Chair, reviewing public projects for design excellence. Ross recently completed twelve years of volunteer service on an advisory board to Seattle Parks and Recreation as treasurer and then president for a local rowing and sailing center.

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

ULI Panel Staff



Tom Eitler
Senior Vice President, Advisory Services
ULI – the Urban Land Institute
Washington, DC

Tom Eitler is a Senior Vice President for the Urban Land Institute, a nonprofit education and research institute that focuses on issues of land use, real estate, and urban development. Since 1947, ULI has been conducting Advisory Service Panels that provide strategic advice to communities and organizations on a wide variety of real estate, planning, and urban design and public policy subjects. Mr. Eitler manages the professional team that makes these advisory panels possible.

Mr. Eitler is an urban planner and land use professional with more than 30 years of experience in comprehensive planning, revitalization, land economics, historical preservation, transportation systems, economic development, and sustainable design. He is an expert on US zoning law, municipal codes, and urban design and government operations. He has prepared and conducted hundreds of reports on 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 was the principal author of the Urban Land Institute’s “Ten Principles for Building Healthy Places”. He has directed projects in both the public and private sector in a variety of locations throughout the United States, Europe, Middle East, Africa, 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 several local governments, 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 master’s in urban & environmental planning from the University of Virginia’s School of Architecture and three undergraduate degrees in urban studies, political science, and public administration. Mr. Eitler is a member of the American Institute of Certified Planners, the land economics society Lambda Alpha International and is a member of the Dean’s Advisory Board at the University of Virginia’s School of Architecture.

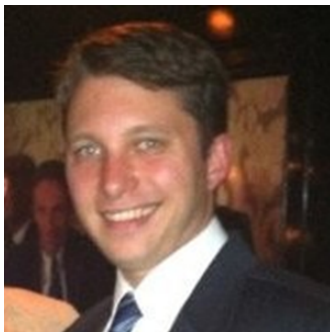


Barbra Gustis
Director, Advisory Services and Key Leaders
ULI – the Urban Land Institute
Philadelphia, PA

Barbra began working with the ULI advisory services team in 2022, with a focus on managing the logistics and budgets for the panel programs. She launched her career training with Walt Disney World and Hyatt Hotels, then moved onto various roles in event and convention planning, exhibition sales, and educational programming and development with the American Association of Colleges of Pharmacy and Destinations

International.

With over 20 years of experience in the business of meetings industry, she brings her logistician and leadership skills to each program and event executed. Having a strong interest in travel and people connecting in meaningful ways, she can leverage her career using her passions. A Peloton cycling enthusiast, she also belongs to outdoor road cycling clubs, enjoys golfing, hiking, snowboarding, spending time with family and friends, and experimenting with new cooking recipes at home. Barbra is credentialed as a Certified Meeting Professional (CMP), and holds undergrad and graduate degrees from East Stroudsburg University, East Stroudsburg, PA.



Matt Brandon
MBA Candidate, Class of 2023
University of Virginia Darden School of Business
Charlottesville, VA

Matt Brandon is a second year MBA student in the full-time program at the University of Virginia's Darden School of Business. In addition to the core curriculum, he has taken several real estate classes both within the MBA program as well as in the University of Virginia's School of Architecture with a focus on real estate financing and development. Matt is actively involved in several clubs at Darden and serves as a board member for the Real Estate Club and the Darden Military Association. For his MBA internship, Matt worked on the Investment Management team at Stream Realty Partners in Dallas, TX, and will be returning in a full-time capacity upon graduation. Prior to attending business school, Matt worked in the investment management industry, first for SCS Financial Services, a multi-family office located in Boston, MA, and most recently for Harvard Management Company, the entity responsible for investing Harvard University's endowment.

Matt received an AB in Government from Dartmouth College. Prior to attending college, Matt served in the United States Air Force. In addition to being a member of the Urban Land Institute, Matt is a member of Iraq and Afghanistan Veterans of America.