

Christopher A. Coes

EXECUTIVE SUMMARY

Senior executive with 13+ years of proven leadership, advocacy and fundraising experience. Nationally recognized leader in equitable land use and development, transportation, environment, coalition building, policy development and innovation with a history of getting results. Author of series of reports and publications, including a 2018 national opportunity zone report to help investors and local policymakers identify where to prioritize public private investment and policy interventions to deliver positive economic, environmental, and social returns.

WORK EXPERIENCE

George Washington University, Washington, DC

Professor, School of Business

January 2020 – Present

- Teach Walkable Urban Development, Strategy and Place Management classes to graduate students.

Smart Growth America, Washington, DC

Vice President, Land Use and Development

August 2018 – Present

- Lead newly created Land Use and Development team including 8 employees, five programs; and currently developing long-term strategic plan and performance-based annual budget to further Smart Growth America's thought leadership, advocacy and technical assistance on responsible and inclusive land use and development.
- Co-authored the LOCUS National Opportunity Zone Ranking report which identifies Opportunity Zones best positioned to bring positive social, environmental, and economic returns while also making policy recommendations to ensure that development results in more walkable places that are healthy, prosperous, equitable and resilient.
- Managed the development of the LOCUS Opportunity Zone Navigator and Equitable Investment Atlas which provides interactive mapping tools that allows users to gain a better understanding of the economic, environmental, social vulnerability, demographic, housing, and infrastructure characteristics of each Opportunity Zone.
- Serve as organization's thought leader to Congress, Federal agencies, State and local governments, and philanthropic organizations on equitable land use and development policy, and provide technical advice on preserving affordable housing, accelerating private investment in local businesses and improving transit access.
- Co-founded and leads for-profit consulting firm with nationally recognized expertise in walkable urban real estate development and innovative financing. Services provided includes: real estate advisory services, NEPA, deal match-making, federal TOD Financing, land development, government relations, strategic engagement, infrastructure financing, and anti-displacement strategies.
- Assists CEO/President with management of organizational operations, including serving as acting CEO in their absence and engaging with Board of Directors to provide periodic updates and obtain project and initiative approvals.

Vice President for Real Estate Policy and External Affairs

Sept. 2016 – September 2018

- Worked with CEO/President to translate the organization's vision into a national advocacy strategy with clear objectives and benchmarks, including overseeing its federal affairs operation and its real estate programs including LOCUS: Responsible Real Estate Developers and Investors and the National Brownfield Coalition with an annual budget of \$900,000, staff of five employees and 3 consultants.
- Co-created and led First and Main, a national coalition of local elected officials from small and mid-sized American towns and cities dedicated to protecting and improving a range of federal government programs that support local economic and community development.

- Served as program advisor to the Department of Transportation LadderSTEP Transportation Empowerment Pilot that provided technical assistance to cities and convene public and private stakeholders to advance game-changing community revitalization and economic projects related to transportation projects.
- Led the development of a proprietary social equity analysis and community engagement model and national technical assistance program to equip communities with tools, skills and knowledge to develop sustainable strategies that balance the demand for great walkable urban places with the need for jobs, housing, open space, diverse business opportunities, and transportation that is attainable and accessible to all.
- Crafted and implemented successful advocacy national campaign that resulted in new funding for transit-oriented development, brownfield cleanup and new local infrastructure and active transportation financing in the recent federal transportation (FAST Act) and brownfield reauthorization legislation (BUILD Act).
- Served as technical expert for Members of Congress and their staff, including testifying before US Senate EPW committee on the importance of public and private collaboration to accelerate investment in infrastructure, equitable redevelopment and attainable housing near public transportation.

Founding Director, LOCUS

November 2010 – Present

- Oversee and coordinate coalition’s activities which has expanded the coalition national steering committee from 8 founder (non-paid) members to twenty-four (paid) members and its developer advocate list from 800 members to over 21,000 members; and increased its annual budget from \$100,000 to \$800,000 within five years.
- Created the annual LOCUS Federal Financing Toolkit, which provides an overview and analysis of over 90 federal financing programs designed to help real estate developers and investors as well as local elected officials, achieve their respective economic development goals.
- Created national program designed to connect local elected officials and communities with real estate developers and investors to create more models of walkable, sustainable developments on the ground. This program has facilitated over \$1 billion in smart growth deals.
- Led the coalition’s advocacy and policy work that has successfully resulted in an increase of direct funding and financing to smart growth real estate projects, streamlining federal, state, and local regulations to better support walkable, sustainable development; reforming housing and tax programs to eliminate waste and provide greater housing and transportation options for all Americans, and defending programs that support urban community revitalization, transit-oriented development, and affordable housing opportunities.
- Garnered bipartisan political support from key stakeholders such as national corporations, government agencies, and policy organizations, including launching “Conservatives for Smart Growth” – a national network of pro-smart growth conservatives in 2013.
- Served as an industry and technical expert on smart growth, real estate and equitable development, including serving as a frequent speaker at the Atlantic, National Association of Realtors, National Housing Conference, New Partners for Smart Growth, and Urban Land Institute conferences

Transportation for America, Washington, DC

Senior Campaign Advisor (Consultant)

July 2010 – December 2010

- Served as chief advisor to T4America Campaign and senior staff on overall campaign and legislative strategy.
- Advised and guided the campaign’s major policy statements and national constituency outreach strategies.
- Represented T4America before Congress, the Administration, and other industry associations and organizations.

Deputy Director (Consultant)

May 2008 – June 2010

- Managed and supervised coalition day-to-day operations with an annual budget over \$2 million and staff of 20.
- Designed and implemented T4America’s national campaign plan and major policy initiatives.
- Devised and implemented the congressional caucus outreach plan targeting the CBC, CHC, and Blue

Dogs.

- Wrote policy and political memos, congressional testimony, press statements and speeches on key campaign priorities.

M+R Strategic Services, Washington, DC

Consultant, Government Affairs + Campaigns

May 2009 – December 2010

- Designed and implemented strategic and legislative campaign plans for major issue advocacy organizations, such as Save Darfur, SEIU, AmericaSpeaks, and T4America.
- Built and worked with diverse coalitions and groups to promote clients' public policy and political agendas.
- Lobbied key members of Congress and congressional staff to launch a new pilot program to study the linkage between training and quality of service among K-12 food service workers. Assisted in legislative language development, which was successfully included in the House FY11 Agriculture Appropriations Bill.
- Developed and implemented clients' grassroots field programs, including managing Pew Food Safety field program in 5 states -NV, OH, NH, MT, and NC which resulted the in final passage of the Food Safety Act of 2010

Senior Associate, Government Affairs

May 2008 – June 2009

- Managed corporate relationships with multiple large national, progressive non-profit clients.
- Managed government relations' functions for a variety of clients including monitoring, analyzing and reporting on issues – climate, energy, transportation, and labor, authoring and editing legislative correspondence, strategy memos, and congressional testimony.
- Organized Hill meetings, small and large-scale lobby days, congressional briefings, and receptions to promote client's core issues.

EDUCATION & TRAINING

St. John's University, Queens, New York

M.A., Government & Politics

May 2006

Minor: International Relations; Certificate in Public Administration

St. John's University, Queens, New York

B.A., Government & Politics

May 2005

Honors: McNair Scholar (2004-2005); President's Society (2004-2005); Pi Sigma Alpha Honor Society (2005)

Wrote McNair Thesis: "A Comparative Study of Crisis Management in the Post 9/11 American Foreign Policy"

PROFESSIONAL AFFILIATIONS & HONORS

Urban Land Institute, TOD Product Council, Member

August 2017 – Present

Urban Land Institute, Member

December 2011 – Present

Real Estate Executive Council, Member

May 2016 – Present

African American Real Estate Professionals, Board of Directors & Treasurer

December 2014 - Present

Emerging Leader Award, AAREP DC, Washington, DC

November 2014