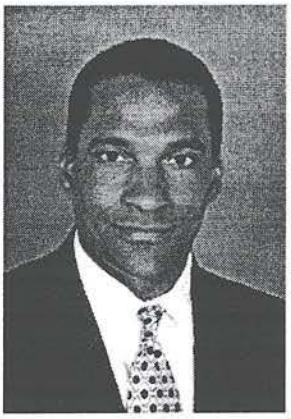
Paul Brailsford



Paul Brailsford is co-founder and CEO of Brailsford & Dunlavey, a firm that provides facility planning and project management services for the development of revenue generating "quality of life" facilities for independent school, higher education, and municipal clients. "Quality of life" facilities include student housing, campus unions, recreation centers and intercollegiate athletic facilities for independent schools and universities as well as community recreation facilities and stadiums and arenas for municipally based clients.

Mr. Brailsford started his career as a real estate economist specializing in urban mixed-use, hotel, resort and residential projects. Approximately 18 years ago, Mr. Brailsford turned his focus toward facility planning within the non-profit sector. Applying a market driven approach to the development of auxiliary facilities such as student housing, campus unions and recreation and intercollegiate sports and professional sports facilities, Mr. Brailsford developed a national reputation as an innovator in the application of market and financial analysis to the programming and development of such facilities.

A strategic planning and implementation oriented approach has led to approximately 90% of Brailsford & Dunlavey planned projects being approved and funded. Since its inception nine years ago, Brailsford & Dunlavey has planned almost 400 projects in 46 states and one foreign country with an aggregate project value exceeding $6 billion. The firm has worked on over 150 college and university campuses. Notable higher education clients include the University of Maryland, University of North Carolina, Duke University, Dartmouth College, University of Houston, Johns Hopkins University, Columbia University, The University of Pennsylvania, Howard University, Ohio State University, University of Illinois and the University of Miami.

Known for his unique quantitative approaches, he has shared his experiences and ideas through a number of seminars and articles in recent years. He has presented on various topics at national conferences and symposiums including Society of College & University Planners (4 times), Harvard Graduate School of Design (9 times), National Association of College & University Business Officers (6 times), Athletic Business conference (16 times), National Intramural Recreational Sports Association (4 times), National Association of Collegiate Auxiliary Services (3 times), Association of College & University Housing Officers – International (5 times) as well as the Council for Urban Economic Development. Many generally accepted facility planning guidelines and standards are based on Mr. Brailsford's research that has been presented at seminars and conferences.

Mr. Brailsford holds a BA in economics from the University of Maryland.

ZONING COMMISSION
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EXHIBIT NO.41