Alvin R. McNeal
President
TMG The McNeal Group
4705 Blagden Terrace, NW
Washington, DC 20011
Telephone: (202) 722-1241
Cell: (202) 203-8977
E-mail: amcjdj1947@aol.com

Key Qualifications:

Mr. McNeal specializes in land use planning and real estate development. He has extensive experience in real estate feasibility, negotiations, asset management, highest and best use analyses, value capture, public/private partnerships and transit-oriented development. He possesses further expertise in real property transactions, strategic assessments of real estate assets and inner city redevelopment. He has managed the successful completion of several development projects in Washington, DC, Maryland and Virginia. At WMATA, he was responsible for managing its public/private development program, including developing offering documents, evaluating and selecting development proposals, coordinating development projects with local officials in entitlement matters and securing the support of elected officials and community residents for proposed development projects. He is now a land use, planning and real estate development consultant to private landowners, public agencies and others.

Education:

North Carolina Central University, Bachelor's Degree (Urban Geography and Biology)
University of Cincinnati, Master's Degree (Urban Geography and Planning)
Additional Post-Graduate Studies in management, development financing, real estate negotiations, and real estate asset management.

Experience Record:

1989 – 2003: **Washington Metropolitan Area Transit Authority, Washington, DC**
Manager for Property Planning and Development

ZONING COMMISSION
District of Columbia
Case 03-16
Exhibit 118
ZONING COMMISSION
District of Columbia
CASE NO.03-16
EXHIBIT NO.118

- Managed WMATA's unique and highly successful public/private development program, establishing it as a model of "transit-oriented development." The program encompasses 60 projects, valued at over $4 billion. During Mr. McNeal's tenure, 45 development projects, valued at over $3.0 billion, were closed. These projects are located in the District of Columbia, Maryland and Virginia. The projects have added 50,000 new daily riders to WMATA's Metrorail and bus systems, along with creating 35,000 primary jobs and several million dollars to the local tax base. The projects have demonstrated that more compact developments at Metrorail stations can provide housing choices, diverse living areas and create financial returns for transit agencies, developers and the public.

1975 – 1989: **District of Columbia Office of Planning, Washington, DC**
Manager of Strategic Land Use Planning

- Directed the development and completion of the District's first Comprehensive Land Use Plan under Home Rule.
- Negotiated the approval of the various land use plan elements with the District of Columbia City Council, the Federal Planning Commission, Congressional offices and community organizations.
- Managed the preparation of staff reports to the District of Columbia Zoning Commission.
- Directed multiple land use, zoning, historic preservation, housing and development feasibility plans and studies.
- Served as the Mayor's representative to the National Capital Planning Commission, the Year 2020 Panel to the Chesapeake Bay Executive Council and Northeast Corridor Task Force.

1972 – 1975: **Maryland National Capital Parks and Planning Commission, Upper Marlboro, MD**
Principal Land Use and Development Planner

- Managed staff in the preparation of several land use plans, zoning analyses and transit impact studies.

1969 – 1972: **Prince Georges County Government, Upper Marlboro, MD**
Senior Land Use Planner

- Served as the land use planner on the County's Urban Renewal staff.
- Prepared land use, housing, transportation and development plans and strategies for upgrading deteriorating and economically challenged communities.

Consultant and Peer Advisor: Selected by the Federal Transit Administration of the United States Department of Transportation to serve as an expert on transit-oriented development to public transit agencies. Work involved on-site visits, sharing joint development experiences, serving as a resource to address specific transit-oriented development issues, and providing consultant services on marketing specific sites to private and public entities. The following specific services were provided:

- **Atlanta**: Assisted MARTA in refining its public/private real estate development program, defining appropriate value capturing and enhancement approaches and marketing strategies for its real estate portfolio, developing the contents of developer solicitations, and designing proposal evaluation criteria. (2000)
- **Puerto Rico**: Assisted the transit agency in the creation of its public/private real estate development program, recommending approaches, which could be used to attract the most suitable development to stations along its light rail system. (1996)
- **Dallas**: Assisted DRAIL in developing a strategy to market its real property, and recommending value enhancement techniques, which could be used to fully capitalize on the agency's real property assets. (1999-2000)
- **Miami**: Provided extensive input on the preparation of development profiles for each of its transit stations, reviewing and evaluating a draft development solicitation, and provided guidance on marketing strategy and proposal evaluation criteria. (1998)
- **Salt Lake City**: Provided guidance on real property acquisitions for the new light rail system being planned for the 2002 Olympics and assisted in identifying joint development opportunities. (1998)
- **Charlotte, North Carolina**: Advised the transit agency on the location of future rail stations to ensure maximum opportunities for Transit-oriented development. (1999)
- **Triangle Transit Authority (Raleigh, Durham and Chapel Hill, North Carolina)**: Provided recommendations on how the new light rail system could be designed to capitalize on future development opportunities.

Professional Affiliations

Member, Urban Land Institute, 1980-Present
(Approved for Full member status in 1995; has served as a member of the Executive Committee of the Washington District Council since 2000)

Director, Washington Architectural Foundation Board

Member, Lambda Alpha Professional Land Use Society

Member, Technical Advisory Panel, University of Maryland Urban Studies and Planning Program, 1996-present

Some Recent Professional Accomplishments

Presenter, National Roundtable on "Smart Growth Policy and Practice: Linking Transportation and Land Development"
National Association of Home Builders, 3/02

Presenter, National Roundtable on "Inner Ring Suburbs: Decline and Turn Around"
The Brookings Institution, 6/02

Member, District of Columbia's Mayor's Task Force on Transit Oriented Development, 2001-03.

The Task Force was organized to develop Transit-Oriented Development policies and procedures for the District of Columbia.

Member, Prince George's County West Hyattsville Task Force, 6/03

The purpose of the Task Force was to develop a model TOD approach for the county.

National Panelist, National Transit Institute, Rutgers University, 2000-present

The panel meets annually to develop the contents of a course entitled "Coordinating Transportation and Land Use" – to be used for training transit professionals in all phases of transit oriented development, 2000-2004.

Member, Urban Land Institute National Advisory Panels, 1993-2003

Participated in the panel deliberations and wrote the implementation chapters for the following ULI publications:

Long Beach, California: "An Evaluation of Revitalization Opportunities and Strategies for the Long Beach Boulevard Corridor", 2/93.

Saint Louis, Missouri: "Strategies for Optimizing Community and Economic Development Benefits of Metro link at the Wellston, Delmar and East Riverfront Station Areas", 9/95.

Phoenix, Arizona: "Light Rail: Economic development Along the Planned Light rail Line", 12/01.

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Selected Articles and Publications

Mr. McNeal has written many articles on public/private development issues for national and local publications, including:

"Metro Makes Its Mark", Urban Land, 9/99.

"Building Around Transit" (with Roslyn Doggett) Urban Land, 7/96.
Washington on Foot, a series of neighborhood walking tours published by the Smithsonian Institution. (Co-author of 1992 and 2004 editions)

He has also made numerous presentations to local and national conferences on Land Use Planning, Transit-Oriented Development and Public Private/Partnerships.

Other

Has served as a part-time instructor in planning and development at the University of Virginia (1978-1994).

References Upon Request