

Peter W. Smith, Principal

HIGHLIGHTS of QUALIFICATIONS

Ability to identify, acquire and successfully develop properties in overlooked residential markets.

Use innovative public financing techniques.

Focus on transit oriented developments and smart growth development programs

Skilled at earning trust from community leaders, lenders, neighbors, sellers and all parties in development process

Hold vision and attention to details for large-scale developments-in quality of design, construction, market amenities, and successful financial performance

EDUCATION

Harvard University, Cambridge, MA, 1975 -1977

JFK School of Government, MPA

Amherst College, Amherst, MA, 1969 -1973

BA. Magna Cum Laude

PROFESSIONAL EXPERIENCE

Oxbow Partners

Managing Member with Kevin Maguire, 2006 to present

Peter Smith Associates, Boston, MA

Principal, 2005 to Current

Development:

Developer of 16 all affordable homeownership units in Wayland, MA. Development completed and noted for innovative smart, green, affordable features.

Development Consultant:

Lead the development of \$12 million High Rock Homes Development. Specializing in property acquisition and providing mixed income housing and development consulting services for housing authorities, for-profit and non-profit developers. Clients include Needham Housing Authority, the Cambridge Housing Authority, the Wellesley Housing Authority, the Brookline Housing Authority, the Housing Corporation of Arlington, New England Deaconess, the Lincoln Foundation, Needham Housing Authority, the Massachusetts Housing Partnership, Citizen's Energy, the Cambridge Housing Authority, The Beacon Companies, and others.

The Beacon Companies, Boston, MA

Director of Acquisitions/Development Director, 1998 - 2004

Responsible for finding, permitting, financing and developing market and mixed income residential properties (80- 192 units) in Abington, Brockton, Springfield, New Haven, Marshfield and Haverhill. Hands on experience with Historic Tax Credits, State and Federal Low Income Tax Credits, Chapter 40B zoning relief, financing with MassHousing, Mass Housing Partnership and Lend Lease, equity syndication with MHIC and others, HOME funds and other funding sources. Responsibilities also included preservation deals in Springfield (347 units) and Worcester (163 units) that required renovation and financial restructuring with new equity and debt financing.

Independent Consultant, Boston, MA

1997-1998

Primarily worked with Byrne McKinney & Associates, Inc. on development counseling and market studies for private large scale residential developments, a graduate school housing development at MIT, the Provincetown pier expansion and other development projects.

MA Department of Environmental Management

Deputy Commissioner, 1992-1997

Managed all planning, acquisition, development and construction services for over 200 facilities in a 280,000 + acre state park system. Major projects at Walden Pond, Harbor Islands and Mt. Greylock. Managed over 80 staff. Responsible for \$28 million capital budget and oversight of many statewide environmental programs including dredging, dam safety, watershed planning, Historic Curatorship and others

The Cottonwood Company, Boston, MA

General Partner, 1980-1992

Acquired, financed, managed, obtained zoning approvals, syndicated and completed other required tasks for over 30 smaller multifamily developments. Co-developer of Urban Land Institute award winning Battle Road Farm, a 120 unit mixed-income condominium development in Lincoln, MA. Served as development consultant to the Department of Housing and Community Development, the Mass Housing Partnership, the Boston Housing Authority, the towns of Lexington, Harvard, and many others.

The Massachusetts Housing Finance Agency, Boston, MA

Special Assistant to the Executive Director, 1977-1980

Developed new business- major focus on the Neighborhood Strategy Area Program in 21 Massachusetts cities and towns.

AFFILIATIONS

Governor Deval Patrick Apointee to the MassHousing Advisory Board,

Licensed Real Estate Broker,

Commonwealth of MA.

Citizens Housing and Planning Association (CHAPA),

Member, Smart Growth and Chapter 40B Committees

Counselors of Real Estate,

Past President of the New England Chapter

Historic Massachusetts (now Preservation Mass),

Past President of the Board

Schooner Ernestina Commission,

Governor Weld's appointee (former)

Durand Commission on Historic Preservation,

former Commission Member

Urban Land Institute (ULI),

Member

Dedham Land Trust,

Board member