



## Peter Smirniotopoulos

### *Curriculum Vitae*

Founder & principal

[petersgroup consulting](#)

703.969.6272

[smirn@msn.com](mailto:smirn@msn.com)

219 Woodward Ave.

Kalamazoo, MI 49007

Visiting Assistant Professor of Practice

**A. Alfred Taubman College of  
Architecture and Urban Planning**

University of Michigan

2000 Bonisteel Boulevard

Ann Arbor, MI 48109-2069

[smirn@umich.edu](mailto:smirn@umich.edu)

Adjunct Professor

**Seattle University School of Law**

901 12th Avenue, Sullivan Hall

P.O. Box 222000

Seattle, WA 98122-1090

E-mail: [psmirniotopoulos@seattleu.edu](mailto:psmirniotopoulos@seattleu.edu)

Faculty Profile: <https://law.seattleu.edu/faculty/profiles/adjunct/peter-smirniotopoulos>

## Degrees Conferred

J.D. 1981 Georgetown University Law Center

B.A. 1978 Georgetown College, Georgetown University  
Public Administration

## Non-Degree Programs Completed

AUG 1990 Yestermorrow Design/Build School, Warren, VT

NOV 2013 *Walkable Urban Development and Place-Based Strategic Planning Seminar*  
The George Washington University School of Business, Center for Real Estate  
and Urban Analysis

## Academic Affiliations and Teaching Positions Held

NOV 2019 Visiting Assistant Professor of Practice

-- PRESENT **A. Alfred Taubman College of Architecture and Urban Planning**  
**University of Michigan, Ann Arbor**

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DEC 2018 -- PRESENT	Adjunct Professor <b>Seattle University School of Law, Seattle, Washington</b>
DEC 2014 -- MAY 2018	Adjunct Professor of Real Estate and Urbanism, <b>George Mason University, School of Business, Fairfax, Virginia</b>
DEC 2013 -- JAN 2018	Adjunct Professor of Real Estate and Urbanism, Department of Finance <b>The George Washington University School of Business, Washington, D.C.</b>
JUN 2014 -- MAR 2015	Research Director, Lead Author, and Project Manager Research study on conflicts of interest in commercial real estate transactions Center for Real Estate and Urban Analysis <b>The George Washington University School of Business, Washington, D.C.</b>
DEC 2012 -- AUG 2013	Adjunct Faculty, Masters Program in Real Estate (MPRE) <b>School of Continuing Studies, Georgetown University, Washington, D.C.</b>
AUG 1999 -- MAY 2004	Adjunct Faculty, Real Estate Program <b>School of Professional Studies, Johns Hopkins University, Washington, D.C.</b>
MAY 1998 -- AUG 1999	Guest Lecturer, Real Estate Program <b>School of Professional Studies, Johns Hopkins University, Washington, D.C.</b>
DEC 1985 -- DEC 1988	Instructor, Washington Metropolitan Area <b>Northwest Center for Professional Education, Bellevue, WA</b>

## **Assigned Courses: Summer 2020 Semester**

**Seattle University School of Law, Second Annual Summer Institute on Technology, Innovation and Entrepreneurship (SITIE), June 2020**  
<https://law.seattleu.edu/academics/programs/entrepreneurship-immersion>

*Innovating the Built Environment: How the Law Responds to Disruptive Change*

## **Assigned Courses: Winter 2020 Term**

**A. Alfred Taubman College of Architecture and Urban Planning, Graduate Certificate in Real Estate**

*Financing Real Estate Development, URP 591*

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**Assigned Courses: Summer 2019 Semester**

Seattle University School of Law, Summer Institute on Technology, Innovation and Entrepreneurship (SITIE), June 2019

*“Innovating the Built Environment: How the Law Responds to Disruptive Change”*

**Courses Currently in Development**

*“The Meaning of Place”*

*Creativity, Innovation, and Critical Thinking: A Design/Build Approach to Problem-Solving*

**Awards**

- |          |   |
|----------|---|
| SEP 2013 | 2013 Current Planning Award<br>American Planning Association, Texas Chapter<br>City of Houston Urban Case Study                     |
| MAY 2002 | 2002 <b>Apgar Urban Land Award</b> , Urban Land Institute<br><i>“The Meaning of Place,” Urban Land</i> (Vol. 60, No. 3, March 2001) |

**Publications**

**Books**

Smirniotopoulos, Peter E., **Real Estate Law: Fundamentals for The Development Process** (Routledge, NOV 2016). Routledge, an imprint of Taylor & Francis, is the world’s largest publisher of academic journals and textbooks. This title will be available for course adoptions for the Spring 2017 Semester. <https://www.routledge.com/Real-Estate-Law-Fundamentals-for-The-Development-Process/Smirniotopoulos/p/book/9781138790988>

**Book Chapters (Refereed), Selected for Publication 2017**

Smirniotopoulos, J.D., Peter E., and Dean D. Bellas, Ph.D, *“Understanding the Greek Economy: How a Small Country Has Influenced Global Financial Markets,” Handbook Of Global Financial Markets: Transformations, Dependence, And Risk Spillovers*, World Scientific Publishing (2017)

## **Book Chapters (Non-Refereed)**

*“Financing Acquisition, Development, and Construction (Chapter 3.)”*  
**Residential Development Handbook, Third Edition**, ULI Development Handbook Series, Urban Land Institute, Washington, D.C., 2004 (ISBN-10: 0-87420-918-8)  
<https://uli.bookstore.ipgbook.com/residential-development-handbook-products-9780874209181.php>

## **Academic Symposiums**

**Founder, Organizer, and Moderator**, *“SITIE Symposium: How Real Estate Responds to Disruptive Change”* **Seattle University School of Law, Summer Institute for Technology, Innovation, and Entrepreneurship (SITIE)**, July 22, 2019

**Research Problem Pitch Presenter**, *“GMU’s Campus of the Future – 50:50 by 2050: Urban Design, Walkability, Health, and Sustainability,”* and *“Sleep Good: No Rest for the Weary on the Fairfax Campus,”* **George Mason University, Inaugural Mason Multi-Disciplinary Research Symposium**, April 27, 2015

## **Professional Journals, Industry Periodicals, and Commissioned Reports**

Smirniotopoulos, Peter E. and Ryan S. Mathisen, *“DAVID v. GOLIATH: How the Replacement of a Commercial Real Estate Agent’s Common Law Duty of Undivided Loyalty with Washington State’s More-Limited Statutory Obligations Advantages Landlords to the Detriment of Commercial Tenants,”* 43 SEATTLE U. L. REV. 169 (2019). **Seattle University Law Review**, Seattle University School of Law, Seattle Washington. **SHORT TITLE:** DAVID v. GOLIATH: How Dual Agency Harms Commercial Tenants  
<https://digitalcommons.law.seattleu.edu/cgi/viewcontent.cgi?article=2633&context=sulr>

Smirniotopoulos, Peter E., **Who Represents the Tenant in Commercial Real Estate Transactions?**, Center for Real Estate and Urban Analysis, The George Washington University School of Business, Washington, D.C., March 2015,  
[https://www.academia.edu/11351622/Who\\_Represents\\_the\\_Tenant\\_in\\_Commercial\\_Leasing\\_Transactions](https://www.academia.edu/11351622/Who_Represents_the_Tenant_in_Commercial_Leasing_Transactions)

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Smirniotopoulos, Peter E., **Conflicts of Interest in Commercial Real Estate Transactions: Who Represents the Tenant?**, Center for Real Estate and Urban Analysis, The George Washington University School of Business, Washington, D.C., November 2014,

[https://www.academia.edu/9488812/Conflicts\\_of\\_Interest\\_in\\_Commercial\\_Leasing\\_Transactions\\_Who\\_Represents\\_the\\_Tenant](https://www.academia.edu/9488812/Conflicts_of_Interest_in_Commercial_Leasing_Transactions_Who_Represents_the_Tenant)

**Point Park University, Pittsburgh, Pennsylvania: Creating a Campus Neighborhood**, Section Author, ULI Point Park University Advisory Services Panel Report, Urban Land Institute, Washington, D.C., Spring 2008

*“Walking the Walk: The public sector leads by example with pioneering projects that exhibit smart growth,”* **Journal of Housing and Community Development**, National Association of Housing and Redevelopment Officials, Washington, D.C., November/December 2003

*“Matriculation Reloaded: University town centers can fuel local economies,”* **Urban Land**, Urban Land Institute, Washington, D.C., Vol. 62, No. 10, October 2003,

[https://www.academia.edu/10364539/Matriculation\\_Reloaded\\_University\\_town\\_centers\\_can\\_fuel\\_local\\_economies](https://www.academia.edu/10364539/Matriculation_Reloaded_University_town_centers_can_fuel_local_economies)

*“Housing Echo Boomers: Student housing is revitalizing surrounding neighborhoods,”* **Urban Land**, Urban Land Institute, Washington, D.C., Vol. 62, No. 10, October 2003

*“Smart Growth and Affordable Housing in the United States: An uneasy romance,”* **Canadian Housing**, Vol. 20, No. 2, Fall 2003

**A Master Planning Process for Downtown**, Editor, ULI Birmingham City Center Advisory Services Panel Report, Urban Land Institute, Washington, D.C., November 2002

*“Viewpoint: What the 2000 Census says about sprawl and the future of American cities,”* **Planning**, American Planning Association, Vol. 68, No. 10, October 2003

**Engaging the Private Sector in HOPE VI**, Contributing Editor, an Urban Land Institute Report Commissioned by the U.S. Department of Housing and Urban Development, Urban Land Institute, Washington, D.C., May 2002

**A Reuse Program**, Editor, ULI Homestead Air Reserve Base Advisory Services Panel Report, Urban Land Institute, Washington, D.C., May 2002

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*“Valuing the Public Sector’s Contribution to Public/Private Partnerships: The HOPE VI experience,”* **HOPE VI Developments**, U.S. Department of Housing and Urban Development, Washington, D.C., Vol. 50, February 7, 2002

*“Transforming More Than Just Public Housing,”* **Multifamily Trends**, Urban Land Institute, Washington, D.C., Vol. 4, No. 4, Fall Meeting Issue 2001

*“The Meaning of Place,”* **Urban Land**, Urban Land Institute, Washington, D.C., Vol. 60, No. 3, March 2001.<sup>1</sup> [http://uli.org/wp-content/uploads/ULI-Documents/2001\\_MeaningPlace.pdf](http://uli.org/wp-content/uploads/ULI-Documents/2001_MeaningPlace.pdf)

*“Maximizing Opportunity: New Smart Growth Strategies for the Atlanta Region,”* **Urban Land**, Urban Land Institute, Washington, D.C., Vol. 59, No. 11, November/December 2000.

**Evaluation of the Residential Communities Initiative (RCI) Program and Recommendations for a Long-Range Conceptual Plan**, Section Author, ULI Ft. Meade RCI Advisory Services Panel Report, Urban Land Institute, Washington, D.C., Spring 2001

**Regional Economic Development for Hartsfield International Airport and Vicinity**, Section Author, ULI Hartsfield Atlanta International Airport Advisory Services Panel Report, Urban Land Institute, Washington, D.C., November 2000

*“Demystifying Asset Management: A Guide of LHAs,”* **Journal of Housing and Community Development**, National Association of Housing and Redevelopment Officials, Washington, D.C., September/October 1999

**A Strategy for Community Revitalization of the Northeast Neighborhood**, Section Author, ULI Northeast Kansas City, Kansas Advisory Services Panel Report, Urban Land Institute, Washington, D.C., July 1999

*“Alternative Approaches to Public Housing,”* **Journal of Housing and Community Development**, National Association of Housing and Redevelopment Officials, Washington, D.C., July/August 1996

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<sup>1</sup> *“The Meaning of Place”* received the Urban Land Institute’s 2002 **Apgar Urban Land Award** as the article published in *Urban Land* in 2001 judged to best contribute to the principles of excellence in land use, development, and management in the development process, as reflected in the Urban Land Institute’s mission to provide responsible leadership in the use of land in order to enhance the total environment.

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*“Uncommon Architecture for Commonplace Buildings,”* **Investment Properties International**, Merk Publishing Company, New Haven, CT, November/December 1989

*“Letters of Intent: More Than a Gentleman’s Handshake?”* **Commercial Investment Real Estate Journal**, CCIM Institute, Chicago, IL, Winter 1989

## Conference Presentations

### Invited Industry Presentations

- OCT 2009     *“Workforce Housing in Washington D.C.,”* Moderator, **ULI Young Leaders Group**, Urban Land Institute, ULI Headquarters, Washington, D.C., October 28, 2009
- MAR 2009     *“Battle of the Best Ideas,”* Moderator, **Developing Resort Communities: Finding Your New Frontiers**, ULI Global Real Estate Conference, The Omni at Championsgate, Orlando, FL, March 3, 2009
- FEB 2008     *“Resort Worker Housing,”* Panel Member, **Developing Resort, Second Home, and Golf Course Communities**, Annual ULI Conference, Arizona Grand Resort, Phoenix, AZ, February 26, 2008
- OCT 2007     *“Presentation of ULI Advisory Services Panel Recommendations,”* Panel Member, **ULI Point Park University Advisory Services Panel**, Urban Land Institute, George White Theater, Pittsburgh, PA, October 5, 2007
- OCT 2003     *“In-Fill Development: What Doesn’t Kill You Will Make Your Project Stronger,”* **Building a Stronger America through Housing, Economic and Community Development**, National Association of Housing and Redevelopment Officials (NAHRO) National Conference and Exhibition, Adam’s Mark Hotel and Conference Center, Dallas, TX, October 20, 2003
- JUN 2003     *“Defining the Workforce Housing Challenge,”* ULI Washington, District of Columbia, Johns Hopkins Business, and Fannie Mae Conference, **The District of Columbia’s Workforce Housing Challenge**, Washington Convention Center, Washington, D.C., June 4, 2003

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- MAY 2003      *“Creating Workforce Housing in Washington, D.C.: Inclusionary Zoning as a Public Policy Tool,”* Johns Hopkins University Real Estate Program, presentation of research findings from graduate seminar in housing policy to the ULI District Council’s Workforce Housing Committee, Johns Hopkins University’s Washington Convention Center, Washington, D.C., May 21, 2003
- OCT 2002      *“The Need for Workforce Housing in the District of Columbia: Defining the Problem,”* **ULI Washington District Council Workforce Housing Advisory Group**, Bank of America, Washington, D.C., October 24, 2002
- MAY 2002      *“Presentation of ULI Advisory Services Panel Recommendations,”* Panel Chair, **ULI Birmingham City Center Advisory Services Panel**, Urban Land Institute, Birmingham Library, Birmingham, AL, May 10, 2002
- SEP 2001      *“Presentation of ULI Advisory Services Panel Recommendations,”* Panel Chair, **ULI Homestead Air Reserve Base Advisory Services Panel**, Urban Land Institute, South Dade Government Center Library, Cutler Ridge, FL, September 14, 2002
- JAN 2001      *“Privatization of Military Housing: A New Vision for Ft. George G. Meade,”* Briefing Team Member, ULI Advisory Services Panel Special Department of Defense Briefing, **ULI Ft. Meade RCI Advisory Services Panel Recommendations**, Department of the Army, Pentagon, Arlington, VA
- NOV 2000      *“Presentation of ULI Hartsfield Atlanta International Airport Advisory Services Panel Recommendations,”* Panel Member and Featured Guest Speaker, **Metro Atlanta Southern Crescent: Regional Economic Development for Hartsfield International Airport and Vicinity**, Metro Atlanta Chamber of Commerce, Clayton College and State University, Morrow, GA
- NOV 2000      *“Presentation of ULI Advisory Services Panel Recommendations,”* Panel Member, **ULI Ft. Meade RCI Advisory Services Panel**, Fort Meade, MD, November 17, 2000
- JUL 2000      *“Presentation of ULI Advisory Services Panel Recommendations,”* Panel Member, **ULI Hartsfield Atlanta International Airport**



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- Advisory Services Panel**, Georgia International Convention Center, College Park, GA, July 28, 2000
- FEB 2000     *“Working with the Private Sector to Create/Capture New Resources for the PHA Mission,”* Panel Discussion, **The Future of Public Housing under QHWRA: Challenges and Opportunities**, sponsored by Bank of America and LISC, Jacksonville, FL
- FEB 2000     *“Development without HOPE VI Funds,”* Panel Discussion, **Strategies for Success: 2000 Mid-Winter Conference**, NAHRO New England Regional Council, Providence, RI
- SEP 1999     *“Unsubsidized Housing Owned or Controlled by Public Housing Agencies”* Panel Discussion, **The Future of Public Housing under QHWRA: Challenges and Opportunities**, sponsored by Bank of America and LISC, Washington, D.C.
- MAR 1999     *“Presentation of ULI Advisory Services Panel Recommendations,”* Panel Member, **ULI Northeast Kansas City, Kansas Advisory Services Panel**, Heart of America, Kansas City, KS, March 5, 1999
- JAN 1999     *“Urban Infill: Traditional Urban Forms,”* Samuel Madden Homes Case Study Presentation, U.S. Department of Housing and Urban Development and the Congress for the New Urbanism, **Rebuilding Communities: HOPE VI and New Urbanism**, Renaissance Baltimore Harbor Place, Baltimore, MD
- SEP 1998     *“Public-Private Partnerships: Case Study for Affordable Housing,”* Coordinator & Moderator, Institute for Public-Private Partnerships, Alexandria, VA
- SEP 1997     *“Defensible Space: Redesigning Public Housing Communities,”* Panelist, APA/WAF Regional Planning Conference, Washington, D.C.
- MAY 1997     *“Revisiting Revitalization: Rebuilding Community in the Aging Suburb,”* Panelist, APA/VCPA Annual Virginia Planning Conference, Lynchburg, VA

## Teaching

### Summary of Classes Taught

Innovating the Built Environment: How the Law Responds to Disruptive Change	(LAW)
Principles of Real Estate	(BS)
Real Estate Development	(BS)
Foundations of Real Estate Law	(MA)
Housing Policy Seminar	(MA)
Urban Regeneration	(MA)
Residential Development and Property Management	(MA)
Housing Finance	(MA)

### Executive and Professional Education

MAR 13  
-- MAY 13

**Lead Instructor, Facilitator, and Real Estate SME**

Community Development Financial Institutions Fund, U.S.  
Department of the Treasury, "Innovations in Small Business  
Lending," Two-Day Training for CDFIs  
May 8-9, Federal Reserve Bank of Boston, Boston, MA  
April 9-10, Federal Reserve Bank of Chicago, Chicago, IL  
March 13, Federal Reserve Bank of Richmond, Charlotte Office

JUL 10  
-- SEP 10

**Lead Instructor, Curriculum Author, and LIHTC SME**

U.S. Department of Housing and Urban Development, "Low-  
Income Housing Tax Credit Training" Two-Day Training for HUD  
Multifamily Lending Staff  
Sept. 23-24, Boston Marriott Long Wharf, Boston, MA  
Sept. 20-21, Sheraton Chicago Hotel and Towers, Chicago, IL  
Sept. 16-17, Sheraton Dallas Hotel, Dallas, TX  
Sept. 13-14, Atlanta Marriott Buckhead Hotel & Conference  
Center, Atlanta, GA  
Sept. 8-9, Hilton San Francisco Union Square, San Francisco, CA  
Sept. 1-2, HUD Headquarters, Washington, D.C.  
Aug. 26-27, Sheraton Denver Downtown Hotel, Denver, CO  
Aug. 23-24, Baltimore Marriott Inner Harbor at Camden Yards,  
Baltimore, MD

MAR 00

**Workshop Instructor, "Affordable Housing Development  
Opportunities,"** National Association of Housing and

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- Redevelopment Officials, Mid-Atlantic Regional Council, 2000 Annual Conference and Trade Show
- OCT 99      **Lead Instructor & Curriculum Author**, “*Affordable Housing Finance Series*,” National Association of Housing and Redevelopment Officials, **Creating Communities for the New Millennium**, NAHRO National Conference, Philadelphia, PA  
101: Introduction to Affordable Housing Development  
102: Understanding Common Financing Techniques  
103: Doing the Deal
- AUG 99      **Guest Lecturer**, “*Urbanism vs. Sprawl: Can Enlightened Development Save Our Metropolitan Areas?*” Johns Hopkins University, School of Continuing Education, Real Estate Program, Washington, D.C.
- JUL 99      **Instructor & Curriculum Author**, “*Basics of Affordable Housing Development: A Mini Training Session*,” National Association of Housing and Redevelopment Officials, **Creating Excellence During Times of Changes**, NAHRO Summer Conference, Minneapolis, MN
- AUG 98      **Guest Lecturer**, “*Revitalizing Our Cities: Old Urbanism, New Urbanism, and Real Urbanism*” Johns Hopkins University, School of Continuing Education, Real Estate Program, Washington, D.C.
- JUN 96  
-- MAY 97      **Lead Instructor, Facilitator, and Curriculum Author**  
Association of Local Finance Agencies and the National Association for County, Community, and Economic Development, “How to Finance Affordable Housing: Bringing It All HOME,” Two-and-One-Half-Day Professional Training  
March 1997, Dallas, TX  
December 1996, San Diego, CA  
June 1996, Baltimore, MD
- OCT 96  
-- DEC 96      **Lead Instructor, Facilitator, and Curriculum Author**  
Association of Local Finance Agencies and the National Association of Housing and Redevelopment Officials, “Financing Affordable Housing: Innovative Solutions for Local Housing Agencies,” Two-and-One-Half-Day Professional Training  
December 1996, San Francisco, CA

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- October 1996, Atlanta, GA
- DEC 88      **Workshop Instructor**, Northwest Center for Professional Education, “*Real Estate Tax Planning*,” Arlington, VA
- MAY 88      **Instructor**, “*Real Estate Investments in the 1990’s*,” **IAFP Mid-Atlantic Conference & Exposition**, McLean, VA
- JAN 88      **Workshop Instructor**, Northwest Center for Professional Education, “*Negotiating and Drafting Commercial Leases*,” Washington, D.C.
- OCT 87      **Workshop Instructor**, Northwest Center for Professional Education, “*Leasing Commercial Real Estate*,” Washington, D.C.
- OCT 87      **Workshop Instructor**, Northwest Center for Professional Education, “*Mastering Real Estate Investment Analysis*,” Washington, D.C.
- NOV 86      **Workshop Instructor**, Northwest Center for Professional Education, “*Financing Multi-Family Projects*,” Bethesda, MD
- NOV 86      **Workshop Instructor, Program and Curriculum Co-Developer**, Deloitte Haskins + Sells et al., “*FINANCING SUCCESS: Financing Strategies for the Privately Held Company*,” Tysons Corner, VA
- OCT 86      **Workshop Instructor**, Northwest Center for Professional Education, “*Tax Structuring for Real Estate After 1986 Tax Reform*,” Arlington, VA
- JUN 86      **Workshop Instructor**, Northwest Center for Professional Education, “*Real Estate Investment Analysis*,” Bethesda, MD
- DEC 85      **Workshop Instructor**, Northwest Center for Professional Education, “*Real Estate Investment Analysis*,” Arlington, VA

**Selected Consulting and Advisory Engagements**

**COMPLETED AS OF:**

- MAR 15      Research study, study report, and report executive summary regarding conflicts of interest in commercial real estate

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- transactions focusing on who represents the tenant, Research Director, Lead Author, and Project Manager for the Center for Real Estate and Urban Analysis, The George Washington University School of Business, Washington, D.C.
- MAY 13 Urban Houston Framework, Housing Strategist, Design Workshop Team, City of Houston and Houston-Galveston Area Council (HGAC), City of Houston Urban Case Study
- SEP 13 U.S. Department of the Treasury, Community Development Financial Institutions Fund (CDFI) , Technical Assistance engagements, serving as Principal TA Consultant, as subcontractor to Deloitte Financial Services Consulting, serving the following CDFI TA clients:  
Bridgeway Capital, Pittsburgh, PA  
Gulf Coast Renaissance Corporation, Gulfport, MS  
Vermont Community Loan Fund, Montpelier, VT  
Neighborhood Lending Partners, Tampa, FL  
Northside Community FCU, Chicago, IL
- JAN 13 U.S. Department of the Treasury, Community Development Financial Institutions (CDFI) Fund, development of Compliance, Loan Monitoring, and Impact Analysis Framework, Protocols, and SOPs in preparation for launch of CDFI's Bond Guarantee Program under 2012 JOBS Act, as Real Estate Development, Housing, and Finance SME to DEVAL, LLC (Prime Contractor), together with Deloitte Financial Services Consulting.
- SEP 10 U.S. Department of Housing and Urban Development, "Low-Income Housing Tax Credit Training 2010," principal curriculum developer, course content creator, and Lead Instructor for series of eight (8) national, two-day workshops for HUD Multifamily Loan staffs
- JAN 10 Steamboat 700, LLC, community housing plan for 2,000 DU MPC in Steamboat Springs, CO
- AUG 09 See Forever Foundation, Washington, D.C., Feasibility Study and Development Plan for 166-DU mixed-density, workforce housing, for-sale PUD to support the operations of the See Forever Charter High School

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- MAR 09 City of Henderson, NV, Feasibility Study and Development Plan for 107-DU, in-fill, for-sale workforce housing subdivision
- OCT 07 City of Las Cruces, NM, Feasibility Study and Development Plan for Downtown workforce housing development, Phase1: 164 urban townhouses; 277-space garage, 9,600 sq. ft. retail
- NOV 06 Santa Barbara School Districts, Feasibility Study and Development Plan for 374 DU, mixed-density, workforce housing PUDs providing for-sale workforce housing units on two sites
- MAY 07 City of Portales, NM, 130-DU workforce housing MPC with for-sale patio and courtyard homes
- MAY 07 Town of Clayton, NM, 100-DU workforce housing MPC with for-sale patio and courtyard homes, to support the construction and operation of NMCD's Northeast New Mexico Detention Facility
- NOV 06 City of Hobbs, NM, 589-DU mixed-density, mixed-tenure MPC
- OCT 06 City of Eunice, NM, 136-DU for-sale, in-fill development with patio and courtyard homes
- SEP 06 Town of Taos, NM, 205 DU for-sale MPC featuring 8-plex, townhome, and SFD homes
- MAY 06 New Mexico Corrections Department, New Mexico State Penitentiary, Santa Fe County, NM, 300-DU mixed-density, mixed-tenure MPC

**Professional Experience**

**JUN 2010 - Present** Founder & Principal, [petersgroup consulting](#), Falls Church, VA

**JAN 09—JUN 10** Senior Vice President, UniDev, LLC, Bethesda, MD  
**OCT 04—DEC 08** Vice President—Development, UniDev, LLC, a leader in the design, development, financing, and management of workforce housing communities throughout the mainland United States and Hawaii, providing advisory and project management services to colleges and universities, local and state governmental entities, healthcare providers, non-profit organizations, and private-sector developers. Responsibilities include identifying, evaluating, and

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generating new project opportunities and undertaking early stage project conceptual development and feasibility analysis companywide, as a predicate to predevelopment financing. Also served as Project Director for UniDev's workforce housing development programs in Colorado, New Mexico, and Santa Barbara, CA, as well as providing support to other projects nationwide.

- FEB 99 - OCT 04** Founder/Managing Director, [petersgroup companies](#), Falls Church, VA, a national, multidisciplinary, real estate strategies consulting firm, providing project planning and finance expertise in the development of mixed-income, mixed-use projects with emphasis on urban revitalization initiatives involving the transformation of public housing under HUD's HOPE VI program.
- AUG 99 - JUN 04** Adjunct Faculty, Johns Hopkins Univ., Masters in Real Estate Program, teaching residential development, finance, and management; housing policy; and Urban Regeneration courses offered at the Program's Washington, D.C. campus.
- MAR 95 - FEB 99** Program Administrator, Alexandria Redevelopment & Housing Authority
- DEC 85 - DEC 88** Workshop Instructor, Northwest Center for Professional Education
- AUG 81 - FEB 95** Real estate, federal tax, and corporate finance attorney with various Washington, D.C. and Northern Virginia law firms

## Community Involvement

- FEB 1994** **THE AVENUE PARTNERSHIP**  
Co-founded collaboration of businesses, citizens, and government to make Alexandria's Mount Vernon Avenue corridor a thriving, urban "Main Street," which was launched through Prof. Smirniotopoulos' grass-roots community development work in Del Ray. He also developed design & livability initiatives and helped create the Del Ray Farmers' Market in 1994.
- NOV 1992** **ARTS RESOURCE FOUNDATION**  
Prof. Smirniotopoulos founded this 501(c)(3) to support community based arts organizations and promote the arts as a resource for

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community development, through DEL RAY ARTISANS' CENTER.

**JAN 1992**

**DEL RAY ARTISANS' CENTER**

Prof. Smirniotopoulos founded this storefront alternative arts space, featuring functional art and craftsmanship, to promote the arts and demonstrate the "Main Street" retail potential of Alexandria's emerging Del Ray community. He served as executive director of the Center from its founding until December 1994, overseeing sixteen exhibitions and personally organizing and curating two exhibitions each year, including the annual Furniture Show.

**SEP 1991**

**COMMUNITY DESIGN SERVICES**

Modeled after Baltimore's Neighborhood Design Center, The Washington Architectural Foundation, under the leadership of Prof. Smirniotopoulos as the organization's President, sponsored this program to provide pro bono, multi-disciplinary, conceptual design services to non-profits and community groups.

**SEP 1990**

**WASHINGTON DESIGN CELEBRATION**

This gala event celebrated the renaissance of Washington D.C.'s East End. Prof. Smirniotopoulos served on the Steering Committee and developed and implemented an operating strategy which raised \$190,000 and contributed \$48,000 in net proceeds to Jubilee Housing (\$36,000) and The Washington Architectural Foundation (\$12,000).

**JAN 1990**

**ACCENT ON ARCHITECTURE**

Sponsored by The American Institute of Architects and The American Architectural Foundation, Accent on Architecture is the profession's most ambitious public outreach effort. In addition to providing strategic guidance for this ground-breaking, inaugural event, Prof. Smirniotopoulos raised \$50,000 in corporate funds for the inaugural event.

**NOV 1988**

**THE WASHINGTON ARCHITECTURAL FOUNDATION**

Sponsored by The Washington Chapter/American Institute of Architects (DC/AIA), this 501(c)(3) organization promotes excellence in architecture and urban design. Prof. Smirniotopoulos was a founding Board member, serving as the organization's



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elected vice president in 1990 and president for two consecutive terms (1991 and 1992). Under his leadership, the Foundation launched many successful programs, including Community Design Services and Architecture in the Schools, and published Graffiti.

**SEP 1986**

**MANNA, INC.**

MANNA is a pioneer and recognized leader in creating ownership opportunities for low and moderate-income families. Prof. Smirniotopoulos initially acted as MANNA's pro bono tax counsel--assisting in the development of the nation's first multi-family, mixed-use, limited equity coop--and subsequently served four years on the MANNA Board of Directors. He also co-founded the MANNA CDC and assisted in the formation of the Coalition of Non-Profit Housing Developers.

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