



**CENTER FOR URBAN REDEVELOPMENT EXCELLENCE
DEPARTMENT OF CITY & REGIONAL PLANNING
UNIVERSITY OF PENNSYLVANIA**

INSTRUCTOR BIOGRAPHIES

PAUL C. BROPHY

Paul C. Brophy is a principal with Brophy & Reilly LLC, a Maryland-based consulting firm specializing in housing, community development, and the management and financing of complex urban redevelopment projects. Mr. Brophy has been involved with housing, economic development, and neighborhood improvement in the United States since 1970 as a practitioner, an author, and a professor. His client list includes Bank of America, Enterprise, Johns Hopkins University, the University of Chicago, Washington University in St. Louis, the Goldseker Foundation; Shorebank; the Reinvestment Fund, the Ford Foundation; the MacArthur Foundation; the Annie E. Casey Foundation; HUD; the City of Philadelphia, and other for-profit, non-profit businesses and financial institutions. Mr. Brophy currently serves as a Visiting Professor at the University of Pennsylvania's School of City Planning, and is a Non-Resident Senior Fellow at the Brookings Institution.

From 1988-1993, Mr. Brophy was president and then vice chair and co-CEO of the Enterprise Foundation. While in these executive positions, Mr. Brophy worked with community groups and local governments around the nation to develop thousands of units of housing for low and moderate-income families, and to improve neighborhoods.

From 1977-1986, Mr. Brophy held positions in the City of Pittsburgh government, first as Director of the Housing Department and then as Executive Director of the Urban Redevelopment Authority where he was responsible for downtown and neighborhood revitalization, and economic development.

Mr. Brophy's practice centers on the creation and implementation of strategies to improve the health of central cities. Mr. Brophy has directed two projects for the prestigious American Assembly: In 1997 Mr. Brophy directed a project that resulted in a widely read report, *Community Capitalism: Rediscovering the Markets of America's Urban Neighborhoods*. In 2007, he directed a project that produced the report, [*Retooling for Growth: Building a 21st Century Economy in America's Older Industrial Areas*](#). Mr. Brophy's work also involves advising large institutions (Johns Hopkins University, University of Chicago) on their neighborhood improvement strategies and programs, including housing improvement programs. Mr. Brophy worked with Johns Hopkins Medicine and city government to design and plan the financing for the largest redevelopment project in Baltimore in over two decades—a mixed-use development immediately adjacent to Hopkins Medicine.

In addition to his current role at the University of Pennsylvania, Mr. Brophy has held adjunct teaching positions at the School of Urban and Public Affairs, Carnegie Mellon University, the Graduate School of

Public, International Affairs, University of Pittsburgh, and at the School of Public Affairs, the University of Maryland.

Mr. Brophy has co-authored three books, *A Guide to Careers in Community Development*, (2000), *Housing and Local Government* (1982) and *Neighborhood Revitalization: Theory and Practice* (1975), as well as numerous articles in professional journals.

Mr. Brophy holds a BA from LaSalle University and a Masters in City Planning from the University of Pennsylvania.

DONALD R. HINKLE-BROWN

Donald Hinkle-Brown currently serves as President of Lending and Community Investments at The Reinvestment Fund, a nationally renowned community development financial institution. The Reinvestment Fund is an intermediary mobilizing the social investments provided by over 1,000 investors for use in projects and finance for low wealth communities and households. TRF serves a 40 county metropolitan area surrounding Philadelphia including Pennsylvania, New Jersey and Delaware and in certain programs serves a wider mid-Atlantic geography. With over \$250 million under management and a staff of 57, TRF invests in affordable housing, community facilities, small and mid-sized businesses, public policy and workforce development and charter schools. Mr. Hinkle-Brown directs all of TRF's lending operations, including housing, community facility, and commercial real estate lending. He joined TRF in 1991, and has served in a series of positions with progressive responsibility.

Prior to joining TRF, Mr. Hinkle-Brown worked in the local banking industry in real estate finance, as a Community Reinvestment Officer with Liberty Bank and in real estate lending with Midlantic Bank. He holds an MBA from Temple University in real estate and urban planning as well as a BA in economics.

SANDRA M. MOORE

Sandra M. Moore is President of Urban Strategies, a not for profit corporation that develops comprehensive supportive plans and sustainable implementation systems for distressed urban core communities. Urban Strategies specializes in social and economic development.

Sandra M. Moore formerly served as the CEO of the Missouri Family Investment Trust, a public-private partnership entity leading Missouri's multi-system reform efforts. Ms. Moore worked with a board of directors consisting of the cabinet directors of eight (8) of the 15 departments of state government and nine (9) private sector representatives. As CEO she was responsible for helping communities across the state, develop, implement and evaluate strategies to improve education, health, mental health, human resources and economic development outcomes for vulnerable Missouri families.

Immediately prior to joining the Family Investment Trust, Ms. Moore was Vice President of St. Louis 2004, Inc., an all out, citizen-based effort to make the St. Louis Region a recognized leader in the 21st century by accomplishing major projects. Ms. Moore was responsible for the work and economic development goals and objectives of St. Louis 2004.

Ms. Moore is the former Director of the Missouri Department of Labor and Industrial Relations (DOLIR) where she served as a member of Governor Mel Carnahan's cabinet. As director of the MO DOLIR, she was responsible for the Division of Labor Standards, the Division of Employment Security, the Division of Workers' Compensation, the Governor's Council on Disability, the MO Commission on Human Rights and the State Board of Mediation. The MO DOLIR had approximately 2,000 employees within the various divisions and commissions.

Ms. Moore is a graduate of Washington University in St. Louis, MO. She received her J.D. degree from the School of Law in 1979 and a B.A. degree in Urban Studies in 1976. Prior to her position at DOLIR, Ms. Moore served as an administrative Judge with the United States Equal Employment Opportunity Commission. As an Administrative Judge, Ms. Moore was assigned to adjudicate complaints of employment discrimination filed against the United States Government by federal employees, former federal employees and applicants for federal employment.

Ms. Moore is a member of the Missouri Bar Association, the Mound City Bar Association and the Bar Association of Metropolitan St. Louis.

Ms. Moore serves as a member of the board for the St. Louis Internship Partnership, CLEARCorp USA, St. Louis Black Leadership Roundtable, and a member of Washington University's Board of Trustees. She also serves on the board of regents for Southeast Missouri State University, and formerly as Vice Chair.

MARY K. REILLY

Mary Reilly is a principal with Brophy & Reilly, LLC, a Maryland-based consulting firm specializing in strategic planning, organizational development, capital raising and project management primarily in the housing and community development field. Her clients have included the Gulf Coast Renaissance Corporation, Municipal Mortgage and Equity LLC, ICF International (State of Louisiana Road Home Program), the Enterprise Loan Fund, the University of Pennsylvania, Mercy Housing, the Low Income Housing Fund, H.E.L.P. USA, HUD and various other businesses and organizations.

Ms. Reilly is also currently an Adjunct Professor at the University of Pennsylvania.

From 1996-1998, Ms. Reilly was a Senior Vice President for Municipal Mortgage and Equity, LLC, a public company specializing in financing and investing in rental housing. While at Muni Mae, Ms. Reilly created and launched the lending/investment program, managed the investment of over \$100 million of capital and served on standing committees overseeing operations, investments and capital planning for the Company.

From 1994-1996, Ms. Reilly was a Senior Fellow at the School of Public Affairs, University of Maryland where she taught and developed curricula in the areas of real estate finance, housing development, affordable housing and community development.

From 1983-1993, Ms. Reilly was an Investment Banker, initially at Mellon Bank in Pittsburgh and then later at Alex. Brown & Sons in Baltimore. In both organizations, she managed the Housing Group in the Public Finance Department where she provided investment banking and financial advisory services to state and local housing finance agencies. During her tenure as an Investment Banker, she managed or advised clients on approximately \$ 2 billion of housing bond issues and developed cutting-edge products including forward purchase commitments for refunding bonds, equity take-out financing, interest rate guarantees and shared risk credit enhancement programs.

From 1977-1982, Ms Reilly held various positions in the City of Pittsburgh Department of Housing, beginning as a Housing Planner and later as Housing Development Specialist, Division Supervisor, Deputy Director and ultimately Director. In these roles, she helped to create the department responsible for all housing development in the City, developed and implemented several housing finance and rehabilitation programs, and finally, managed a department of over 100 employees with a budget of approximately \$30 million.

Ms. Reilly currently serves on the Board of Enterprise Community Investments (formerly Enterprise Social Investment Corporation (ESIC)).

Ms. Reilly holds a BA from the University of Dayton and a Masters in Public Administration from the University of Pittsburgh.

PAUL SEHNERT

As Director of Real Estate Development for the University of Pennsylvania, Mr. Sehnert manages the development and acquisition processes for a portfolio of real estate assets controlled by Penn. Mr. Sehnert facilitates University Real Estate development projects, including initiating and recommending development strategies, negotiating and structuring joint ventures for development, preparing feasibility studies, and valuation analysis, and providing asset management, acquisition due diligence and project management oversight.

Mr. Sehnert received a Master of Science in Real Estate Development from the Massachusetts Institute of Technology (1988). He graduated *Magna Cum Laude* from the College of Architecture at the University of Cincinnati (1979), and is a nationally accredited Architect.

Mr. Sehnert's role is the coordination of the University's projects and ventures with real estate developers in order to implement the real estate strategic plan. Current projects include the \$51 M acquisition and coordination of the \$700 M public private redevelopment of the 24-acre USPS property "Cira South", the \$100 M luxury apartment and mixed-use development "Domus" at 34th and Chestnut, a \$75 M 500 Bed student residential and mixed used development "Radian Apartments," and the 120-unit \$23 M public private, developer-built apartment building at 40th & Chestnut "HUB". Other Projects include the acquisition of strategic properties and development of various mixed-use and housing developments throughout the Campus and neighborhood.

Representative completed projects range from the completion of the \$75 M Biotech Translational Research Laboratory ("TRL") for the School of Medicine, the \$14 M WXP/World Café Live performance venue and sound stage, the development of a \$24 M turnkey development of the former Divinity School site for the Penn Assisted Alexander K-8 School for the School District of Philadelphia and the construction completion of the \$30.5 million joint venture parking structure with CHOP. Mr. Sehnert is responsible for the preparation of development plans for various redevelopment sites and due diligence for several prospective acquisitions.

The University Projects that are lead by Mr. Sehnert have been recognized by professional and trade organizations. The University Urban Development initiatives received the 2004 ULI Award for Excellence. The TRL project was awarded a preservation award by the GPBCA and the World Café WXP/World Café project was the recipient of a deal of the year award by the Philadelphia Business Journal (PBJ). The Domus mixed-use Residential project has been awarded the PBJ Best Residential Deal for 2007.

Mr. Sehnert brings experience in planning, architectural design, development economics and real estate finance to Penn's Facilities and Real Estate Services Division. With experience in feasibility and market analysis, planning and design, Mr. Sehnert has been responsible for the design and development of a wide variety of residential, commercial and retail projects. Before joining Penn, Mr. Sehnert was a Senior Manager at Ernst & Young's Real Estate Advisory Services practice in Philadelphia providing Real Estate solutions to Public Sector, Corporate and Higher Education clients. Mr. Sehnert has been an advisor to cities and government agencies, including New York City's Public Development Corporation, Department of Defense, United States Postal Service, National Park Service and the Commonwealth of Massachusetts. Mr. Sehnert was an economic development official for the City of Denver, Colorado.

Mr. Sehnert served on the Board of Directors for the Redevelopment Authority of the City of Philadelphia and is a lecturer for the Center for Urban Redevelopment Excellence (CUREx) at the University of Pennsylvania. He has addressed professional conferences on corporate real estate, strategic planning, and economic development issues for the APA, AIA and NAIOP. He has also served on Urban Land Institute (ULI) Panel Advisory Services teams and American Institute of Architects (AIA) Regional Urban Design Assistance Teams advising City's on development and economic development issues.

Employment History

Architectural private practice. 1978-1982

City of Denver, Economic development official 1982-1987

Graduate Student MIT 1987-1988 (Public Sector Fellowship)

Real Estate Management Consultant Ernst & Young 1989-2001

University of Pennsylvania, Director of Real Estate 2001-present

MINDY TURBOV

Mindy Turbov is the principal of Turbov Associates LLC, a Chicago based consulting and development firm specializing in housing, neighborhood revitalization, strategic planning, policy and program development. The firm is also a joint venture developer of large-scale neighborhood redevelopment projects. Her clients include developers, city governments, housing authorities, civic organization, community development corporations and foundations.

Throughout her nearly 30-year career, Ms. Turbov has worked to bring the public, private and non-profit sectors together to tackle the difficult issues facing urban neighborhoods, ranging from redeveloping the riot-torn Hough neighborhood in Cleveland, organizing the Cleveland Housing Network and creating the highly successful New Homes for Chicago Program. While serving in the Clinton Administration, she was responsible for creating and implementing the Mixed Finance HOPE VI program which won the prestigious *Innovations in Government Award* from Harvard. In that capacity, she negotiated the first privately developed public housing redevelopment projects, establishing the policies and standards for the program, as well as developing the regulations to govern the program.

Ms. Turbov has a broad range of experience in the community development arena. She has worked on virtually on all sides of public/private partnerships --- Local government, federal government, lending, non-profit development and for-profit development. She has established programs and institutions that continue to bring about positive change in neighborhoods throughout the country.

Ms. Turbov's previous professional positions include:

- Special Assistant to HUD Secretary Henry Cisneros
- Special Assistant to FHA Commissioner Nicolas Retsinas
- Director, Public Housing Investments Program, HUD, Washington DC
- Special Assistant to Chairman Federal Housing Finance Board, Washington DC
- Deputy Commissioner for Development, City of Chicago Department of Housing
- Vice President, McCormack Baron & Associates,
- Senior Associate, Shorebank Advisory Service,
- Director, Cleveland Housing Network,
- Associate Director, Famicos Foundation, Cleveland OH
- City Planner, City of Cleveland

Ms. Turbov was appointed as the Chair of Federal Home Loan Bank of Chicago from 1998-2000 and served as a director thorough 2003.

Ms. Turbov authored *Public Housing Redevelopment As A Tool for Neighborhood Revitalization Neighborhoods*, Northwestern Journal of Law and Social Policy 2006 and co-authored *HOPE VI and Mixed-Finance Redevelopments: A Catalyst for Neighborhood Renewal*, Brookings Institution 2005.

Ms. Turbov holds a BA in Urban and Regional Planning from the University of Illinois, Urbana and a Masters in Public Administration from Harvard's John F. Kennedy School of Government.

VICKI VAUGHN

Vicki Vaughn provides deal structuring and development guidance to a broad range of real estate clients through her own private consulting firm, V2, Inc.. Her practice includes working on transactions with New Markets, Low Income Housing and/or Historic Tax Credits. Most recently, Ms. Vaughn was the Chief Investment Officer of International Housing Solutions, a venture capital firm that invests in workforce housing in South Africa. She was Senior Vice President of the Enterprise Social Investment Corporation until 2000, one of the largest companies providing syndication of low income housing tax credits (LIHTC), where she managed the syndication and investor relations departments.

Ms. Vaughn holds a Master's degree in microbiology from Indiana University and an MBA from the University of Michigan.