

## Steven A. Stern

Vice President, Renaissance Design Build Group and Former  
President Stern & Stern Associates, Inc.



Steven Stern brings more than 55 years of private and public sector financing and development experience to his business relationships. Trained in the portfolio management, investment banking and commercial insurance industries, Steve has advised, created, financed and developed projects and public/private partnerships in the health care, public assembly, sports, entertainment industries, and mixed-use development industries. He was co-founder of the nation's first sports and entertainment facility development company. He is widely recognized as a creative problem-solver of financing and financial issues.

### Experience

Steve began his career in asset management with the First National Bank of Chicago and was elected a bank officer in less time than any person in the 100 years prior to his election. In 1979 he began his career in public/private partnerships, asked by the Governor of Colorado to become Executive Director of a panel that was tasked with assessing the State's economic future and recommending State responses. The Joint Economic Committee of Congress recognized his work, it was adopted in part as State policy, and as Capital Investment Budget Director he authored Colorado's first multi-year capital budget, implementing one of the panel recommendations. Institutionalizing the panel's work and collaborative efforts, he formed and was the founding Executive Director of the Center for Business and Economic Forecasting at the University of Denver. This public/private economic/financial and data collection agency is still providing services to Colorado's governments and businesses.

Steve continued to provide services to businesses and governments as a municipal finance investor banker for almost 14 years, working with Drexel Burnham Lambert, George K. Baum & Company, Donaldson Lufkin Jenrette Securities and William R. Hough & Company. He was senior manager of more than \$2.5 billion of financings during this period. He completed the first pooled-loan transaction of any kind in the country subsequent to the 1986 TEFRA Act. He financed Coors Field, home of the Colorado Rockies. His public/private financing structure for Greenville's BI-LO Center was recognized by *The Bond Buyer* as "a model for financing of mid-sized market arena venues." He was Manager of William R. Hough's Sports and Public Assembly Practice as well as co-manager of the firm's Health Care Practice.

Stern provided a wide range of health-care financing tools and services including co-authorship of the Community Provider Pooled Loan Program, a unique financing structure that funded more than 200 community mental health, developmental disability and substance abuse treatment centers in 13 different states. He managed a \$300 million pooled loan program created by the Florida Hospital Association to provide monies to 17 member hospitals. He managed more than \$200 million of issues that funded the development or expansion of three CCRC's including ones for retired Air Force and retired Navy veterans (Falcon's Landing and Fleet Landing respectively).

In 1999, Stern co-founded and was CEO of the nation's first sports facility venue development firm. He provided consulting, financial structuring, development assistance and program management services to colleges, universities, leagues and franchises for both major league and minor league anchored venues. He led the firm's integrated services as the City of Manchester NH's fee developer of the Verizon Wireless Arena. As project principal of a joint venture, he led the program management oversight work for the City of Jacksonville's Better Jacksonville Plan arena and ballpark. Project budgets and controls, insurance strategies, and data processing developments created for these projects, the first vertical developments of the overall \$2.2 billion Plan, became templates for the City for subsequent projects of the Plan. The Greenville, Manchester and Jacksonville projects were all completed on or ahead of schedule and under budget.

Stern provided a wide range of consulting advice, primarily to municipal clients, when he was the Director of HVS Internationals' Convention, Sports and Entertainment Consulting Practice. These services included development and financing advice to the Omaha Royals as they worked with the City and the State of Nebraska to develop their new downtown ballpark. He authored a study of NFL "small-market" stadium leases for the City of Jacksonville as it renegotiated its stadium lease with the Jaguars and the Gator Bowl Committee. He advised Overland Park, Kansas in its negotiations with the Kansas City MLS Club on a stadium/soccer complex mixed-use development.

Beginning in mid-2008, Steve was the Managing Member of Garden City Town Center, LLC, a joint venture that entered into a public-private partnership with the City of Garden City, Georgia to develop a new "downtown" surrounding and complementing that City's new City Hall and Town Green in the suburban Savannah, GA metropolitan area. Stern was responsible for the day to day operations of the GCTC development team and for City/Developer relations and agreements. Honored by the Georgia chapter of the American Planners Association, the Town Center has been planned, permitted, infrastructure installed and development completed of a Police Training Academy, a County Library and a Fire/Emergency Services Station complex.

For nearly two years beginning in mid-2012, Steve served as the Project Executive of the Owners' Representative Team advising the Riviera Beach Community Redevelopment Agency as it has undertaken implementation of a \$400 million waterfront/mixed-use, marina oriented urban redevelopment plan. Phase I of the Plan undertaken by the CRA was to prepare the site, improve the infrastructure, renovate BiCentennial Park, develop a new Events Center and provide new access to a renovated marina and waterfront, all to stimulate private investment. The Project has successfully been completed and has triggered substantial private sector re-development plans now in progress.

For three years beginning in early 2014, Steve provided a wide range of advice to the Jacksonville Armada FC and its ownership group Sunshine Soccer Group. Serving as a consultant to the owner, Steve created, directed and/or advised on selection of the initial venue of play for the Team, development of a training facility/practice field complex, ongoing City and or State financing issues and opportunities, preliminary analyses and strategies with respect to stadium development.

Steve continued his work in soccer development in 2018-19, acting as a senior advisor to the owner of the then newly formed USL Division 3 team, the Greenville Triumph in Greenville, S.C. He guided the owner's team and staff in the selection of the location where the team would play, conceived of and led the development within a 6 month period of a "temporary" 4,000 seat stadium where the Triumph played for 4 years, finishing in the League playoffs each year. He began work with the owner and both the City and the County of Greenville to develop a location, development and financing plan for a permanent stadium.

Steve lives in Jacksonville, FL with his wife of more than 48 years. He served as Chairman of the Board of Essential Capital, Inc., a Certified Development Corporation (and the private, non-profit successor to a City economic development office) that provided Small Business Administration loan guarantees and additional economic development strategies in Jacksonville. He has served on the boards of directors of community mental health service organizations in Jacksonville and Denver, was secretary of the Colorado Student Obligation Bond Authority, a member of the Denver Baseball Commission that succeeded in obtaining a Major League Baseball franchise for the City, and has participated in numerous other community organizations in his adult life. He and his wife have become very involved in 904Ward, a Duval County nonprofit organization devoted to racial reconciliation and equity issues and initiatives. He and his wife serve on the Jacksonville Community Remembrance Project Steering Committee, a subsidiary of 904Ward and an affiliate of the Equal Rights Initiative of Montgomery, Alabama.

## **Clients, Development Relationships**

Akron, City of  
Akron, University of  
Alachua, FL, County of  
Arena Football League 2 (af2)  
Augusta Chronicle  
Augusta Entertainment, LLC  
Augusta, GA, City of  
Baptist Hospital, Jacksonville, FL  
Brooks Rehabilitation Hospital, Jacksonville, FL  
Carroll, IA City of  
Charleston, SC, City of  
Chatham County GA  
College of Charleston  
Colorado Health Facilities Authority  
Colorado, State of  
Denver Major League Baseball Stadium District  
Denver, CO, City of  
ECHL  
Florida, State of  
Franklin L. Haney Corporation  
Garden City, GA, City of  
Greenville Memorial Auditorium District  
Greenville, SC City of  
Greenville, SC, County of  
Greenville Triumph Soccer Club, LLC  
Halifax Hospital, Daytona Beach, FL  
Holmes Roberts & Owens LLP  
Holmes Hospital, Melbourne, FL  
International Facilities Group, LLC  
International Hockey League  
Jacksonville Lizard Kings, LLC  
Jacksonville, FL, City of  
Kahn Development Company  
Kentucky, Commonwealth of  
Main Street Baseball LLC  
Manchester, NH, City of  
Maryland, State of  
Milwaukee Professional Soccer LLC  
Missouri, State of  
Montana Health Facilities Authority  
NBA

NBDL  
Oklahoma Development Authority  
Oklahoma State University  
Omaha Royals Baseball Club  
Overland Park, Kansas, City of  
Pegasus Park East Partners LLC  
Raleigh, NC, City of  
Renaissance Group of America LLC  
Ripken Baseball LLC  
Riviera Beach Community Redevelopment Agency  
RLJ Basketball LLC  
Ropes & Gray LLP  
Saint Louis University  
Savannah Big-Time Baseball LLC  
Savannah Sports Development LLC  
Scheer Sports LLC  
Shaw University  
South Carolina, State of  
Sports Towne, LLC  
St. Augustine's College  
Sunshine Soccer Group, LLC  
The Bonham Group  
Wake County, NC, City of  
Washington, State of  
Wichita, KS, City of  
Wisconsin Health and Education Facilities Authority  
Worcester, MA City of

### **Education**

Graduate School of Business, Columbia University, 1965-1966.  
Bachelor of Arts, History, Brandeis University, Waltham, MA, 1965

### **Publications**

Contributing Editor and Co-Author, Colorado: Investing in the Future, Private Choices, Public Strategies, volumes I – IV.  
Supervising Editor, Techniques of Economic Research: A Colorado Reference for Public and Private Planning