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PROFESSIONAL EXPERIENCE

03/23 – Present

Renaissance Design Build Group, Vice President

As the Vice President of Renaissance Design Build Group, and former President of 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.

3/07 – 4/19

Stern & Stern Associates, Inc.

President

Development and financial consulting practice advising public and private Clients on sports anchored or related mixed-use development partnership opportunities.

Mixed Use Development Results:

- From 6/12 – 5/14, as Project Executive for a joint venture Program Management Team (Including Renaissance), oversaw the development, design and construction of a \$37 million waterfront infrastructure, Community Center and multi-purpose Park including a marina and an amphitheater for the Riviera Beach Community Redevelopment Agency.
- From 3/07 – 4/12, as Managing Member, Garden City Town Center, LLC. (a partnership with Renaissance and IFG), a public-private partnership with the City of Garden City, Georgia, selected by the City as Master Developer, directed all development and financing activities involved with the creation of a planned, 800,000 square foot mixed-use development that will comprise a new “downtown” Garden City.
- Mixed-use plan received award from Georgia Chapter, American Planning Association
 - Initial projects completed included a 33,000 square foot City Hall and 5 acre Town Green opened in August 2009, a grocery store anchored neighborhood retail center opened in Spring, 2009, a County Library opened Spring, 2013, a Georgia State Police Training Academy opened January, 2010, and a Fire Department/Emergency Service Station opened Summer, 2014

- Conducted office building development opportunity study, for major national developer, of every Army base receiving facilities as a result of recommendations of the 2005 Base Closure and Realignment Commission Report. Recommended development strategy was pursued.
- Assisted Owensboro, Kentucky designing Request for Proposals process and developer selection thereof for mixed-use commercial/development proposals.
- Board of Directors, Loan Committee, Essential Capital, LLC, a Jacksonville-based SBA Certified Community Development Corporation

Sports Consulting Activity Results

- Provided financing and stadium development advice as senior advisor to the owner of the Greenville (S.C.) Triumph. A new franchise in 2018 with an opening scheduled for and met in Spring, 2019, services included site selection, negotiation with the City and County of Greenville, and conception and execution of development of a “temporary” 4,000 seat stadium that served the team for its first 4 seasons of play.
- Provided financing and development advice as senior advisor to the owner of the Jacksonville Armada, a Division II US Soccer franchise. Services from 2014-2017 included selection of initial stadium selection, negotiation of stadium lease with the City of Jacksonville, development of plans for a permanent training facility anchoring a larger youth and community recreation complex (design and construction advice done in partnership with IFG)
- Successfully assisted American Association of Professional Baseball and local ownership group in winning award by City to play in Wichita, Kansas.
- Provided consulting advice, with partners (including Renaissance), to Chatham County Georgia, identifying and creating sponsorship and naming rights opportunities to generate revenues for Department of Parks and Recreation.
- Provided, with partner (Renaissance) in Joint Venture as sub-consultant to Architect, development and financial structuring advice to Community Maritime Park Authority, Pensacola on new downtown-bay-front ballpark-oriented mixed-use and public park project.

3/06 – 3/07

HVS International Convention Sports Entertainment Facility Consulting, LLC

Director, Development Services

Creation of sports venue development services consulting practice for global hospitality consulting firm

Results:

- Developed the nation’s first-ever request for proposals by a municipality (the City of Wichita, KS) for a professional baseball franchise

- Managed the feasibility study process and developed the financing plan for a Multi-purpose Stadium Complex for the City of Raleigh, NC, Wake County, NC, Saint Augustine's College and Shaw University
- Represented and advised the City of Overland Park, Kansas in negotiations for a new stadium complex to house the Kansas City franchise of Major League Soccer that would anchor a 900,000 square foot retail development
- Created a ballpark tax-capture development and financing plan for the Omaha NE Royals and represented and advised them in negotiations with lenders, investment bankers, the City of Omaha and the State of Nebraska.

9/99 – 3/06

ScheerGame Sports Development, LLC
Chief Executive Officer

Co-founder and chief operating officer of nation's first sports and entertainment facility development firm.

Results:

- Developed, researched, analyzed, wrote *Comparative Lease Analysis, A Study of Stadium Leases for Small Market Teams in the National Football League*, commissioned in 2005 by the City of Jacksonville, FL for use in lease negotiations with the Jacksonville Jaguars.
- Successfully developed Verizon Wireless Arena in Manchester, NH, delivering building to City under budget and ahead of schedule. Venue is widely credited with rebirth of downtown Manchester; hockey team that we brought to City has been the leading minor league hockey team in the nation; venue was recognized by Pollstar Magazine as outstanding new concert venue for 5-10,000 seat buildings. As development agent for City, structured and negotiated leases, operating agreements, construction agreements and financing documents.
- As principal, organized program management team (including Renaissance) that oversaw design and construction of Veterans Memorial Arena and Baseball Grounds in Jacksonville, FL. Both buildings were delivered to the City on schedule; the Arena was under budget, the Ballpark on budget. Arena has consistently been one of the most active performing concert venues in the nation; the Ballpark was been voted the outstanding new minor league venue in the country. Directly supported the Mayor and Chief Administrative Officer negotiated new lease with Jacksonville Suns.
- Created subsidiary, CollegeTown, LLC that focused on developing mixed-use sports, residential and commercial projects on and near University campuses. Wrote development plan for new stadium and ancillary residential and retail development for the University of Akron..
- Managed and administered operations of company whose personnel range in size from 5 to 13 dependent upon status of construction projects.

2/95 – 9/99

William R. Hough & Company

Senior Vice President

Manager of Hough's Sports and Public Assembly Facility Practice; Co-manager of firm's Health Care Practice

Results:

- Structured series of 5 financings that funded development of Greenville SC's BI-LO Center. Funding was described by the *Bond Buyer* as a model for financing of mid-sized market arena venues. Building continues to be pre-eminent performing, prepaying its debt and is regularly ranked as one of the most active concert buildings in the country. (Selected IFG for Program Management work)
- Financial advisor to Raleigh, North Carolina National Hockey League expansion effort.
- Structured and closed more than \$500 million of Florida health care financings, including 2 of the 10 largest sole managed health care transactions in the 1990's.

4/93 – 2/95

Donaldson, Lufkin & Jenrette Securities

Senior Vice President

Lead day-to-day Florida public finance investment banker

Results:

- Recruited by Ander Crenshaw, who managed office, to be lead banker on firm's transactions in Florida while he ran for Governor in the 1994 primary election.
- Structured and closed more than \$300 million of Florida financings including tender, redemption and refunding issues stemming from acquisition of Memorial Hospital of Jacksonville by Columbia Healthcare Systems.
- Structured insurance subsidiary capitalization and public/private real estate development initiatives for Halifax Medical Center.
- Office was acquired by William R. Hough when DLJ exited municipal securities business; office was, at time of closing, most profitable office nationally within Public Finance Department.

2/86 – 4/93

George K. Baum & Company

Drexel Burnham Lambert & Company

Senior Vice President

Colorado-based national health care and public assembly facility public finance investment banker. George K. Baum acquired the entire 140-man Denver-based public finance department of Drexel when the firm declared bankruptcy in January 1990.

Results:

- Developed nationally recognized insured, tax-exempt financing program for state-funded community mental

health, developmentally disabled and substance abuse treatment centers. Initial financing, for the State of Colorado, was first pooled-loan transaction completed in nation after 1986 TEFRA. With partner, completed more than \$300 million of transactions in 12 states; personally led financings in Florida, South Carolina, Georgia, Kentucky, Maryland, Wisconsin, Montana, Oklahoma, Missouri and Kansas.

- Lead banker on \$103 million initial issue to finance construction of Coors Field, home of Colorado Rockies. Financing was first in nation to employ transition rules for similar projects legislated in 1986 TEFRA. Negotiated initial memoranda of lease terms that facilitated selection of Denver as expansion city by Major League Baseball.
- Led or co-managed more than \$450 million of state and state authority financing transactions; was firm's liaison to State on Denver convention center transaction; managed or co-managed every State of Colorado general government financing while at firm.
- While with firm, was founding member of the Advisory Task Force on Capital Finance to the Capital Development Committee of the Colorado General Assembly, Chairman of Private Sector Advisory Group on Prison Privatization to Joint Budget Committee of General Assembly, treasurer of the Board of Directors of the Colorado Student Obligation Bond Authority, member of the Denver Baseball Commission, and a mayoral appointment to the Board of Directors of the Mental Health Corporation of Denver, serving as its Finance Chairman.
- Initial listing, Who's Who in America

7/82 – 1/86

**Center for Business and Economic Forecasting,
University of Denver
Executive Director**

Co-founder and chief operating officer of University-Based public/private econometric services bureau.

Results:

- Created services bureau with Chairman of the Board of the Federal Reserve Bank of Kansas City and Chief Economist of State of Colorado that is still in existence.
- Obtained joint funding from Legislature, Executive Branch, largest Colorado corporations including two largest utilities, three largest banks and major industrial firms including Atlantic Richfield, Coors, Gates Rubber, Monfort Beef.
- Conceived and developed Denver Post Leading Economic Indicators Index, still being published monthly.
- Member, Leadership Denver, 1984
- Initial listing, Who's Who in Finance and Industry

9/79 – 7/82

**State of Colorado
Governor's Office of State Planning and Budget
Director, Capital Investment Budget**

Executive Director, Governor's Blue Ribbon Panel

Project and staff director charged with developing gubernatorial initiatives on public capital investment and infrastructure strategies.

Results:

- Designed and authored first multi-year capital investment process and budget in Colorado history. Developed and coordinated legislative proposals to implement permanent state capital budget process with General Assembly, Denver Chamber of Commerce and Executive Branch. Process became law in 1985.
- Developed proposals to institutionalize economic, investment and financial databases in public/private partnership that became the Center for Business and Economic Forecasting.
- Staff director of public/private, legislative/executive effort to forecast public and private responses to 20-year forecasts of Colorado growth.
- Co-author of first 20-year economic and investment forecast of Colorado, Colorado: Investing in the Future, Private Choices, Public Strategies. Author of specific investment and sector analyses within four-volume work as well as numerous articles, speeches and presentations. Supervised development of staff technical pieces including Techniques of Economic Research: A Colorado Reference for Public and Private Planning.
- Assisted in the formation of and staffed the Governors Commission on State and Local Government, an outgrowth of assessments of State investment demands and requirements.
- Member, Transportation Task Force, Denver Chamber of Commerce

6/76 – 9/79

CNA Insurance Company

Manager, Employment

Manager, Underwriting Information

Training and Analytical Positions

Increasing levels of diverse responsibilities as part of senior executive development program

Results

- Directed recruiting activities for 40% of home office positions (1,500 jobs) supervising staff of seven and administering budget of \$600,000. Personally recruited for all positions with salaries of \$40,000 and more.
- Reduced open positions 60% and turnover 40% in six months in 900-person data processing department.
- Developed, implemented and managed reunderwriting of company's book of 15,000 worker's compensation policies resulting in contribution of \$7 million to earnings.
- Was "loaned executive" to Illinois Epilepsy Association acting as Illinois chairman of national Epilepsy Foundation of America fundraising event.

4/74 – 5/75

**Citizens for Singer
District Coordinator**

Mayoral campaign lead staff responsibility in district of 400,000 people

Results

- With one initial staff of one other person, developed, organized, managed precinct organization that grew to 1,200 on Election Day.
- With another District Coordinator, raised more than \$100,000 (1/8 of all funds raised by campaign) that funded citywide precinct effort.

1/70 – 4/74

**Equicon, Inc.
Founding Partner**

Organized, with four other officers of First National Bank of Chicago, investment management firm. Was senior portfolio manager and led marketing function.

Results:

- Grew firm to \$13 million under management.
- Followed, as a security analyst, brewing, broadcasting, cable television, newspaper and tobacco industries. Wrote research reports on several companies published by New York Stock Exchange member firms.
- Developed firm's monthly client reporting system, a computer generated portfolio and tax review program.

5/67 – 12/69

**First National Bank of Chicago
Trust Officer**

Various positions in Trust Department

Responsible for management of 150 equity and fixed income portfolios with assets of approximately \$100 million

Results

- First person in 100 years elected Officer of Bank with less than 3 years of employment and first person in 20th Century elected Officer of Bank before his or her 25th birthday.
- Trust Department representative on interdepartmental task force on Black Capitalism that advised group of minority investors on corporate investment opportunities; resulted in purchase of established retail business.

EDUCATION

9/65 – 10/66

Columbia University Graduate School of Business, New York City

9/61 – 6/65

Brandeis University, Waltham, MA, Bachelor of Arts, History

