

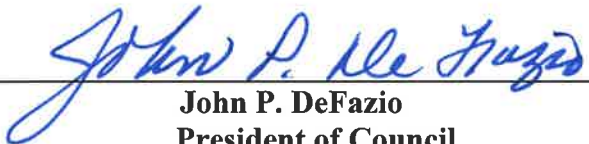
APPOINTMENT

Approving the reappointment of Donald Smith to serve as a member of the Redevelopment Authority of Allegheny County for a term to expire on May 23, 2021.


SPONSORED BY COUNTY EXECUTIVE FITZGERALD

In Council Feb. 7th, 2017.

Read and approved by Motion of Council.



John P. DeFazio
President of Council

Attest: 

Jared Barker
Chief Clerk
Allegheny County Council

COUNTY OF



ALLEGHENY

RICH FITZGERALD
COUNTY EXECUTIVE

January 12, 2017

Honorable President and Members of Council
Allegheny County Council
119 Courthouse
Pittsburgh, PA 15219

Dear Members of Council:

Please find the attached resume of Donald Smith, whom I am recommending for reappointment to the Redevelopment Authority of Allegheny County.

Established by PA Urban Redevelopment Law by the Commonwealth of PA to implement economic development programs and carry out housing rehabilitation and development. This Authority applies for State and Federal aid on behalf of a blighted municipality. The Authority buys the land, relocates the inhabitants, clears and improves the land for use or sells the land for private interest to develop in accordance with approval. I am recommending Mr. Smith for another term to expire on May 23, 2021.

Mr. Smith currently serves as the President of the Regional Industrial Development Corporation. He holds a bachelor's degree from Harvard University as well as a master's degree from Carnegie Mellon University.

I appreciate your consideration and ask that you act on this appointment as quickly as possible. Mr. Smith will make himself available for review before the appropriate committee if members of Council wish to speak with him.

Sincerely,

A handwritten signature in blue ink that reads "Rich Fitzgerald".

Rich Fitzgerald

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OFFICE OF THE COUNTY EXECUTIVE

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Donald F. Smith Jr.

165 Millview Dr
Pittsburgh, PA 15238
(412) 781-6777
Dsmith@ridc.org

RIDC
210 Sixth Ave, Suite 3620
Pittsburgh, PA 15222
(412) 315-6444

EXPERIENCE

Regional Industrial Development Corporation

President

1/09 – present

Named fifth president of this 60 year old not-for-profit development company, with over 6 million square feet of leasable real estate and hundreds of acres of developable land.

- Completed a new strategic plan, resulting in shedding residential and downtown properties to focus on new development in the technology and brownfield redevelopment space.
- Manage an annual budget in excess of \$35 million.
- Reduced long term debt by over \$60M and decreased debt to equity ratio from 4-1 to less than 1-1.
- Produced eight best financial years in last 25 years for organization.
- Acquired over 500 acres of new development property and
- Completed largest industrial redevelopment transaction in RIDC history.

Carnegie Mellon University and University of Pittsburgh

Founder, University Partnership of Pittsburgh

1/02 -1/09

Nationally unique position as director of economic development for two major research universities. Mission is to identify and foster collaborative and individual opportunities to make university resources more accessible and focused on regional economic development.

Accomplishments:

- Forged an unprecedented collaboration between two independent major research universities.
- Led a coalition of university, business, government and economic development officials in the creation of statewide cluster-based development initiatives in information technology and life sciences.
- Founded a novel consortium of 12 regional technology based economic development organizations -- the Greater Oakland KIZ -- and serve as Chairman.
- Created a unique web portal to provide one-stop, advanced search-enabled access to university resources across both universities.
- Raised national and international profile of both universities for economic development.
 - CMU ranked among 10 best universities for economic development in **Innovation U**
 - Pitt and CMU ranked among top 25 Saviors of Our Cities, Sept. 2006
- Secured \$8M in state funding for CMU's Collaborative Innovation Center, which now houses Intel, Apple and Google(the only facility in the world with all three companies), a Microsoft sponsored research lab and other technology companies.
- Initiatives under the partnership have contributed over \$100M to the two universities in research, facilities and faculty funding.
- Represented the Chancellor and the President in community interactions.

Greater Oakland Keystone Innovation Zone(GO-KIZ)

Founder and Chairman of the Board

9/2004 – present

The KIZ is a Commonwealth of PA program designed to stimulate startup and relocation activity in proximity to universities. GO-KIZ is partnership including universities, hospitals, technology based economic development organizations, the city, the county and business leadership organizations.

- Co-authored white paper that led to creation of the state program
- Designed and founded the regional partnership that became GO-KIZ
- Funded 30+ partnerships between startup companies and established regional companies/institutions.

Pittsburgh Life Sciences Greenhouse

Interim President and CEO (on leave from Universities)

2/2003 – 12/2003

Secretary-Treasurer

8/2000 – 8/2007

The PLSG is a partnership of universities, foundations, government and the private sector to develop and grow a life sciences research and industry cluster in Southwest PA.

- Led team that designed and founded the Life Sciences Greenhouse strategy and organization, both at the state and regional level.
- Identified, designed and helped implement key strategic actions, programs and partnerships.
- Brought together universities, state government, foundations, and private companies to achieve consensus on plan and to meet fundraising objectives.
- PLSG received over \$70M from foundations and \$33M from PA, and has assisted over 210 life science companies in the region.

As interim CEO:

- Recruited senior staff, including CTO, Incubator Manager, 3 Executives in Residence
- Forged new programmatic alliances:
 - with Pittsburgh Tech Council and PA Biotech for networking
 - with Innovation Works to create LifeSpan, an angel funding initiative
- Invested \$15M as a Limited Partner in PA Early Stage Partners to promote seed investments in the region.
- Struck master university intellectual property agreement with Pitt and CMU.
- Maintained budget discipline on an annual budget of \$18M.
- Made 6 investments in companies/concepts, recruited 2 companies to relocate into Pittsburgh.

Pittsburgh Digital Greenhouse, Inc. (PDG)

Founding President (on loan from university)

12/98 - 5/99

Research Director

6/99 - 2001

The Pittsburgh Digital Greenhouse was the Commonwealth's first major cluster development initiative, representing a sea change in the approach to company attraction and development. The initiative targeted the chip design industry, and brought together universities, foundations, government and companies to leverage regional strength in research and commercialization to create the environment for industry growth. The PDG has received over \$50M in state and foundation support and has helped double the size of the cluster in the region.

- Leadership role on the project team that developed the strategy.
- Secured initial state funding in excess of \$4M
- Led recruitment team to Japan, Korea, Silicon Valley and Boston
- Signed initial company members, Sony and Oki Electronics.
- Served as initial President of the PA Design Complex Development Corporation, which became the Pittsburgh Digital Greenhouse
- Led the team that merged the Digital Greenhouse with the Robotics Foundry to create the Technology Collaborative in 2005.

Carnegie Mellon University

Special Assistant to the President for Economic Development

8/98 – 12/01

H. John Heinz III School of Public Policy and Management

Director, Center for Economic Development

6/95 – 1/2002

Professor of the Practice in Economic Development

6/95 -- present

- Directed CMU's applied research center in Economic Development.
- Taught the *Urban and Regional Economic Development* course and systems synthesis project courses.
- Center for Economic Development gained national reputation for excellence in applied policy research.

RAND Corporation

Policy Analyst

8/93 - 6/95

Critical Technologies Institute

Specialized in policy research targeting technology policy and the financing of new technologies. Projects included "The Role of Universities in Regional Development"; "Financing New Technologies: The Role of Venture Capital"; "Regional Technology Alliances"; and The US Metal Casting Industry.

Pennsylvania Department of Commerce

Strategic Projects Coordinator

8/86 - 9/88

Economic Development Policy Analyst

Office of Regional & Community Initiatives

Bureau of State and Federal Assistance

Lead analyst in the development of Pennsylvania's State-wide Economic Development Strategy--*Investing in Pennsylvania's Future*. Development Finance and Small Business Incubator Specialist, overseeing those portions of the ARC-funded Enterprise Development Program.

EDUCATION

Carnegie Mellon University

Pittsburgh, PA

H. John Heinz III School of Public Policy and Management

Ph.D. in Public Policy, 1994

Concentration: Regional Economic Development

One of the few graduate students to offer their own courses as part of the MS curriculum.

Harvard University

Cambridge, MA

AB. with Honors in Economics, June 1986

Selected Publications

Smith, Donald F. Jr. and Richard Florida. "Venture Capital's Role in Regional Innovation Systems" in Zoltan Acs, ed. *Regional Innovation and Global Change*. Pinter Publishers Limited. 1999

Smith, Donald F. Jr. and Robert E. Gleeson, "Commentary on 'The Role of Public Universities in Regional Economic Development'" in Richard Bingham and Robert Mier, eds. *Significant Issues in Economic Development*, Sage Publications, 1998

Smith, Donald F. Jr. "Regional Technology Alliances and the Technology Reinvestment Project" Working Paper for workshops held June 27, 30, 1994.

Smith, Donald F. Jr. and Richard Florida. "Agglomeration and Industrial Location: An Econometric Analysis of Japanese-Affiliated Manufacturing Establishments in Automotive-Related Industries." *Journal of Urban Economics* (June 1994)

Florida, Richard and Donald F. Smith, Jr. Venture Capital and Industrial Competitiveness Report to the US. Department of Commerce, Economic Development Administration, 1994

Florida, Richard and Donald F. Smith, Jr. "Venture Capital Formation, Investment and Regional Industrialization," *Annals of the Association of American Geographers* September 1993.

Florida, Richard and Donald F. Smith, Jr. "Venture Capital, Innovation, and Economic Development," *Economic Development Quarterly* (November 1990):345-360.

Selected Applied Research Grants / Projects

I served as principal investigator and grant writer on many grants ranging from as small as \$13,000 to \$500,000. In addition, as noted above, I successfully launched initiatives that gained in excess of \$100M. A selection of the applied research grants not already described is presented here.

Founder, Regional Technology Policy Group of Southwestern PA, 2000. \$500,000

Principal Investigator, Pittsburgh Clusters Project, Pittsburgh Technology Council, 2001

Principal Investigator Information Technology Sector Study, *GOING GLOBAL* National Council on Competitiveness, 1997-8

Principal Investigator Institutionalizing Technology 21: An Information Technology Strategy. Ben Franklin Partnership, Western PA ATC, 1998.

Principal Investigator "1996 (also 1997,1998) Entrepreneurial Vitality Scorecard for the Region" The Enterprise Corporation of Pittsburgh, 1997

Principal Investigator "Corporate R&D Decision-making" Office of Science And Technology Policy, 1994 \$100,000

Principal Investigator "Financing High Technology Industrial Development" 1993-94 RAND Project, \$70,000.

Co-principal Investigator, "Venture Capital and Industrial Competitiveness," US. Economic Development Administration, 1991-1992. \$100,000.

Board Service

- Chairman, Regional Industrial Development Corporation of SWPA, 2008 (Board member since 2000)
- Vice Chairman, Redevelopment Authority of Allegheny County, 2000-present
- Steering Committee, Pittsburgh Regional Alliance 2002-present
- Board of Directors, Idea Foundry 2003-present
- Board of Directors, First Tee of Pittsburgh 2005-2009
- Board of Directors, Innovation Works (2003-2005)
- President, Board of Directors, Schenley Golf Operating Corporation 2005-2008 (A CMU Subsidiary)
- Co-founder/Board of Directors/President, Pittsburgh Urban Magnet Project (PUMP) 1997-2004
- Secretary/Treasurer, Pittsburgh Life Sciences Greenhouse 2002-2007
- Board of Directors, Green Chairman Edgewood Golf Club

Media Experience

I have had extensive media experience, appearing across media on a local and national basis.

- Print
 - Wall Street Journal
 - Business Week
 - INC
 - Forbes
 - USAirways Magazine
 - Chronical of Higher Education
 - Many local newspapers
- Radio
 - NPR
 - Bloomberg News
 - KQV Global Press Conference
- TV
 - Sunday Business Page
 - KD-PG Sunday Edition
 - Local TV News

Selected Awards

- Pittsburger of the Year, Pittsburgh Magazine, 1998 *The Architects of Regionalism*
- Inaugural 40 Under 40 winner, Pittsburgh Magazine, 1999
- British American Project Fellow, 1997

Selected Invited Speeches

- 2008 State Science and Technology Institute, Plenary on Universities and TBED
Congressional Hearing on Revitalizing Older Cities, Carnegie PA.
- 2007 Midwest Higher Education Compact
Federal Reserve Bank of Cleveland
- 2006 Keynote at Association of University Research Parks Annual Meeting
Facilitator for Initial University Economic Development Session, SSTI Annual Mtg.
Assoc of American Medical Colleges Annual Meeting, Austin TX
Connecticut Governor's Symposium on Technology Based Economic Development
Council on Government Relations Conference, Washington DC
West Virginia University
- 2005 Keynote at Creating PA's Future Conference, University Technology Track
SSTI Annual Meeting Speaker
Council on Competitiveness, Delaware Meeting on Regional Clusters
New York University Working Group
- Other New York Biotechnology Association Annual Meeting
North Carolina State, Emerging Issues Forum
University of the Pacific
Keynote, Michigan Economic Development Corporation, Smart Zones Conference



COUNTY OF ALLEGHENY

OFFICE OF THE COUNTY COUNCIL

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WWW.COUNTY.ALLEGHENY.PA.US/COUNCIL

February 13, 2017

Mr. Donald F. Smith, President
RIDC
210 6th Avenue, Suite 3620
Pittsburgh, PA 15222

Dear Mr. Smith:

This letter is to inform you that at the Regular Meeting of Allegheny County Council held on February 7, 2017 Council approved your reappointment to serve as a member of the Redevelopment Authority of Allegheny County for a term to expire on May 23, 2021.

We congratulate you on your reappointment and wish you the best of luck in this undertaking. We look forward to receiving your recommendations and stand willing to assist you in any way you believe appropriate.

Sincerely,

Edward J. Kress, Appointment Review Committee Chair
Allegheny County Council

cc: Robert D. Hurley, Director, Allegheny County Department of Economic Development

EJK/sb