



Qualifications of Edward M. Steere, MSRE, AICP

Principal

Man with a Plan LLC



Education

MS —

Johns Hopkins University
Real Estate

BFA —

Syracuse University
Maxwell School of Citizenship
& Public Affairs, Geography

AICP —

American Planning Association
American Institute of Certified
Planners

Contact Details

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Polestar Analysis

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Background

Polestar Analysis (October 2024-Present)
Valbridge Property Advisors (2017-2024)
Lipman Frizzell & Mitchell LLC (2016-2017)
EMSPlanning LLC, Aberdeen, MD (2009-2015)
Frederick Ward Associates, Bel Air, MD (2003-2009)
Lipman Frizzell & Mitchell LLC, Columbia, MD (2001-2003)
Harford County Planning & Zoning, Bel Air, MD (1990-2001)
Chester County Planning Commission, West Chester, PA (1988-1990)
Fairfax County Public Works, Fairfax, VA (1987-1988)

Expert Witness

Before Maryland public administrative bodies, zoning hearing examiners and/or boards of appeals: Montgomery County, Prince Georges County, Baltimore County, Carroll County, Cecil County, Harford County, City of Laurel, City of Aberdeen, City of Havre de Grace, Town of Bel Air, Town of Elkton, Town of North East, Town of Perryville.

Membership/Affiliations

American Planning Association, American Institute of Certified Planners
Lambda Alpha International Land Economics Society (Baltimore), Member
Urban Land Institute (ULI) TOD Product Council
International Council of Shopping Centers (ICSC)
National Council of Housing Market Analysts (NCHMA)
Economic Development Advisory Board for Harford County, MD
Friends School of Harford Board of Trustees
Habitat for Humanity Susquehanna Resource Development Committee Member

Experience

Steere's experience has spanned over three decades as a professional in land planning, real estate research, marketing, development, appraisal and public policy across the Mid-Atlantic region. His experience includes both public- and private-sector land planning and zoning; feasibility and site design for development projects including institutional, residential, commercial and industrial; market and financial feasibility analyses for major real estate projects, including mixed use; due diligence research and project entitlement; and advising clients concerning development strategies.

design and expert representation. Other products included real estate economics, community strategy, tax increment financing studies, and workforce studies.

- Performed an extensive housing study for Baltimore County of an historic black community, Turner Station
- Produced hundreds of affordable housing market studies resulting in successful projects for market rate and affordable dwelling units.
- Analyzed and produced market studies for tax credit financing in Maryland, Pennsylvania and Washington, DC.
- Consulted directly to financial institutions in support of proposed development projects (both affordable and market rate) and production of HUD studies.

EMSPLANNING, LLC, Aberdeen, Maryland • 2011-2015

Principal

A sole proprietor format business wherein I was the principal, project manager, and sometimes producer, of services for clients seeking real estate development solutions. Creating collaborations and partnerships of peer professionals to accomplish tasks and projects.

- Performed market studies throughout Pennsylvania, Maryland, Delaware and Virginia.
- Consult directly to property owners and developers to manage land use and zoning matters.
- Consult to the legal community for expert witness testimony.
- Collaborate with other consultants to create a comprehensive development team, in addition to analysis and reporting for real estate development projects.

FREDERICK WARD ASSOCIATES, Bel Air, Maryland • 2005-2011

Director of Business Development • 2008-2011

Spearheaded business development and marketing strategy as right hand of the president, including sponsorships, social media marketing and special events. Developed proposals and assembled project teams. Worked closely with clients in order to enhance reputation of firm as a responsive, reliable partner.

- Sustained firm during prolonged market downturn by expanding business development efforts and teaching networking, prospecting and salesmanship skills to senior staff.
- Developed productive, long-term business relationships with organizations such as the US Army, defense contractors and a Fortune 500 company.

Senior Planner • 2005-2008

Spearheaded collaborative planning efforts with clients, introducing "teaming" concept and Client Services Director role. Prepared development plans, planning studies, feasibility studies, and due diligence reports. Coordinated teams of engineers, surveyors, drafters and other professionals on all projects. Enhanced corporate communication by embracing cutting-edge technology.

Key Highlights as Senior Planner:

- Designed the Harford Community College campus master plan
- Authored the 2005 BRAC Transportation Study for the Army Alliance, resulting in a successful growth of Aberdeen Proving Ground.
- Successfully managed the annexation of a farm into Perryville, MD for IKEA Mid-Atlantic Distribution Center, to construct an automated rack-supported warehouse.
- Ensured departmental profitability by clarifying project roles, and enhancing teamwork and communication leading to greater efficiency and improved client relations.
- Authored BRAC transportation study widely used to promote regional transportation improvements.

- Retained as expert witness in front of Boards of Appeals and Planning Commissions.

LIPMAN, FRIZZELL AND MITCHELL, Columbia, Maryland • 2002-2005

Associate Market Analyst

Compiled detailed market reports including analysis and illustration of statistics and demographic data to help clients obtain project financing. Analyzed market feasibility of Baltimore community planning efforts. Performed property appraisal fieldwork and reporting as necessary.

- Streamlined data collection and tabulation by developing standard production format and selecting appropriate data vendors.
- Instituted GIS for map analysis and report production.

FURTHER PROFESSIONAL EXPERIENCE

HUMMINGBIRD MANOR, LLC, Aberdeen, Maryland • 2008-2021

Member, Chief Financial Officer

HARFORD COUNTY DEPARTMENT OF PLANNING AND ZONING, Bel Air, Maryland • 1990-2002

Senior Planner

CHESTER COUNTY PLANNING COMMISSION, West Chester, Pennsylvania • 1988-1990

Planner

FAIRFAX COUNTY DPW, UTILITIES PLANNING & DESIGN, Fairfax, Virginia • 1987-1988

Engineering Technician (temporary grant funded position)

EDUCATION

Master of Science in Real Estate

Johns Hopkins University, Carey Business School • Baltimore, Maryland

Master of Legal and Ethical Studies and Master of Public Administration (Coursework)

University of Baltimore • Baltimore, Maryland

Bachelor of Fine Arts in Geography

Syracuse University, Maxwell School of Citizenship and Public Affairs • Syracuse, New York

CERTIFICATIONS AND MEMBERSHIPS

American Planning Association – American Institute of Certified Planners #011075

Lambda Alpha International – Honorary Land Economics Society

Urban Land Institute – Baltimore TOD Product Council

Maryland Affordable Housing Coalition

National Council of Housing Market Analysts

Friends School of Harford Board of Trustees

Maryland Economic Development Association

Maryland Forest Professional