



Quality  
Growth  
INSTITUTE

EDUCATION | PROFESSIONAL DEVELOPMENT | BEST PRACTICES

THE  
**In<sup>+</sup>tersection**  
QUALITY DEVELOPMENT CONFERENCE

**DIGITAL PROGRAM**

**August 11, 2022**

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QUALITY DEVELOPMENT CONFERENCE

# Program

7:30 AM

**CHECK-IN OPENS**

8:00 AM

**"THE BIG RE-THINK"**

*Greg Lindsay, Chief Communications Officer, Climate Alpha*

## HOUSING

8:15 AM

**NATIONAL HOUSING SPEAKER**

*Skylar Olsen, Chief Economist, Zillow*

8:35 AM

**LOCAL HOUSING PANEL**

*Ernest Brown, Board Member, Abundant Housing Atlanta*

*Paul Corley, Regional President, Empire Communities*

*Marilynn Davis, Senior Advisor, HR&A Advisors, Inc.*

*Skylar Olsen, Chief Economist, Zillow*

9:00 AM

**LIVE Q&A WITH PANELISTS**

## WORKPLACES

9:15 AM

**NATIONAL WORKPLACES SPEAKER**

*Arjun Ramani, Global Business & Economics*

*Correspondent, The Economist*

9:35 AM

**LOCAL WORKPLACES PANEL**

*Jeffrey Brown, Senior Real Estate Portfolio Manager, Microsoft*

*Kate Oliveira, Managing Director, CBRE, Americas Consulting*

*Mark Toro, Principal, Toro Development Company*

10:00 AM

**LIVE Q&A WITH PANELISTS**

10:15 AM

**BREAK**

## SUPPLY CHAIN & LOGISTICS

10:25 AM

**"THE FUTURE OF THE UPS GLOBAL SMART LOGISTICS NETWORK"**

*Jon Bell, Strategic Innovation, UPS's Advanced Technology Group*

10:50 AM

**LIVE Q&A WITH JON BELL**

11:05 AM

**"CAPACITY BUILDING INFRASTRUCTURE: THE NEW NORMAL IN SUPPLY CHAIN"**

*Stuart Countess, President & CEO, Kia Georgia*

*John Petrino, Director of Business Development, Georgia Ports Authority*

11:45 AM

**LIVE Q&A WITH COUNTESS AND PETRINO**

12:00 PM

**ADJOURN**

Thank you for joining us as we dive into a half-day discussion on the innovation of housing, workplaces, and mobility/logistics in Georgia and how we compare to national trends. We are living – doing business and creating public policy – in the most dynamic moment in the history of the built environment. The very definitions and perceptions of every indoor and outdoor space on the planet are changing.

# Innovation in Georgia

THE FUTURE OF HOUSING, WORKPLACES, & SUPPLY CHAIN



**Greg Lindsay**

Chief Communications Officer



Climate Alpha

Greg Lindsay is the chief communications officer of Climate Alpha and a partner at its parent firm, FutureMap. He is also a non-resident senior fellow of the Atlantic Council's Foresight, Strategy, and Risks Initiative, a senior fellow of MIT's Future Urban Collectives Lab, and a visiting scholar at New York University's Rudin Center for Transportation Policy & Management. He's advised Intel, Samsung, Starbucks, Audi, Chrysler, Hyundai, Tishman Speyer, and British Land, among many other organizations, and was the inaugural urbanist-in-residence at URBAN-X — BMW MINI's urban tech accelerator. He is co-author of the 2011 critically acclaimed international bestseller *Aerotropolis: The Way We'll Live Next*. Greg is also a two-time *Jeopardy!* champion (and the only human to go undefeated against IBM's Watson).



**HOUSING**



**WORKPLACES**



**SUPPLY CHAIN**

In a world of remote and hybrid work – and an environment in which competition for talent is fierce – we have more questions than answers.

# HOUSING



**Skylar Olsen**  
*Chief Economist*  


A Ph.D. housing economist with more than ten years of experience figuring out how, why, and what's next, Skylar is passionate about ensuring policymakers, journalists, housing professionals, and her colleagues have the data and understanding they need to make better decisions.

Skylar has testified before Congress about fair housing issues and regularly shares her housing-market expertise on stage, in print, and on local and national television and radio stations. She also teaches Real Estate Evolution and Disruption at the University of Washington.

Before becoming Zillow's chief economist in July 2022, Skylar was a foundational member of Zillow's public-facing economics team, bringing her radical transparency and talent for humanizing data and economics back to bear on the largest housing market dataset in the world. She also has built and supported public-facing economics and data programs in Prop/FinTech through Reimagine Economics, a consultancy she founded, and was head of economics at Tomo, a digital mortgage start-up.

## local housing panel



**Ernest Brown**  
*Board Member*  
*Abundant Housing Atlanta*

Ernest Brown is a board member of the national housing advocacy group YIMBY Action and chair of the local chapter, Abundant Housing Atlanta. He began getting civically active at school board meetings growing up and participated in the ARC Millennial Advisory Panel in 2015. During his time in the Bay Area, he organized his neighbors to knock on over 10,000 doors in support of pro-housing champions and helped grow the housing advocacy movement from a regional organization to a national force. He hopes to bring the same people-power energy to the issues in Atlanta. He is a South Dekalb native and graduate of Emory University.



**Paul Corley**  
*Regional President, Atlanta*  
*Empire Communities*

With 30+ years of homebuilding experience, Paul Corley established Edward Andrews Homes in 2007 and has spearheaded its growth through his ability to provide the company with vision, strategy, and industry-leading innovation. In 2019, Paul oversaw the formation of the company's strategic partnership with Canada-based Empire Communities. Paul continues to lead Atlanta's division as Regional President. Paul is active in the day-to-day management of the Atlanta firm, guiding the overall direction and growth strategy. He leads land acquisition and development with his ability to envision large tracts of land with an eye for their future development as award-winning communities. Currently, Empire Communities is expanding its footprint into the US Southeast and serves as a local market leader, building in 15+ communities in greater Atlanta. Paul earned his Bachelor of Arts from the University of Florida in 1987, and he actively contributes to the homebuilding industry by participating in numerous industry associations, including being an active member of the Council for Quality Growth's Board of Directors and having served as the Council Chairman in 2020.



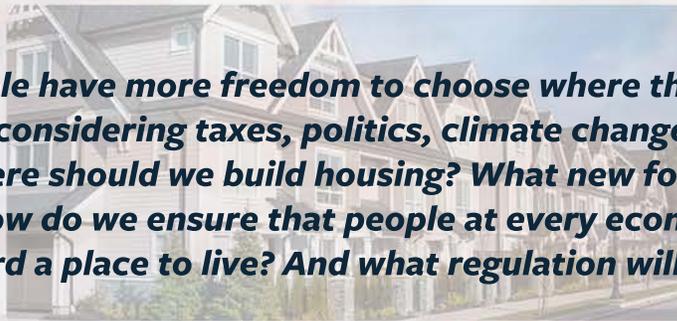
**Marilynn Davis**  
Senior Advisor  
HR&A Advisors, Inc.

Marilynn helps to conceptualize and implement dynamic real estate projects that create vital places and build more equitable and resilient communities. Previously, Marilynn was Chief Real Estate Officer at Clark Atlanta University where she led the optimization of the University's real estate portfolio, strategizing the commercial development of its 50+ acres of underutilized off-campus assets.

Marilynn's career has placed her in leadership positions along a range of industry platforms, most recently addressing the dynamics of cities and their impact on the built environment. Among these have been Managing Director of the New York office of IMC Octave, CEO at a landscape architecture firm, and Assistant Secretary of Administration at the U.S. Department of Housing and Urban Development, nominated by President Clinton and confirmed by the U.S. Senate.

Marilynn has served on several boards or in advisory roles related to the arts, architecture, and cities. She is a member of the University Development and Innovation Council of the Urban Land Institute.

Marilynn earned her B.A. from Smith College, Masters degrees in economics from both the University of Michigan and Washington University in St. Louis, and an M.B.A. from the Harvard Business School.



***People have more freedom to choose where they live. They're considering taxes, politics, climate change and more. So, where should we build housing? What new forms do we need? How do we ensure that people at every economic strata can afford a place to live? And what regulation will support it?***



Atlanta Regional Commission

State of the  
**Region**

2 0 2 2

**Save the date!**

Friday, October 28

[atlantaregional.org/sor2022](http://atlantaregional.org/sor2022)

# WORKPLACES



**Arjun Ramani**

*Global Business & Economics Correspondent*

**The  
Economist**

Arjun Ramani is an economist and journalist and focuses on innovation policy, finance, and macroeconomics. His recent features include the restructuring of venture capital, economic policy in the Covid era and a new way of measuring inflation concentration. Previously he worked on an emerging markets trading desk at Citadel and on economic policy at the White House Council of Economic Advisors.

Ramani graduated with honors from Stanford University where he studied economics and computer science and was a Kennedy Prize winner. He edited the data journalism section of the school newspaper, *The Stanford Daily*, and worked to improve campus data transparency. Ramani continues to do research at the Stanford Institute for Economic Policy Research with Professor Nick Bloom. Arjun's most recent paper shows how working-from-home has led to a "donut effect" in America's largest cities and has been covered by Bloomberg, Vox, and The Economist among other outlets.

## local workplaces panel



**Jeffrey Brown**

*Senior Real Estate Portfolio Manager, Georgia  
Microsoft - Global Workplace Services*

Jeffrey focuses on managing an emerging real estate portfolio while cultivating a dynamic relationship with the metro Atlanta community. Previously, Jeffrey managed over 3 million sq. ft. of corporate real estate in Seattle. His primary objective was to bridge the gap between service delivery and Employee Experience, leveraging a vast network of vendor service providers. He was responsible for the agility and evolution of comprehensive service programs for the Seattle Campus. He listens to the "voice of the customer" to identify opportunities to enhance the overall experience of visitors, vendors, and employees. Prior to returning to Microsoft, Jeffrey was a Senior Manager of Supply Chain Management at Citrix Systems and also spent 3 years in Assurance practices. The pivotal period in his career was his 4-year stint in Internal Audit at Microsoft, in which he developed relationships with key stakeholders across Asia Pacific, ANZ, Europe, the Middle East, and North America. Jeffrey is from Los Angeles, and he earned a bachelor's in accounting from Saint Mary's College.

**Kate Oliveira**

*Managing Director  
CBRE, Americas Consulting*



Kate is a Managing Director at CBRE and co-leads the Atlanta and southeast regions of the Americas Consulting practice. In her role at CBRE, Kate assembles and leads multi-disciplinary teams to meet client needs in areas including workplace, labor analytics, supply chain, incentives, occupancy management and portfolio strategy. Prior to CBRE, Kate was a Senior Manager in the Strategy and Transactions practice at EY for almost 10 years, specializing in real estate valuation services and corporate real estate strategy. Additional professional experiences include a tenure as an AVP at a start-up Blackstone portfolio company offering financing for single-family rental investments. She also taught middle school math in the Dominican Republic.



**Mark Toro**  
Principal  
Toro Development Company

Mark Toro founded Atlanta-based Toro Development Co. in 2021 to create value by building community. As Chief Vision Officer, Toro uses a metric-driven approach to identify properties that have significant potential based on the promise of the locale. He and his team have multi-dimensional experience, positioning Toro Development Company to choose the right use or mix of uses for each redevelopment.

Prior to starting Toro Development Company, Toro cofounded and led the North American Properties (NAP) Atlanta office where he oversaw \$3.1 billion in real estate development, totaling 9.4 million square feet. He delivered industry-leading returns to his capital partners, became known nationally as a leader in experience-driven commercial real estate, and left a legacy of great communities. His successes at NAP include the repositioning of Atlantic Station, the development of Alpharetta's \$1 billion Avalon, and the redevelopment of Colony Square.

Before cofounding NAP's Atlanta office in 1996, Toro served in several leadership positions with Faison and Cousins Properties. He attended Rutgers University, where he met his wife, Nancy.

*How do we design and build workplaces for more remote and hybrid work? What does collaboration look like with distributed workforces? And what is the live-work-play of the future?*

# GATEWAY85 POSITIVE IMPACT

Gateway85 CID improves the mobility, accessibility, security and beauty of our 14-square-mile district to be the top location for businesses.

**\$36.4**  
BILLION  
STATE OF GEORGIA OUTPUT

**\$27.5**  
BILLION  
GWINNETT COUNTY OUTPUT

**47,417 JOBS**

**16% OF  
GWINNETT  
COUNTY  
JOBS**

**3,091 BUSINESSES**

**SINCE 2006,**

**INVESTED >\$10 MILLION**  
into lighting, landscaping, and right of way maintenance

**INSTALLED >18 MILES**  
of pedestrian crossings, sidewalks and other amenities



**gateway85.com**

# SUPPLY CHAIN



**Jon Bell**

*Strategic Innovation, UPS's Advanced Technology Group*



Jon Bell works in Strategic Innovation at United Parcel Service's Advanced Technology Group (ATG.) The UPS Advanced Technology Group is responsible for the research, testing, and development of new technologies and models that will improve UPS's Global Smart Logistics Network. The group accelerates decisions and improves collaboration as UPS implements key components of its next-generation network. The team finds the right technologies to kick its Smart Logistics Network into overdrive for the benefit of its customers. Previously Jon served on UPS's Strategic Marketing Team identifying global consumer insights and market trends. Jon has been a dedicated UPSer for over 33 years and currently resides in Atlanta, Georgia.

## MOBILITY & LOGISTICS

“CAPACITY BUILDING INFRASTRUCTURE:  
A NEW NORMAL IN SUPPLY CHAIN”

### local discussion

**Stuart Countess**

*President & CEO  
Kia Georgia*



Stuart Countess is the President and Chief Executive Officer of Kia Georgia's manufacturing facility in West Point, GA. Countess is responsible for all operational facets of the four-model assembly plant that employs over 2,900 employees and produces a capacity of 340,000 vehicles annually. A graduate of the University of Alabama in Electrical Engineering, Countess began his 30-year manufacturing career with Hughes Aircraft Corporation before moving into automotive at the Mercedes Benz assembly plant in Vance, AL.

In 2008, Countess was hired as the Sr. Manager for Kia Georgia's General Assembly shop, where he was a key figure in developing and implementing The Kia Way and the Georgia Production System as core practices of the facility's operational system. Since his hiring, Countess has held positions as the company's Director of Quality, Vice President of Quality and Chief Administrative Officer, and Chief Operating Officer before assuming his current role.

Countess is very active in community, civic, and educational organizations promoting individual development and providing leadership through service on multiple boards and committees in various capacities. He and his wife, Dana, reside in Lagrange, GA. They have four children and two grandchildren.



## local discussion



**John Petrino**  
*Director of Business  
Development  
Georgia Ports Authority*

John started his career in international logistics with United States Lines in 1984. In 1988, he went to work for Maersk Line, the largest container shipping company in the world, where he held numerous management positions throughout the US in sales, line management, and operations.

He joined the Georgia Ports Authority as General Manager of Trade Development in 2006, with responsibility for ocean carrier and cargo sales and overseeing the US domestic and international sales staff. In April 2010, he was named Director of Business Development and in March of 2019, International Marketing was added to his duties.

John is a graduate of Leadership Southeast Georgia, a member of the Propeller Club of Savannah, and currently serves on the Board of Directors of World Trade Center Savannah as Vice-Chairman. He is also on the Steering Committee for the Georgia Logistics Summit and is past Program Chair for the Georgia Foreign Trade conference. A native of New Jersey, John graduated from Rutgers University. He has four children and resides in Richmond Hill, Georgia.

***Were the past two years of disruption of the ways we move people and products an anomaly – or did they accelerate change that will continue? How do cities, counties, states and our country make investments in mobility infrastructure? How do companies build supply chains for the future?***

THE  
**In<sub>+</sub>ersection**

QUALITY DEVELOPMENT CONFERENCE



# STATE OF THE BELTLINE



**August 30, 2022**  
**7:30-9:15 AM**  
**The Gathering Spot ATL**  
Virtual Stream at [CouncilforQualityGrowth.org](http://CouncilforQualityGrowth.org)



**CQG MEMBERS | \$75**  
**VIRTUAL | \$25**  
**NON-MEMBERS | \$95**  
**VIRTUAL | \$45**

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featuring

**ROB BRAWNER & CLYDE HIGGS**  
Executive Director & President & CEO  
*Atlanta BeltLine Partnership* & *Atlanta BeltLine, Inc.*

Join CQG and the BeltLine for a small business panel, funding update, and design/construction discussion.

For more information or to sponsor, contact Kristen Martin [KM@CouncilforQualityGrowth.org](mailto:KM@CouncilforQualityGrowth.org)



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The Council for Quality Growth's  
**2022 FOUR PILLAR TRIBUTE**

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**CAROL B. TOMÉ**

LEAD  
TO INSPIRE  
SERVE  
TO CREATE  
GIVE  
TO REMAIN

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GEORGIA WORLD CONGRESS CENTER



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The INTERSECTION Quality Development Conference is a product the Quality Growth Institute (QGI), the education arm of the Council for Quality Growth and an established 501(c)(3) non-profit organization in the state of Georgia. For more information about QGI, visit [www.CouncilforQualityGrowth.org/QGI](http://www.CouncilforQualityGrowth.org/QGI).

# Quality Growth INSTITUTE

THE QUALITY GROWTH INSTITUTE IS YOUR SOLUTION TO KEEPING UP WITH THE RAPIDLY CHANGING TECHNOLOGIES IN THE GROWTH AND DEVELOPMENT SECTOR. OUR PROGRAMS ARE DESIGNED TO PROVIDE CONTINUING EDUCATION OPPORTUNITIES, MANY OF WHICH ARE ACCREDITED BY ONE OR MORE PROFESSIONAL ORGANIZATIONS. IF YOU ARE IN ARCHITECTURE, ENGINEERING, CONSTRUCTION, REAL ESTATE, OR IN LEGAL PRACTICE, THE QUALITY GROWTH INSTITUTE HAS LEARNING OPPORTUNITIES FOR YOU.

**MISSION** To offer superior, relevant, and up-to-date education programs, courses, and services, focusing on solutions, trends, and best practices that can be implemented in order to foster sustainable growth and development in the metropolitan Atlanta region.

**VISION** To live and work in a metropolitan Atlanta region where all actors - private sector, public sector, and the general public - are informed on developmental issues and events and have opportunities to communicate and cooperate with each other in order to foster effective and sustainable development and growth.

## AREAS OF FOCUS

- Professional/Continuing Education
- Programming that Facilitates Communication & Cooperation
- Community Information & Advisory Services
- Public Sector Advisory Services
- Educational & Scientific Research
- Strategic Planning Services
- Community Education & Outreach



EDUCATION | PROFESSIONAL DEVELOPMENT | BEST PRACTICES

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The Quality Growth Institute (QGI) is an established 501(c)(3) nonprofit organization in the state of Georgia. All contributions to the Quality Growth Institute, Inc. are tax-deductible.



## ABOUT THE COUNCIL FOR QUALITY GROWTH

The Council for Quality Growth is a trade organization that works to ensure continued growth and economic success for generations to come by providing advocacy, information and education to its members. Committed to the mission of promoting balanced and responsible growth, the Council is proactively involved in the formulation of policy and legislation critical to the growth and development industry. The Council addresses, head-on, strategic economic planning, infrastructure needs and tough quality-of-life issues throughout the metro Atlanta region and state.

## CONNECT WITH US



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PROMOTING **balanced** AND **responsible** GROWTH

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