

CV: RANDALL B. GROSS

ADEC Director/CEO

Profession: Economic, Development, & Strategic Planning Consultant
Position: Director/CEO
Expertise: *Local Economic & Community Development; Public Policy Analysis; Development Economics - Project Market & Financial Feasibility; Tourism Development; Economic & Fiscal Impact Analysis; Strategic Planning; Labour Force Economics; PPP; Planning & Transportation Economics; Capacity-Building & Training*

Randall Gross has 25 years' experience providing strategic economic and development consulting services for local, regional and national governments; private companies; and non-profit agencies. He has worked closely with local government officials from the U.S., Russia, South Africa and other countries on nearly 500 projects to enhance their capacity for sustainable community and economic development, citizen participation, asset management, and policy formation.

Mr. Gross brings particular expertise in market and development feasibility analysis to test the economic viability of projects; fiscal and economic impact analysis to gauge public costs and benefits; and public policy analysis to evaluate and monitor policy decisions. He also provides comprehensive implementation strategies that form the bases for industrial & economic development, tourism, and community revitalization.

Among his high-profile projects, he identified trade and investment opportunities in South Africa as Lead Consultant for the Gore-Mbeki trade talks; and he assisted the Development Bank of Southern Africa (DBSA) in conceptualizing the region's first economic development corridor. He assisted Gauteng Province with financial & CED work for the UNESCO Cradle of Humankind World Heritage Site. In the Philippines, he worked with a world-renowned architect in determining the feasibility of the country's first "new urbanist" planned development. He worked with Airports Company South Africa on an economic development strategy for Cape Town International Airport environs. In Mozambique, he assessed the economic viability of redevelopment of rail and prepared a development strategy for the Zambezi Valley.

In addition to his economic analyses, Mr. Gross helps build capacity through hands-on strategic planning and training worldwide. In London, Mr. Gross established the research program for BURA, the British Urban Regeneration Association. On USAID-funded projects, he has provided training worldwide in economic development, citizen participation, and urban revitalization for local government officials. He is a specialist in municipal finance and has trained local South African officials in financing infrastructure through Municipal Service Partnerships (PPPs).

Mr. Gross is founder of a Division of the 30,000-member American Planning Association (APA), and was elected in 2004 to the National Capital APA Board as well as to the Board of the Georgetown Public Policy Institute. He was a speaker at the 2003 World Summit for Sustainable Development. He has worked in local government, deciding property tax appeals cases in Chicago for the world's largest tax appeals agency. He also worked for state and federal government and in the non-profit sector, before entering consulting.

Education

Masters in Public Policy, Georgetown University– Washington, DC
BA Arts & Sciences, Northwestern University (Poli. Sci. & Urban Studies) – Chicago, IL
Certificate in Urban Politics - Northwestern University

Professional Experience

Director, Randall Gross / Development Economics, Washington, DC (1997--) & **Director, African Development Economic Consultants (ADEC), Johannesburg (2003-)**. Consultant specializing in development economics, municipal finance, and strategic planning. Provides economic and tourism development strategies, policy analysis, fiscal & economic impact assessments, targeted industrial and employment generation strategies, property development feasibility analyses, and community revitalization strategies. Provides training and management services for local governments. Clients are local, regional and national governments; universities; private developers; and non-profit agencies.

Senior Associate, Hammer, Siler, George Assoc., Silver Spring, MD (1988-1997). Managed, directed and/or consulted on over 110 economic consulting assignments for public and private clients ranging from the Town of Appalachia to the U.S. Department of Defense and XEROX Corporation. Specialized in project feasibility & fiscal impacts, urban revitalization, military base reuse, university research & technology development, tourism & economic development strategies. Assisted governments with program budgeting, financing strategies & asset management. Planned/managed conference events, directed membership development & edited newsletter as founder and chairman of APA Division.

Editor / Research Assistant, The Independent Sector, Washington, DC (1988). Edited *Research in Progress*, the international compendium of research on the not-for-profit and voluntary sectors. Identified and assessed research activities relating to the management, tax & legal status, development, financing, & impacts of NGOs & non-profits throughout the world.

Research Assistant, U.S. National Endowment for the Arts, Washington, DC (1987). Provided modeling & policy analysis for the National Survey of Public Participation in the Arts.

Case Analyst & Assistant to the Commissioner, Cook County Board of Appeals, Chicago, IL (1985-1986). Decided over 100 individual property tax appeals cases ranging from single family homes to large commercial investment properties. Conducted citizen outreach as Board representative. Wrote press releases and acted as Media Liaison. Managed tax impact and investment studies. Assisted with program policy and strategy as Assistant to Commissioner.

Research Director, Democratic Campaign for Illinois State Treasurer, Chicago (1986). Managed/directed research on consumer banking & financial institution policy. Assisted in determining campaign strategy & electioneering. Developed the Illinois Citizens Insurance Board to represent insurance consumers before State government.

Professional Memberships and Honours

Division Chair, American Planning Association (APA), 1998-2003
Committee Member, American Economic Development Council (AEDC), 1996-1998
Nominated for Loeb Fellowship, Harvard University, 2000
Elected Board Member, National Capital American Planning Assn 2004-;
Elected Board Member, Georgetown Public Policy Institute 2004-
Project of the Year (Pen Lucy Neighbourhood), Neighbourhood Design Center (NDC), 1995
Editor, International Council for Urban Economic Development Base Reuse Newsletter
Annual Project Award (Transit-Oriented Development), National Capital Chapter APA, 2001

CV: GOLDEN CHALUNDA

ADEC Consultant / Research Associate

Profession: Economic Consultant
Expertise: Economic Development, Trade & Investment,
Socio-Economic Impact Analysis

Mr. Golden Chalunda is a Research Associate for ADEC, responsible for economic research and analysis. He provides assessment of economic conditions, analyses the competitive framework, and strategic inputs to property market analyses, community & economic development strategic plans, and other assessments. Prior to joining ADEC, Mr. Chalunda conducted research and analysis of economic sectors, prepared financial analyses, and provided marketing outreach on behalf of the Government of Malawi.

Education

Master of Arts (Economics), University of East Anglia, Norwich, UK
Post Graduate Diploma (Economics), University of East Anglia, Norwich, UK
Bachelor of Social Science (Economics & Comp. Science), Chancellor College,
University of Malawi

Relevant Professional Experience

Research Associate, African Development Economic Consultants, October 2003 to-date. Conduct economic research and analysis in development economics, including property development feasibility analyses, housing assessments, community revitalization and urban regeneration projects. A sample includes:

- Lenasia Central Business District Revitalisation Strategy
- Marlboro Industrial Park Business Plan
- Cost-Benefit Analysis of Low-Cost Housing Locations in Gauteng
- Dannhauser Tourism Development Strategy
- Terenure - China Gate Shopping Centre Analysis
- Economic Impact Assessments for SASOL Filling Stations
- Kagiso & Kirkney Mixed-income Housing Market Analyses for ABSA
- Johannesburg Manufacturing Sector Strategy
- KMIA Industrial Park Feasibility Study
- Polokwane Logistics Hub Feasibility
- Waterberg Abattoir Feasibility, etc.

Manager (Operations, Finance and Administration), Interactivetrading (Pty) Ltd, 2001 to 2003. Managed and oversaw establishment of computer assembly operation.

Investment Attaché', Malawi Consulate General Johannesburg, 1995 to 2000. Promoted inward Investment; developed & implemented country marketing strategy.

Investment Promotion Manager, Malawi Investment Promotion Agency, Malawi, 1992 to 1995. Developed inward investment promotion strategy.

Economist, Ministry of Trade and Industry, Malawi, 1985 to 1992. Advised management on economic affairs and global/sector economic policy evaluations.

Economist, Department of Economic Planning and Development, Malawi, 1985. Identified, formulated and appraised road transport projects funded by the International Bank for Reconstruction and Development (the World Bank).