

CORPORATE PROFILE



McClure Consulting, LLC

Economic Development

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- ED** ECONOMIC DEVELOPMENT
- SS** SPECIALIZED SUPPORT
- RE** REAL ESTATE
- EI** ECONOMIC IMPACTS
- CREATIVE SOLUTIONS
IN
LAND & REGIONAL
ECONOMICS

Specialized Support

- Promote strategic planning principles for municipalities and other entities
- Provide GIS Modeling, Analysis, and Infrastructure Implementation Capabilities
 - Evaluate Socioeconomic Conditions
 - Analyzing Real Estate and Economic Development Conditions/Trends
 - Real Estate and Redevelopment Analysis
 - Infrastructure Development Impact Analysis
 - Site Suitability Analysis
- Provide special graphic representations in support of economic development
- Evaluating Strategic Planning Alternatives

- Analyze market conditions
- Define "highest and best use" of properties
- Prepare financial analyses for land and land-use development and redevelopment
- Combining the previous elements with other steps into a comprehensive program for real estate product development and implementation



Joseph E. McClure, Principal
McClure Consulting, LLC

Joe McClure has served as principal or manager of land economics research and advisory-services organizations for the last 37 years. During this tenure, Joe's practice has focused on the following outputs:

- Market analyses with fiscal and strategic components: highest and best use analysis, analysis of rapidly growing trade areas, cash flow and development strategy analysis, fiscal benefits of development.
- Fiscal/economic analyses with a strategic component: impacts on the business community and tax receipts from freeway and other road projects, and assessing redevelopment prospects of under-performing areas.
- Economic development strategic focus: consolidating views on a region's economic development targets, workforce, development challenges, and strategic options, integrating target industries into the local economy, and relating a region's existing economic base to its competitive environment.
- Special research projects, including studies of local labor forces and employer-employee relations, economic impacts of bicycle recreation, and transit behaviors and opinions in rural regions.

McClure has been retained by both private developers and public agencies at all levels of government, for projects in small and large cities, undeveloped and heavily developed regions, and regions with special demographic and cultural characteristics, including Native American and Pacific Island communities. To expedite project implementation, he has facilitated workshops, prepared grant applications, and presented findings to stakeholders.

Mr. McClure's multidisciplinary background incorporates many phases of the community and real estate development process: economic analysis and strategy development, market and financial feasibility assessment, and planning and design. Joe has a M.S. in Urban Planning, in a program that emphasized regional economics, from the University of Arizona and completed additional post graduate work in economic geography at UA. He has a B.S. in Architecture from the University of Cincinnati, and is a registered architect in Arizona. His organizational affiliations include the Western Regional Science Association (WRSA)-an international group of economic geographers, and the Arizona Association for Economic Development (AAED).

He has presented papers on business and economic development issues at economic development conferences, has served as Adjunct Lecturer at the University of Arizona in the Geography and Regional Development program, and on ULI Advisory/Technical Services Teams. McClure served as a Civil Engineering Officer in the U.S. Air Force. Through McClure Consulting LLC, Joe has served as "on-call" consultant to numerous Arizona state agencies.

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Joseph Collins, Analyst
McClure Consulting, LLC

Joe Collins' professional career has involved him in a variety of both private and public projects in the Midwest and Southwest US. His varied experience includes: fiscal and land economic feasibility analysis, geospatial and descriptive data analytics, graphic presentation, market analysis, and the practice of urban planning and development, as summarized below.

- Analyzing required development improvements and associated costs pertaining to large tracts of land planned for single-family residential subdivisions and planned industrial pad sites.
- Analyzing costs/benefits of single-family residential development versus various commercial development options within a municipality.
- Analyzing the costs/benefits of annexation of established residential subdivisions.
- Conducting land use analysis and absorption studies, and real estate appraisal and market analyses.
- Geospatially analyzing building, property, land use, zoning, parking, traffic, demographic, economic, financial, tax, and other associated qualitative/quantitative data for various projects.
- Developing a Geographic Information System (GIS) relational parcel database for various properties located in a downtown area.
- Providing graphic support in the creation of various reports, exhibits, presentations, and other associated media used to present to the public, various boards and commissions, city councils, non-profit associations, and private clients.
- Providing project coordination for the creation of an interactive website for departmental customer service.
- Conducting research and technical analysis to evaluate findings and/or to take action on various real estate development applications, land use decisions, and processing other regulatory actions associated with the development of real estate.
- Designing marketing and relocation packages for potential businesses looking to purchase and/or lease property.
- Reviewing construction plans for conformance with applicable city regulations, policies, and requirements.

The work described above was accomplished through a combination of public and private entities, which includes working in the capacity of an Urban Planner and GIS Analyst for the City of Scottsdale, AZ as well as a Valuation Analyst for CBRE. Mr. Collins obtained a M.B.A. from Grand Canyon University in Phoenix, Arizona, a M.S. in Regional and Community Planning from Kansas State University in Manhattan, Kansas, and a B.S. in Geography/Community Planning from Kansas State University. In addition, he has completed coursework for general real estate appraisal at the Arizona School of Real Estate and Business in Scottsdale, Arizona.

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