

Profile

Frank

First Name

Middle Initial

Cornier

Last Name

fcornier@tampabaynhs.org

Email Address

18209 Holland House Loop

Home Address

Suite or Apt

Land O Lakes

City

FL

State

34638

Postal Code

Business: (727) 405-1540

Primary Phone

Alternate Phone

Length of Residency - please select one. *

☒ Not a Clearwater Resident

Do you own or represent a business in Clearwater?

☒ Yes ☐ No

If yes, where is the business located? Do you conduct business with the City?

608 N Garden Avenue

Which Boards would you like to apply for?

Neighborhood and Affordable Housing: Submitted

Tampa Bay Neighborhood Housing Services

Employer

President & CEO

Job Title

Occupation - If retired, enter former occupation.

President & CEO

Have you served or do you serve on a board in Clearwater?

☐ Yes ☒ No

If yes, please list the name of the board.

Why do you wish to serve on this board/committee? If seeking reappointment, state why you should be reappointed.

I am an advocate for affordable housing and neighborhood revitalization. I would like to be a participant in any planning or advising that can assist Clearwater in providing more affordable housing for low-to-moderate income residents.

What personal qualifications can you bring to this board or committee?

I have been an affordable housing real estate developer for over 20 years. I have developed various project in Clearwater, Tampa, Hillsborough County, Polk County and others. These projects have been single family, multifamily, mixed use, new construction and rehabilitation. I have also project managed tens of millions of dollars in construction projects throughout the state of Florida. Lastly, I have sat on other municipal committees including the Affordable Housing Advisory Committee in Pasco County.

List Community Activities

Currently developing affordable housing units in Clearwater - for sale and rental. Have participate in or provided sponsorship for various community events.

[Cornier_Frank_Resume.pdf](#)

Upload a Resume

Question applies to multiple boards

[18209.docx](#)

Please attach a copy of one of the following documents: 1) valid current Florida Driver License issued to an address within city limits, or 2) Declaration of Domicile filed with the city clerk affirming residency within city limits.

Question applies to multiple boards

Are you related to any member of the City Council?

☐ Yes ☒ No

Question applies to multiple boards

If yes, please provide name and explain relation.

N/A

Question applies to multiple boards

Are you related to a city employee?

☐ Yes ☒ No

Question applies to multiple boards

If yes, please provide name and explain relation.

N/A

Demographics

Some boards and commissions require membership to be racially, politically or geographically proportionate to the general public. The following information helps track our recruitment and diversity efforts. (Optional)

Ethnicity

None Selected

Gender

None Selected

Date of Birth

The City of Clearwater strives to promote diversity and provide reasonable accommodations for individuals with disabilities. If you are requesting accommodation, please indicate below:

By clicking on "I Agree," below, I affirm that the information above is true and correct, and that I understand and agree to the responsibilities and commitment of time associated with an appointment to a Clearwater advisory board or committee.

☒ I Agree

All material submitted to the City of Clearwater is subject to the public records law of the State of Florida including Chapter 119, Florida Statutes.

FRANK CORNIER

813-965-2052

frankcornier@gmail.com · www.linkedin.com/frankcornier

An affordable housing development professional with over 20 years' experience in single family development, multifamily development and non-profit management, utilizing a variety of funding and financing sources.

Experience

President & CEO

Tampa Bay Neighborhood Housing Services

November 2021 – Present

Responsibilities include overseeing Program, Product and Service Delivery, Financial, Risk and Facilities Management, Human Resource Management, Community and Public Relations, and Fundraising. More specifically, duties include:

- Create an environment and culture that focuses on fulfilling the organization's mission, vision and values
- Operational management of all business departments
- Ensure organization is staffed with well trained, quality and engaged employees at all times
- Oversee financial performance and risk profile, while ensuring that all regulatory obligations are being met
- Design and implementation of new products and services
- Brand development and the implementation of marketing strategies
- Represent the organization at business functions, community events, industry conferences, and networking opportunities
- Increase development of real estate projects throughout Pinellas, Pasco and Hillsborough counties
- Affordable Housing Advisory Committee member, Housing Finance Authority Advisory Board member - Pasco County

Vice President of Project Development

Blue Sky Communities, Tampa, FL

May 2019 – November 2021

Managed day to day development and construction activities of numerous multifamily, Low Income Housing Tax Credit Projects (LIHTC) at any given time. Projects ranged from \$12-42 MM each and 82-144 residential units, throughout the State of Florida. Oversight included development team, Architects, Engineers and other consultants.

During predevelopment, duties included:

- Secured contracts with Architects, Civil Engineers, Environmental Engineers, and Surveyors
- Entitlements and Easements

- Worked with consultants on design concepts
- Lead project meetings
- Project schedule using Microsoft Project
- Interfaced with municipalities in Housing/Real Estate and Building Departments
- Provided Lenders with due diligence items needed for construction loans
- Obtained all permits necessary to begin construction including site, building, water management districts, or any other permits as may be required
- Negotiated with General Contractor on pricing and contracts

During Construction, duties included:

- Issued Notice to Proceed to Contractors
- Coordinated Attended Owner, Architect and Contractors meetings
- Reviewed Pay Applications, Change Orders
- Site visits
- Monitored project budgets for time and costs
- Obtained Certificates of Occupancy
- Project closeout
- Coordinated with Property Management Company for smooth hand off of project

Vice President of Real Estate Development

Corporation to Develop Communities of Tampa, Inc., Tampa, FL

June 2014 – May 2019

Provided day to day oversight and management of real estate development department and projects. Projects included development of homes (new construction and rehab), using grant/subsidies such as CHDO and Urban LIFT, as well as home development using traditional lines of credit (unsubsidized development). Prepared and submitted reports to funders and lenders on progress of developments. Other responsibilities included specification writing, procurement, bidding, draw requests, construction management, change orders, project completion and closeout. Projects completed in Hillsborough, Pasco and Pinellas counties.

Successfully wrote proposals that were awarded funding, from banks, NeighborWorks, Hillsborough County and City of Tampa (CDBG and HOME funding). Successfully secured partnerships with for profit developers, housing authorities and other nonprofits to develop affordable housing. Developed relationships with service organizations, Realtors, municipalities, consultants and vendors.

Served on a community advisory board for a local affordable housing lender, providing input on lending products that would address low-to-moderate income housing needs.

Local chapter advisory board member of a national professional real estate association.

Award: Received CDC of Tampa's Excellence Award.

Award: Received Real Estate Award from HEA's Heart Awards

Assistant Senior Lending Manager

Chase Bank, Tampa, FL

January 2013 - June 2014

Primarily responsible for the oversight of 8 Lending Managers that managed 100+ Mortgage Bankers, to ensure meeting of sales production goals, customer service benchmarks and compliance with federal regulations. Secondary role was to serve as an advisor on Chase's Business Development Team on matters of Community Reinvestment Act (CRA) activity, Fair Lending and market gaps in low-to-moderate income communities. This team developed strategies and activities for implementation, tracked those activities and reported the results to Senior Management. Activities included establishing and maintaining relationships with nonprofit organizations, municipalities, Realtor organizations and other community based 501c3 organizations. I also reviewed Home Mortgage Disclosure Act (HMDA) and demographic information to determine market trends, penetration and deficiencies.

Volunteered with Habitat for Humanity to help build new homes for low income families.

Relocated to Tampa, FL

November - December 2012

President & CEO

NCS Community Development Corporation, Rochester, NY

2002 - October 2012

Responsible for overseeing day to day operations including financial management, hiring, supervising and professional development of staff, developing and maintaining annual budgets, program development and evaluation, grant administration, training, and compliance. Increased 2011-2012 annual budget by over \$1 MM, to a total budget of \$4.2 MM. Wrote proposals that were successfully funded, from City, State and Federal sources. Implemented design standards in local housing projects. Worked with residents to develop resident-driven goals for neighborhood revitalization. Provided technical assistance to other organizations needing capacity building.

Increased credibility and visibility of the organization. Provided construction management to complete hundreds of properties, including specification writing and project feasibility analysis. Represented buyers and sellers in traditional real estate transactions. Created and grew a for profit property management subsidiary company that provided additional revenue to parent company and managed hundreds of units. Worked closely with Board of Directors to further organizational mission and assist with developing policies, strategic planning and implementation.

Served on Mayor Robert Duffy's Transition Team to develop his first 100-day plan for addressing community issues. Also served as a delegate for the Puerto Plata Sister City Committee, representing the City of Rochester in Puerto Plata, in an effort to encourage trade, tourism and education.

Board member of Housing Opportunities, Inc., an affordable rental housing organization that merged with PathStone (Rural Opportunities, Inc.) in 2005.

Board member of Northwest Neighborhood Outreach Center, a human service organization that assists low income families achieve self-sufficiency.

Award: Received Business Person of the Year award from the Edgerton Neighborhood Association.

Education, Training & Licenses

Certificate in Community Real Estate Development

University of South Florida, Tampa, FL

State of Florida Real Estate Broker License education

Greater Tampa Association of Realtors, Tampa, FL,

Master of Science Program in Community Economic Development

Southern New Hampshire University, Manchester, New Hampshire

Master of Science Internship with concentration in Economic Development

Pratt Institute, Brooklyn, NY

Licensed Real Estate Broker - New York and Florida