



## Joanne Carras

Ms. Carras has enjoyed over 43 years of a successful professional career in the public and private sectors with focus on financing and real estate development.

With nearly half of her career in the public sector as an elected Council Member serving Los Angeles County, Deputy Mayor for the City of Los Angeles in charge of Economic Development and managing the LA Business Team, preceded by a 10-year tenure with the Federal Deposit Insurance Corporation (FDIC) and decades of development and construction experience, she gained unparalleled expertise to navigate developers to higher returns on their investment by leveraging public sector assets.

Uniquely qualified to successfully foster and execute public-private partnerships stimulating sustainable economic development and growth, her creative finance strategies have been shared and modeled by numerous communities throughout the United States. Her passion to facilitate development in economically challenged communities has resulted in millions of square feet of urban infill development valued in excess of \$3 Billion.

In 1999, Ms. Carras was recruited by the Mayor, City of Los Angeles as Assistant Deputy Mayor, after serving ten (10) years at the Federal Deposit Insurance Corporation (FDIC) in Washington D.C. where she was instrumental in creating and implementing many federal policies to mitigate risk to financial institutions.

During her tenure as Assistant Deputy Mayor, she served as the city's expert for public funding, directly responsible for managing and executing economic development investments city-wide given her unique ability to bridge the business and financial gaps between the private and public sectors. She routinely interfaced with government agencies to ensure developers were accommodated and projects were expedited through entitlements and funding. She successfully led the LA Mayor's team, negotiating public-private capital stacks to influence over \$1.5 billion of private investment in the city's most neglected areas championing catalytic developments resulting in economic growth that had not been experienced in decades. Given her unique skills to leverage public assets that enticed private investment, she successfully arranged capital stacks that closed financial gaps resulting in excess of \$1.5 billion private in redevelopment that would not have otherwise come to fruition without her ability to build consensus and garnish political unanimous support for the projects she directly managed.

### EDUCATION

Bachelor of Science Degree/Pre-Law Arizona  
State University 1979-83

Graduated *Magna Cum Laude* and  
Phi Beta Kappa

Masters of Environmental  
Science & Technology  
Arizona State University 1984-86

### PROFESSIONAL

Continuing education in law, real estate,  
finance, and economics. Served as an officer  
and guest speaker for the following trade and  
professional organizations.

#### FDIC

Federal Deposit Insurance Corporation

#### FHLB

Federal Home Loan Bank

#### EDA

Economic Development Administration

#### ICSC

International Council of Shopping Centers

#### ULI

Urban Land Institute

The Milken Institute

#### DWELL

## **Memberships and Professional Affiliations**

- Elected Councilmember, County of Los Angeles, CA
- Chairman/Director of the Board, Town Council, Incorporation Committee for City Formation, Santa Clarita Valley, Los Angeles County, CA
- Mayor's Office/Minority Business Opportunity Committee (MBOC), City of Los Angeles, CA
- Member, Area Chamber of Commerce, Los Angeles County
- International Council of Shopping Centers (ICSC) Member since 1983
- International Council of Shopping Centers (ICSC) Officer/Program Chair
- Member, Transit Oriented Development Institute since 2017
- Phi Beta Kappa Association
- National Chair, FDIC Combined Federal Campaign, Washington DC
- Federal Manager/Federal Energy Management, Washington DC
- OSHA Compliance Officer
- Hellenic Association of Woman's Council Member & Scholarship Recipient
- Licensed Restaurant Manager, State of Illinois, 1979 – 1982
- Member, National Realtors Association
- Licensed Realtor, State of Arizona, 1983
- Licensed Realtor & Loan Officer, State of California DRE #01738394 since 2005
- Licensed General Contractor, State of California CSLB #990515 since 2013

## **Joanne Carras**

Applying her finance, legal, knowledge and education to redevelop environmentally impacted properties, she has developed numerous environmentally sensitive properties. Whether industrial parks or residential development on former landfills, these assets produced above market returns for developers.

Ms. Carras is one of the founding members of a woman owned-managed construction company, licensed in California and has managed a myriad of construction projects since 1982. She also founded a black minority woman owned-managed consulting firm in 2001 where she has served as CEO and Managing Partner since 2003.

In 1983, she expanded her professional career when she became a licensed real estate agent which focus was commercial and economic development. This directed her to establish many successful public – private partnerships that resulted in billions of dollars of benefits to both the private and public sectors.

By 1979, she proudly became one of the first licensed restaurant managers in the State of Illinois and graduated with honors from high school and university. A significant achievement for a first-generation immigrant who attended college at night while attending high school during the day.

Her career began in 1977 when she became entrenched in her family's hospitality business which instilled a foundation for a high work ethic. She emulates the values of hard work and problem solving from her immigrant family that came to the United States from Greece after the family home was destroyed by Germany during WWII. She is the proud mom of a son who is a sophomore at NYU pursuing a degree in real estate development to continue the family legacy.