



### **Susan Oliver, Principal**

Ms. Olivier brings over twenty five years of real estate experience towards client service including financial feasibility studies, market studies, valuation and appraisal work with a “Big Four” accounting firm prior to founding The Williams Group Real Estate Advisors LLC with David Williams in 1997. She has used her professional experience in financial feasibility analysis, in architecture and construction to provide technical expertise in a variety of pre-development and development services.

Ms. Olivier brings to our clients a unique combination of financial, planning and project management skills rarely seen in the real estate industry. Ms. Olivier is an ongoing instructor for FEMA through the University of Hawaii for Coastal Design. Her latest source will be New London, May 2016.

- **Mid-City Brownfield Project, Council Bluffs, Iowa---Market Analysis and business targeting analysis for downtown brownfield site in conjunction with Elan Planning.**
- **Pittsburg, KS---Market Analysis and business targeting analysis for city brownfield site that was previously used for clay product manufacturing. Planned redevelopment with housing, retail and innovation R&D linked to PSU.**
- **Historic Brownstone Quarries, Portland, CT---Market Analysis and destination tourism planning for abandoned but historic quarries. Quarries not a vibrant scuba diving destination.**
- **Blackstone Canal National Heritage Corridor, Worcester, MA, directed market and economic impact analysis. The day lighting of the Canal will make the Canal District a catalyst for strengthening the Downtown, Canal area neighborhoods and encourage Smart Growth in conjunction with the redeveloped Union Station.**



**For Waterfront, Tourism, Mixed-Use Development directed market and development analysis for:**

- **Webster, MA**—Matrix analysis of multiple sites to objectively determine priorities
- **Old Saybrook, CT**—Corridor analysis to determine community and market supported development
- **The High Line Urban Park, NYC**—conversion of derelict elevated rail line to park and adjacent redevelopment.
- **Utica Harbour, NY**—redevelopment plan for brownfield waterfront site
- **Fort Edward, NY**—market analysis and business targeting plan for site along the Canal/Hudson River
- **Lyons Falls, NY**—tourism destination plan for historic mill at the falls
- **South Norwalk, CT**—TOD and downtown Plan
- **Putnam, CT**—redevelopment plan for industrial site near downtown
- **Connecticut Statewide Rest Stop and Service Plaza Redevelopment**

**EDUCATION:**

Columbia University, M.S. Real Estate Development  
Mc Gill University of School of Architecture, AIA Architect