

Diversity Lecture Series
featuring
Joseph L. Searles
Monday, November 10, 2008
Alumni Center Ballroom
10:30 a.m.



Joseph L. Searles, III, is a former investment and commercial banker, highly recognized for his experience in financial/asset development and urban revitalization. He is one of the early urban development specialists credited with using mainstream strategies to dynamically transform the size and quality of minority business ventures. His distinguished career includes serving two gubernatorial appointments as Chairman and Director of the State of New York Mortgage Agency where he was responsible for municipal housing issues totaling more than \$600 million. He attained national and international prominence as the first Black member and floor-broker on the New York Stock Exchange. He was also a vice-president, Public Finance Department at Manufacturers Hanover Trust Company now J. P. Morgan Chase.

In addition, Mr. Searles has worked with the Federal Government and numerous state and municipal agencies in housing, economic development, and urban affairs. As Deputy Commissioner of the New York City Economic Development Administration, Mr. Searles took a leadership role in establishing minority enterprises and small businesses throughout the city by hosting America's first Franchising Fair in 1969. He served as Chief Real Estate Officer/Consultant, at Harlem Commonwealth Council (HCC), one of the leading community development corporation's in the nation engaged in retail and commercial development in Harlem. He also held senior management positions at Bedford Stuyvesant Restoration Corporation and the Center for Advocacy Research and Planning (CARP), both non-profit agencies.

Mr. Searles was the first Chairman of the 125th Street Business Improvement District (BID) in Harlem, Black America's premier business area. Considered a leading expert on Urban retailing, Mr. Searles was also a member of the development team for "Harlem USA" and currently is a partner in the \$141,000,000.00 retail/entertainment project in Washington, D.C. called "D.C. USA." Currently, Searles serves as the Treasurer of the New York Urban League and is a member of its Board of Directors. Mr. Searles is known as a person with strong hands on experience and a visionary who gives fact and substance to his leadership in community economic development.

Currently serving as President of the New York/New Jersey Chapter of the National Football League (NFL) Players Association, Searles is an elected member of the NFL Retired Players Union National Steering Committee.

Joseph Searles attended Kansas State University and George Washington University Law School. He was selected by the President of Kansas State University to serve as Chairman of its prestigious Diversity Advisory Council and was an early Board member of the President's Entrepreneurial Round Table

comprised of distinguished Kansas State Alumni and business persons. He also continues as a frequent distinguished lecturer at the University.