

# Richard J. Crossed

*Chairman & Managing Partner*

Richard J. Crossed is a principal of Conifer Realty, LLC. From 1985 to December 2000, he was the President of Conifer Realty Corporation and an Executive Vice President and Board Director of Home Properties of New York, Inc. Mr. Crossed was also President and Chief Executive Officer of Conifer Development, Inc. and Conifer Realty, Inc. He has over 30 years experience working in the real estate development industry. Prior to becoming President of Conifer in 1985, he served as Director of Development for Conifer and directed the design and construction of all the projects carried out by the company. In 1996, Conifer merged its activities with Home Properties, a public real estate investment trust.

A graduate of Bellarmine College, Mr. Crossed served for three years as an economic consultant to Robert Gladstone Associates in Washington, DC. Between 1967 and 1975, Mr. Crossed worked as a Financial Analyst and Project Director for the New York State Urban Development Corporation (UDC) in Rochester, New York. The UDC developed over 6,000 affordable housing units in Upstate New York, as well as implemented a number of urban redevelopment projects. In 1975, Mr. Crossed and two associates left UDC and formed Conifer Development, Inc.

Mr. Crossed was a Director of St. Joseph's Villa from 1992 to 2000 and is active in many housing organizations. Mr. Crossed has served on the New York State Housing Turnkey Task Force Committee and is a founding member of the Greater Rochester Housing Partnership.



conifer

a real estate development  
and management company

183 East Main Street, Suite 600  
Rochester, NY 14604  
585.324.0500 585.324.0556 fax  
[www.coniferllc.com](http://www.coniferllc.com)