



W. Dirk Johnston

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Experience

As a senior real estate and finance executive with extensive leadership and project management experience across every major asset class within the real estate industry, Dirk Johnston has led successful implementation of complex development initiatives for corporate clients, including demonstrated achievements in the areas of:

Commercial and investment property development, financing and asset management.

Complex corporate industrial facility expansions in the face of strong local and national opposition.

Dirk has a broad regional and national geographic scope with experience in all types of property transactions including retail, office, industrial, and mixed-use projects as well as significant track record with land transactions.

Selected Accomplishments

- Grew development/construction organization in 6 years from 4 to 250 people; sales from \$4 - \$220 million with asset growth from \$10 - \$600 million.
- Developed more than 1.5 million sq. ft. of class "A" office buildings, 1.1 million sq. ft. industrial, 3 neighborhood shopping centers, apartments, hotel - with total cost in excess of \$1 Billion.
- Negotiated a complex \$100 million water resources agreement with sovereign Indian Nation.
- Assembled, master planned and entitled a 1500-acre California community development.
- Assembled and acquired over 10,000 acres of land.
- 20-year continuous professional relationship with a Fortune 100 multinational - Nestle.

Education

Bachelor's Degree in Business Administration, Bucknell University

Areas of Specialization

- Site Selection and Entitlements
- Land Transactions
- Industrial Development
- Financial Analysis