



Firm Description

Em Johnson Interest Real Estate Development

Em Johnson Interest, Inc.

Em Johnson Interest, Inc. has been a leading San Francisco Bay Area real estate development company for more than 15 years. Founded as a minority business enterprise by Michael E. Johnson, the company began in Atlanta, Georgia in 1979.

From its headquarters in San Francisco, California, Em Johnson Interest focuses on the development of mixed-income, mixed-use, and affordable housing projects working in urban communities. Em Johnson Interest has been a driving force in the completion of its projects - from the initial conceptual planning through the design and construction phases. The company also prepares the financial structure of each deal and identifies and packages the equity, construction financing and long-term debt. Additionally, the company manages the marketing phase through sell-out and lease-up with its Brokerage division.

Em Johnson Interest has successfully completed, or has in progress, a total of 32 projects, including approximately 3,000 housing units at a cost of over \$850 million throughout the San Francisco Bay Area, Atlanta, Oregon, as well as several projects in the Southeast U.S. The company has worked within numerous joint venture teams or on a project management consulting basis, and in many cases with organizations that serve as the long-term owner of the completed property. More recently, EJI has completed several development projects as the lead developer and managing partner, and also has several projects underway in this capacity.

Over the past several years, Em Johnson Interest has worked successfully in joint ventures with strategic development partners such as: McCormack Baron Salazar, BRIDGE Housing Corporation, and the John Stewart Company, along with most recently - TMG Partners. These partnerships have allowed Em Johnson Interest to expand our initiatives in the Bay Area and elsewhere in the Country. The focus of the Company includes urban redevelopment, new construction and rehabilitation of mixed-income and affordable rental apartments, as well as, in-fill for sale single-family and condominium developments. Most recently, EJI formed strategic partnerships with Nor-Cal Financial, Silicon Valley Bank, Mission National Bank, and Mugar Enterprises, each of whom has assisted the company in accessing investment and working capital, as well as project equity to expand the company's initiatives.

EJI has also formed DP - EmJ Development Associates, LLC together with architects Paul Devroux, Marshall Purnell and Anthony Brown, as well as EJI board members Sherman Golden and Robert Agus. This new LLC has been established to pursue public-private development projects in the mid-Atlantic area.

With a concentration on urban development projects, Em Johnson Interest regularly interfaces with various community groups and local government officials. The company emphasizes partnerships between the public, private and community sectors, and is known to successfully bring these groups together to implement projects. The result of these public-private participations, is that Em Johnson Interest is able to enhance the feasibility of the private Investment in its transactions by leveraging the public investment contributions in each project.

Em Johnson Interest has recently received awards from the San Francisco Chamber of Commerce, the SF Business Times, and Multi-Family Housing Finance Magazine for its Fillmore Heritage Center and North Beach Place development projects in San Francisco.

Em Johnson Interest is a company with significant growth potential which is currently reflected in a extensive pipeline of urban mixed-use projects throughout the Bay Area and other parts of the country. It is a company that will continue to work with public agencies, community groups, and financial institutions to create vibrant urban residential, mixed-use, and community development projects that contribute to the quality of life for a diverse population.

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