



Em Johnson Interest Real Estate Development

Monica K. Wilson

Ms. Wilson serves as Vice President of Development and has been a Senior Project Manager with Em Johnson Interest since 1999. Ms. Wilson has over 15 years of direct real estate development and consulting experience in the Bay Area, ranging from the development of small in-fill developments to mixed-use developments (commercial lofts and residential), and large residential subdivisions. To date, Ms. Wilson has developed over 200 homes throughout the Bay Area, including Oakland, Berkeley, Richmond, and San Francisco. Her work includes identifying public/private development opportunities, preparing proposals in response to RFQ and RFP's, providing day-to-day project and construction management services as well as overseeing marketing and sales efforts. At present, Ms. Wilson is overseeing the revitalization of Westside Courts, an approximately \$100 million public/private development in San Francisco.

Ms. Wilson has provided Project Management and Construction Management services on over \$90 million of residential/mixed-use construction through all phases of construction. Predevelopment and Preconstruction efforts range from securing planning approval/entitlements including land subdivision, working with design teams and diverse community stakeholder groups to secure their approval, managing large scale demolition and abatement/site clearance projects, managing consultant teams, and preparing and managing development budgets. During Construction, Ms. Wilson intermediates directly with General Contractors to review construction draws and schedules, and subcontractor bids and to secure all permits and related development agreements with local and/or Federal agencies, intermediates with lender, city, and other key stakeholder representatives to secure financing and provide on-going project updates, oversees the formation of all Homeowner's Association (HOA) and the preparation of Covenants, Conditions and Restriction (CC&R's) document for Department of Real Estate submittal. Finally, Ms. Wilson assists in community outreach, marketing and sales, moderating community workshops, working directly with homebuyers buyers or tenants, oversees buyer workshops, intermediates with buyer lenders.

In addition to the development of the homes, Ms. Wilson has extensive experience in the public improvement/off-site components of development. Such projects include the creation of new streets including curb, gutter, and sidewalks, improvements to existing streets and right of way areas, undergrounding, upgrading, or relocation of utilities, creation of community open space, and related site infrastructure enhancements.

Throughout her career, Ms. Wilson has interacted with numerous local governments including planning, building, redevelopment, public works, and other relevant departments to secure required approvals and permits. Her work has also involved direct involvement with state and federal government agencies, and numerous construction lenders. In addition, Ms. Wilson has participated in several community based planning efforts and has worked extensively within communities and on behalf of communities and community-based organizations, merchants, churches and other key community stakeholders.

Prior to joining EJI, Ms. Wilson was a Senior Associate at Sedway Group, a full-service real estate economics consulting firm in San Francisco. For five years, Ms. Wilson specialized in the areas of market rate and affordable housing development, economic and community redevelopment strategies, military base reuse, strategic planning, and highest and best use analyses. In addition to conducting extensive real estate market and financial research, Ms. Wilson was responsible for project and contract management, community and client interaction and extensive proposal and report writing. As a consultant on behalf of San Francisco's Housing Authority, Ms. Wilson assisted in the preparation of three Housing Opportunities for People Everywhere (HOPE) VI applications. Awarded HOPE VI applications resulted in approximately \$75 million in grant funding for revitalization efforts at San Francisco's most troubled and disenfranchised public housing developments.

Ms. Wilson holds a Master of City Planning with a concentration in Housing and Project Development, and a Bachelor of Sciences in Business Administration with a concentration in Real Estate and Urban Land Economics, both from the University of California, Berkeley. Ms. Wilson was a HUD Community Development Fellowship Recipient.

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