



**Director
Acquisitions**

Em Johnson Interest Real Estate Development

Todd W. Clayter

Mr. Clayter is the Director Acquisitions and Community Relations, and also a Senior Project Manager with Em Johnson Interest. Mr. Clayter has been associated with the firm for approximately five years. Prior to joining EJI, he was a Project Manager with The Jefferson Company (later Primus Infrastructure, LLC), responsible for the preparation, adoption and implementation of the Fillmore Jazz Preservation District in San Francisco's Fillmore District. His work included advising EJI on the retail development program for the Fillmore Heritage Center as well as programming theme-related retail in the blocks adjacent to this catalyst project. Over the last two years while working full-time at EJI, Mr. Clayter has focused on new acquisitions and predevelopment activities for the EJI, including the acquisition and predevelopment entitlements for the 16th & G Project in San Diego, which is a \$250 million mixed-use project.

Prior to joining EJI, In the role of co-development manager for the rehabilitation of the Ferry Building in San Francisco, Mr. Clayter was responsible for entitlements, including multi-jurisdictional regulatory approvals, development agreement and lease negotiations, public policy compliance and reporting for the \$100 million restoration of this national historic landmark. In conjunction with Wilson-Equity Office, he participated in all aspects of design development, retail programming and long-term tenant buyout negotiations. The Project was initiated December 1998 and completed April 2004.

Mr. Clayter was a Project Manager for the development of AT&T Park (formerly Pacific Bell Park) in San Francisco, CA. As a member of the construction management team for the \$350 million stadium project built for the San Francisco Giants, he implemented and oversaw a small business utilization and local employment program for the design and construction of the 42,000-seat baseball stadium and office/retail Pavilion Building. The project yielded \$42 million in local consulting and contracting and a job training and placement program that yielded 200 new construction workers

Just prior to joining Em Johnson Interest, Mr. Clayter was responsible for acquisitions and predevelopment of urban infill, retail and mixed-use properties at SIMEON, LLC in San Francisco. He managed the acquisition of a 72,000 square feet, \$25 million adaptive reuse project in Millbrae including purchase negotiations with BART, financial feasibility and entitlement analyses, leasing, and due diligence. His work resulted in securing a Chicago-based investor, 75% pre-leasing, programming of increased on-site parking and management of the design team to meet tenant and City criteria. He also managed a retail subdivision in south Sacramento County and established the development program and initiated entitlements for a 1.6 acre retail shops center in Hayward. Acquisition work included evaluating properties and preparing and submitting offers for potential development projects in Richmond and Berkeley.

Mr. Clayter holds a Master's in Regional Science (Urban Economics and Public Policy) from Cornell University, and a Bachelor's in Political Science (Urban Studies) from UCLA. He also was an Urban Land Institute Fellow while studying at Hastings College of the Law in San Francisco. He currently serves as a member of the Board of Directors of Episcopal Community Services, a homeless housing and support services non-profit in San Francisco. He is also a member of the Urban Land Institute and SPUR (San Francisco Planning and Urban Research).

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