

# Ryan Johnson

2411 NE 31<sup>st</sup> Court ♦ Lighthouse Point, Florida 33064 ♦ (561) 466-0015 ♦ ryan@clcommercial.com

## Executive Profile

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Dynamic profit-driven Construction and Real Estate Executive with extensive organizational, estimating, business development, vision, and project management expertise. State Licensed General Contractor in four states with over twenty five years of commercial and residential construction, site development, and real estate experience. Held positions as CEO, President, Managing Member, Regional Vice President of Operations, Construction Executive, Project Manager, Chief Estimator, Executive Real Estate Developer, Land Planner, Land Development Director, Purchasing Executive, Vice President of Sales and Marketing, and Business Strategy Consultant for firms with a few employees to those with hundreds of direct reports. Comprehensive experience in managing both existing and new commercial, residential, and real estate development firms and projects. Founded, developed, and managed several private and public firms including starting and managing new regional divisions. Focused on long term planning and risk assessment to allow for both growth in emerging markets while maintaining effective methods for rapid repositioning during down markets. Independently consulted businesses on ways to improve internal processes and procedures to maximize the use of existing equipment and personnel through a teamwork approach to total quality management. Excel in dynamic, challenging environments while remaining pragmatic, focused, the eternal optimist, and most of all maintains a good sense of humor.

## Employment History

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### **CENTERLINE COMMERCIAL – Coral Springs, Florida**

**President and CEO, 2000 to Present** – Created and managed a new subsidiary of Centerline Homes to create additional income sources by expanding into the commercial and industrial real estate and construction markets. Company specialized in purchasing land, entitling troubled properties, obtaining financing, and developing a wholly owned portfolio of over 500 residential rental units and 300,000 SF of commercial and retail for lease properties. Sustained revenue growth by diversifying by providing fee for service general contracting, construction management, and owners representative services in the private, public, and municipal markets. Exceeded initial business plan growth rate by 300% a year and created revenues of over \$50,000,000 within three years of inception. Specific duties included business development, obtaining aggregate bonding capacity of over \$75,000,000, securing and retaining new clients, ensuring a zero defect customer satisfaction policy, real estate acquisitions, financing, new property land development and entitlement, estimating, construction, property management, leasing, marketing, training, and recruiting a team of over seventy five employees. Acquired sole ownership of corporation in 2013 as part of the acquisition of Centerline Homes by Standard Pacific. Sold asset portfolio in 2017 to a national investment trust and presently offer strategic business planning and construction management services.

### **CENTERLINE HOMES – Coral Springs, Florida**

**Vice President of Operations, 1996 to 2012** – Started as Project Manager and was promoted to Vice President of Purchasing and then Regional Vice President of Operations in less than one year. Reported directly to the CEO and managed all day to day operations for a fast paced home builder with over 250 employees for divisions from North Carolina to Florida. Developed and implemented systems, procedures, and software suites that facilitated the company's growth from 25 settlements per year in 1998 to being ranked 103 on the Builder Magazine 100 top homebuilders in 2005 with over 809 settlements and \$217,000,000 in revenue. Planned, negotiated the purchases, and managed the acquisition and entitlement of over 10,000 lots throughout the Southeast United States. Started, staffed, and managed several new divisions as the company's market share and presence expanded. Became an equity partner in 2000 and diversified portfolio and expanded business strategy to increase revenues from non-homebuilding operations. Started CenterPoint Financial an in-house mortgage company that provided more than 500 mortgages a year. Created Centerline Commercial to develop and manage commercial and residential rental properties to increase long term assets, maximize depreciation expenses, and provide a reliable source of cash flow in downturn economies. Responsible for all the departments in the company including, real estate acquisitions, entitlements, land development, sales, marketing, advertising, permitting, short and long term strategic planning, treasury, purchasing, accounting, finance, construction, safety, mortgage finance, commercial operations, leasing, property management, and information technology.

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## **MASTEC COMMUNICATIONS – Miami, Florida**

**Project Manager, 1995-1996** Managed the design, development, implementation, and construction of various types of communications structures and infrastructure from towers to complex switching stations throughout the United States.

## **FLORIDA BLACKTOP – Pompano Beach, Florida**

**Chief Estimator, 1992-1995** – Estimated large commercial site development and civil projects. Estimated, budgeted, bought out, and contracted for new projects.

## **Education**

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### **UNIVERSITY OF FLORIDA** – Gainesville, Florida

*Bachelors of Science with high honors in Construction Management, 1995* GPA: 3.9 of 4.0

**CARDINAL GIBBONS HIGH SCHOOL** – Fort Lauderdale, Florida 1992 GPA: 4.2 of 4.0

**PINE CREST PREPARTORY SCHOOL** – Fort Lauderdale, Florida 1988 GPA: 3.8 of 4.0

## **Professional Qualifications and Licenses**

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STATE OF FLORIDA GENERAL CONTRACTORS LICENSE – 1995

STATE OF MICHIGAN CONTRACTORS LICENSE – 1997

STATE OF NORTH CAROLINA GENERAL CONTRACTORS LICENSE – 1997

STATE OF SOUTH CAROLINA GENERAL CONTRACTORS LICENSE – 1997

OSHA 30 HOUR SAFETY CERTIFIED - 2015

CERTIFIED ADVANCED TRAFFIC PLANNING ENGINEER - 2010

## **Skills Summary**

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|----------------------------------|----------------------------|------------------------------|
| ♦ Project Management             | ♦ Computer Savvy           | ♦ AIA Documents              |
| ♦ Real Estate Acquisitions       | ♦ Customer Service         | ♦ Accounting                 |
| ♦ People Management              | ♦ Detailed Scheduling      | ♦ Office Operations          |
| ♦ Superb Office Skills           | ♦ Marketing & Sales        | ♦ Public Project Management  |
| ♦ Excellent Negotiation Skills   | ♦ Strategic Planning       | ♦ Business Planning          |
| ♦ Estimating and Purchasing      | ♦ Market Analysis          | ♦ Entitlement and Permitting |
| ♦ Financing and Site Acquisition | ♦ Dynamic Scheduling       | ♦ Site Planning              |
| ♦ Superb Leadership              | ♦ Teamwork Approach        |                              |
|                                  | ♦ Total Quality Management |                              |

## **Computer Skills**

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Well versed in all most types of hardware, networking, and software and able to quickly master any software across multiple platforms. Extensive knowledge and proficiency in Linux, Microsoft Windows, Procure, Textura, OS X, UNIX, Android, Microsoft Office, AutoCAD, Timberline, Microsoft Project, BuildPro, , JD Edwards, Pivotal, Primavera, Prolog Management, Oracle, QuickBooks, Quicken, Peachtree, Plan Swift, Adobe, Bid Well, Agetek, Bluebeam, various digitizer programs, SharePoint, Windows Server all Versions, MSSQL, and several other proprietary software.

## Past Projects List

### Multi-Family and Residential

Project Name	Use	Size (SF) / # of Units	Total Contract Value	Completed
Briella Townhomes	Multi Family	214 Townhomes	\$ 53,500,000	June-14
Tuscany Townhomes	Multi Family	250 Townhomes	\$ 50,000,000	March-14
Murano Townhomes	Multi Family	412 Townhomes	\$ 82,400,000	September-13
Cobblestone Creek Townhomes	Multi Family	144 Townhomes	\$ 36,000,000	July-13
Centerline at Traditions Condos	Multi Family	142 Condos	\$ 24,850,000	July-12
Bahia Townhomes	Multi Family	244 Townhomes	\$ 21,960,000	November-11
Kadar Residence	Custom Home	5,900 SF Home	\$ 1,977,153	July-07
Habib Residence	Custom Home	5,800 SF Home	\$ 1,854,831	July-07
Danji Residence	Custom Home	5,700 SF Home	\$ 2,126,235	July-07
Emmert Residence	Custom Home	5,900 SF Home	\$ 1,472,375	June-07
Margolis Residence	Custom Home	12,500 SF Home	\$ 3,500,000	January-07
Equestrian Club	Residential	86 Homes	\$ 68,800,000	August-05
Grand Cay	Residential	90 Homes	\$ 24,750,000	August-04
Kaub Residence	Custom Home	7,420 SF Home	\$ 2,500,000	June-04
Vizcaya Community	Residential	500 Homes	\$ 98,000,000	May-03
Pollock Residence	Custom Home	5,650 SF Home	\$ 2,500,000	April-03
Black Diamond	Residential	250 Homes	\$ 68,750,000	February-03
Goldstein Residence	Custom Home	6,800 SF Home	\$ 2,100,000	January-03
Polo Trace	Residential	62 Homes	\$ 10,850,000	February-02
Kesington Glen	Residential	12 Homes	\$ 4,200,000	October-01
Fox Ridge	Residential	62 Homes	\$ 49,600,000	March-01
The Beaches	Residential	126 Homes	\$ 31,500,000	December-00
The Isles of Coral Springs	Residential	28 Homes	\$ 22,400,000	December-99
Centerline at Atlantis	Residential	60 Homes	\$ 7,650,000	May-99
Park Place	Residential	62 Homes	\$ 20,150,000	September-98
Avalon	Residential	45 Homes	\$ 17,325,000	November-97

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## Commercial / Industrial

Project Name	Use	Size (SF) / # of Units	Total Contract Value	Completed
Green Thumb Warehouse Phase 3	Warehouse/Tilt up	9,800 SF	\$ 2,500,000	November-14
Sterling Bank Wilton Manors	Bank/Office	15,000 SF	\$ 3,000,000	December-10
Willow Grove Office Building - Suite 250	Office Building	1,200 SF	\$ 75,000	July-09
Hillsboro Professional Medical Center	Medical Office	4,500 SF	\$ 978,000	May-09
Sterling Bank Fort Lauderdale	Bank/Office	7,500 SF	\$ 4,960,000	November-08
Willow Grove Office Building - Suite 210	Office Building	1,000 SF	\$ 75,000	April-07
Anasca Office Building - Suite 160	Office Building	1,250 SF	\$ 120,000	January-07
Willow Grove Office Building - Suite 120	Office Building	800 SF	\$ 35,000	January-07
Willow Grove Office Building - Suite 270	Office Building	1,250 SF	\$ 135,000	January-07
Willow Grove Office Building - Suite 180-190	Office Building	2,000 SF	\$ 120,000	January-07
Cobblestone Creek Clubhouse and Amenities	Clubhouse	3,500 SF	\$ 1,500,000	October-06
Willow Grove Office Building	Office Building	22,000 SF	\$ 6,000,000	July-06
Centerline Office Park	Office Building	28,500 SF	\$ 5,125,000	October-04
Kids Academy	School	21,000 SF	\$ 1,250,000	June-04
Green Thumb Warehouse Phase 1	Warehouse/Tilt up	32,000 SF	\$ 2,450,000	June-03
Vizcaya Clubhouse	Clubhouse	18,500 SF	\$ 6,500,000	November-02
Fire Station 100 Miramar	Fire Station	14,500 SF	\$ 4,050,000	September-02
Potter Park	Gym/Multipurpose	27,500 SF	\$ 8,125,000	September-02
Fox Ridge Clubhouse	Clubhouse	3,500 SF	\$ 800,000	August-01
Avalon Clubhouse	Clubhouse	6,500 SF	\$ 1,122,500	May-01
Trace Clubhouse	Clubhouse	17,500 SF	\$ 2,250,000	October-01
Kensington Clubhouse	Clubhouse	10,000 SF	\$ 1,500,000	August-00
Park Place Clubhouse	Clubhouse	8,500 SF	\$ 1,250,000	August-00

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## Civil / Site Work

Project Name	Use	Size (SF) / # of Units	Total Contract Value	Completed
City of Boca Raton Traffic Calming 2011-2014	Site work	Various	\$ 17,450,000	November-15
City of Boca Raton Traffic Calming 2009-2011	Site work	Various	\$ 12,500,000	May-11
City of Boca Raton Traffic Calming 2008-2009	Site work	Various	\$ 4,500,000	May-09
Green Thumb Warehouse Phase Two	Site work	5 Acres	\$ 3,985,000	February-09
Royal Palm Blvd Beautification	Site work	2 Miles	\$ 475,000	April-03
US1 Jupiter	Site work	12 Miles	\$ 3,950,000	December-02
Military Trail Beautification	Site work	8 Miles	\$ 1,125,000	December-01
South Beach Park	Park	10 Acres	\$ 4,569,000	June-01
Yamato Road Beautification	Site work	3 Miles	\$ 5,175,000	December-00