

# EMPOWERING THE MOST INFORMED DECISION-MAKING

REAL ESTATE AND HOSPITALITY  
STRATEGIC PLANNING. DEVELOPMENT SERVICES. ADVISORY SERVICES.







## Real Estate & Hospitality Consultants

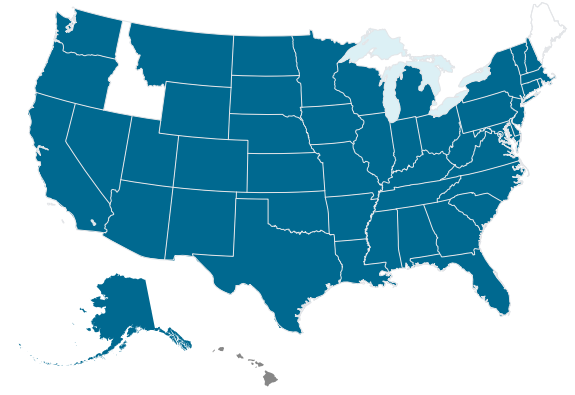
who empower the most informed decision-making

**Strategic Planning. Development Services. Advisory Services.**

Johnson Consulting was founded in 1996 to provide strategic planning and development advisory services for the Convention, Hospitality, Sports, and Real Estate industries. With over 100 years of combined experience, our tenured team of thought leaders brings a wealth of expertise during all phases of the development cycle. Our time-tested processes utilize market data and precise analytics to provide innovative and visionary recommendations and meaningful solutions to complex problems. We regularly work on behalf of governments/ quasi government agencies, higher education institutions, private sector developers, professional sports owners/leagues and not-for-profits organizations to define and refine financially sustainable outcomes. We empower our clients to weigh the risks and rewards of their projects and make the most informed decisions to further their economic development and community goals.

### Our services

	MARKET & DEMAND ANALYSIS		STRATEGIC MASTER PLANNING
	FEASIBILITY STUDIES		OWNER'S REPRESENTATIONS
	SITE ANALYSIS		PUBLIC/PRIVATE PARTNERSHIP ADVISORY
	ECONOMIC AND FISCAL IMPACT STUDIES		RFQ/P SOLICITATIONS MANAGEMENT
	PROFORMA/FINANCIAL ANALYSIS		OPERATIONAL AUDITS & EXECUTIVE SEARCH
	FUNDING STRATEGIES		TIF ANALYSIS



*Founded in 1996, Johnson Consulting has completed over 1,000 projects/ assignments in 48 states in the US.*

### In Numbers

**25+ YEARS**

In the industry

**\$100B**

In projects built

**100+ YEARS**

Combined experience of senior leadership

**250+**

Speaking engagements/ publications participated

**1,000+**

Completed projects/ assignments

**50+**

RFQ/P solicitations managed

**11**

Dedicated professionals

**400+**

Municipalities served



## Convention Centers



**Connecticut Convention Center**  
Hartford, CT



**Moscone Center**  
San Francisco, CA



**Music City Center**  
Nashville, TN

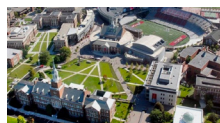


**Civic Center**  
Erie, PA

## Higher Education



**University of Illinois at Urbana-Champaign**



**University of Cincinnati**



**University of Nebraska - Omaha Baxter Arena**



**University of Central Florida**

## Sports Tourism/Youth Sports



**Kingsbridge Armory**  
The Bronx, NY



**Legacy Sports Park**  
Mesa, AZ



**Cedar Point Sports Center**  
Sandusky, OH

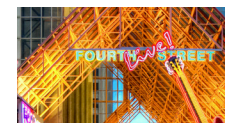


**Hammond Sportsplex**  
Hammond, IN

## Entertainment/ Mixed-Use Real Estate Districts



**One Central Station**  
Chicago, IL



**4th Street Live!**  
Louisville, KY



**Navy Hill Development**  
Richmond, VA



**DC United Soccer Stadium and Supporting Entertainment District**  
Poplar Point, Washington DC

## Destination/Tourism



**Strategic Tourism Study**  
Baltimore County, MD



**Tourist Based Economic Development Study**  
Irving, TX



**Cultural Tourism Master Planning Services**  
Quad Cities

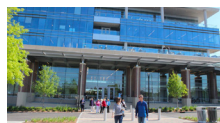


**Regional Facility and Tourism Analysis; SWOT Analysis**  
Detroit, MI

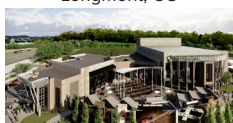
## Performing Arts



**Proposed Performing Arts Center and Conference Center**  
Longmont, CO



**Performing Arts Center**  
Sandy Springs, GA



**Music City**  
Frisco, TX



**Proposed Performing Arts Center**  
Kenosha, WI

## Hospitality



**Music City Center Headquarters Hotel**  
Nashville, TN



**Hilton Des Moines Downtown**  
Des Moines, IA



**Harrah's Resort Conference Center**  
Atlantic City, NJ



**Proposed Hotel**  
St. Cloud, FL

## Fairgrounds



**Sonoma County Fair & Event Center**  
Sonoma County, CA



**Dallas Fair Park**  
Dallas, TX

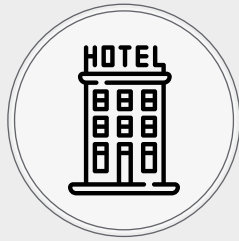


**Regional Event Center and Agriculture Stewardship Center**  
Sioux Center, IA



**National Western Complex**  
Denver, CO





## Hospitality

“

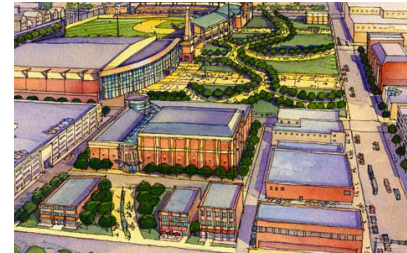
We have had nothing but positive experiences with the firm and we offer the highest recommendation of them, based on the comprehensive nature of the work, understanding event management and operations and creativity.

”

Michael O'Callaghan  
Executive VP and COO  
Visit Detroit



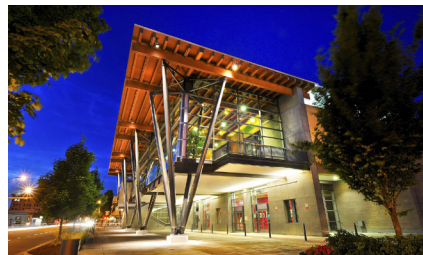
**Hilton Des Moines Downtown**  
Des Moines, IA



**Civic Center Masterplan &  
Convention Hotel**  
Erie, PA



**Convention Center &  
Headquarters Hotel**  
Nashville, TN



**Phoenix Grand Hotel**  
Salem, OR



**Harrah's Resort Conference Center**  
Atlantic City, NJ



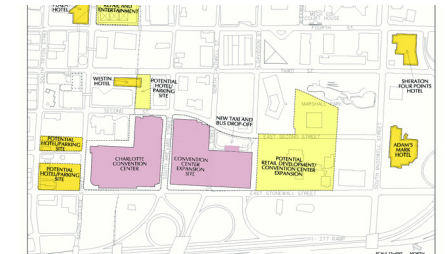
**The Plaza Hotel In Downtown El Paso**  
El Paso, TX



**Russellville Hotel  
& Convention Center**  
Russellville, AK



**Marriott St. Louis Grand Hotel**  
St. Louis, MO



**Charlotte Convention Center  
& Hotel**  
Charlotte, NC



**The Hotel Roanoke &  
Conference Center**  
Roanoke, VA



**Headquarters Hotel  
for Cobo Convention Center**  
Detroit, MI



**Developer Recruitment Services For Hotel/  
Conference Center**  
Castle Rock, CO

## Let's Connect!



**CHARLES JOHNSON**

President & CEO  
cjohnson@chjc.com  
312.447.2001



**RYAN JOHNSON**

Principal  
rjohnson@chjc.com  
312.447.2006



**BRANDON DOWLING**

Principal  
bdowling@chjc.com  
312.447.2008



**SARAH EMMERTON**

Director of Research  
semmerton@chjc.com  
312.447.2002



JOHNSON CONSULTING  
6 East Monroe Street, 5th Floor  
Chicago, IL 60603  
312.447.2010 | [chjc.com](http://chjc.com)