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BAC-5317

Board Name	Metro Wastewater Reclamation District	**Status**	New
Salutation	Mr.	**Type**	Appointment
First Name	Andrew	**Preferred Email**	andrew.johnston@denvergov.org
Last Name	Johnston	**Other Email**	
Contact Name	Andrew Johnston	**Preferred Phone**	720-913-9372
Middle Name		**Other Phone**	303-902-5839
MMAC Trans. Mode Group			
Other boards or commissions served	14th Street General Improvement District		

Work and Home Address

Work Address	201 West Colfax Avenue, Dept 1010	**Home Address**	450 Monaco Pkwy
Work City	Denver	**Home City**	Denver
Work State	CO	**Home State**	CO
Work Zip	80202	**Home Zip**	80220

Additional Information

Are you a registered voter?	Yes	**Gender**	Male
If so, what county?	Denver	**Other Gender**	
Denver City Council District No	5	**Race/Ethnicity**	Caucasian
Occupation/Employer	City and County of Denver	**Other Ethnicity**	
		Objection to appointment?	No
		Special Information	

Reference Details

Reference Name #1	Diane Barrett	**Reference Email #1**	diane.barrett@denvergov.org
Reference Phone #1	(720) 865-8780		
Reference Name #2	Brendan Hanlon	**Reference Email #2**	brendan.hanlon@denvergov.org
Reference Phone #2	(720) 913-5510		
Reference Name #3	Laura Perry	**Reference Email #3**	laura.perry@denvergov.org
Reference Phone #3	720-913-5537		
Owner	Denver Integration	**Created By**	Denver Integration, 7/8/2019 5:02 PM
		Last Modified By	Romaine Pacheco, 7/24/2019 9:53 AM

Andrew Johnston

Manager of Financial Development
Residence: Denver, CO 80220

Career Summary

Twenty years experience in real estate financings from the government, commercial and residential perspectives including issuer, lender, borrower, agent, project implementation and monitoring.

I have use my entrepreneurial spirit to create a cross departmental special districts team identified as subject matter experts, grow a fledgling satellite office to a regional center, create a multi-state real estate firm, and streamlined corporate processes for institutional clients.

Communication strengths have led to successful transactions and motivated employees who are enabled to meet business standards, company goals and personal achievement.

Management skills foster teams with the ability to initialize, create and implement operational business plans while promoting new opportunities from existing relations.

I am a goal-oriented leader who effectively encourages self-motivation and creates the environment to succeed.

Broad-based experience ranging from general accounting practices, property valuation, corporate financial analysis, underwriting (risk analysis), formation and execution of project budgets, effective oral and written communications with internal and external professionals, contract development and negotiation, legal documentation, sales, client service, marketing, program development, training, organizational development and staffing.

Current Achievements for City and County of Denver

City and County of Denver Department of Finance - *Administrator III – Manager of Financial Development* – August 2008 – Present

Over the last seven years my responsibilities have grown to include the oversight and coordination of financial structuring for non-direct City obligations involving economic and real estate development. Typical structures include layering of tax increment financing, special taxing districts, economic incentives, private activity bonds, and affordable housing. As a subject matter expert on non-direct City financial structures, my recommendations are provided across departments to executive level staff, department heads, and cabinet members including Denver's Chief Financial Officer and Chief Projects Officer. I currently represent the City on the board of the Metro Wastewater Reclamation District.

My ability to work in a political environment and maintain relationships with diverse agencies and outside parties has most recently been called upon by the Mayor's Office to assist in the Airport City negotiations involving DIA, Denver, Adams County, Aurora, Commerce City and Brighton.

- **Airport City Negotiating Team** - Tasks include confidentially interacting with legal and financial professionals both internal and external to the City to develop and explain tax revenue projections and potential revenue sharing concepts from the planned development of land surrounding Denver International Airport.
- **Special Tasks** –
    - Fun Gov Finance Committee Co-Chair – DPAC Redevelopment
    - Fin Gov Support - NWSS
    - Executive Development Council – Capital Project Funding
    - Mayor's Developer Advisory Group – Forum of Current Topics
    - Metro Wastewater Reclamation District – Board of Directors
- **Ten Year Strategic Plan** – Chosen by fellow board of directors to represent the board's viewpoints in creation, documentation and adoption of a ten year strategic plan projecting $1.2 billion in capital expenditures. The process integrated employees from all levels and is expected to unify employee efforts for the next decade.
- **Economic Development** – Over ten years of developing a cross departmental team to engage on special taxing districts and economic development in support of mayoral goals regarding real estate development and affordable housing opportunities. Tasks include negotiation with key developer stakeholders, interaction with City Council, and direct support to members of the Executive Development Council including the City's Chief Financial Officer and Chief Projects Officer.
- **Stapleton** – Member of a team to lead, review and implement the City's intentions at the Stapleton Redevelopment site. Tasks include the review of several multi-party agreements addressing the expenditure of TIF on development projects.

Work History

Royal Bank of Canada Builder Finance – *Sr. Manager-Director of Loan Production-* March 2003 to August 2008

The primary responsibility of this position is to generate new business with residential housing builders located within the State of Colorado focusing on revenue generation through business development, portfolio management, and risk/loss mitigation. Specific tasks include the following:

- Manage the local 4 member business support team providing direction and advice to ensure a positive work environment including mentoring to develop requisite skills, knowledge and competencies of the team.
- Resolve issues in a positive framework between the local team and the Houston support staff to maintain an effective work environment.
- Ensure an effective process and framework exists to support the Regional Business Plan as validated through measurements and reporting.
- Solicit new business considering the risk return variables inherent in real estate transactions while protecting bank shareholders and establishing client project expectations.
- Effectively present client requests, both orally and written, to bank underwriters and senior loan committee for project financing ranging from $1,000,000 to $85,000,000.
- Manage and maintain existing financial relationships with residential builders in accordance to the loan agreement ranging from $1,000,000 to $85,000,000 including project progression, disbursement of loan funds, and modifications to legal documentation.
- Recommend action for renewal and extensions.
- Adhere to workplace policies, code of conduct, privacy and information security guidelines.

Achievements:

- Growing a fledging office from $10 million to over $200 million in residential projects, mentoring 4 new team members, and establishing the necessary protocols to effectively direct employees in a dynamic work environment.
- Participating in the decentralization of loan closing and documentation activities from the corporate headquarters to 33 field offices including the establishment of job descriptions, work flow and information security protocols.
- Earning the respect of in-house, field, and corporate coworkers.

Keybank NA- *Client Service Officer*- July 2001 to March 2003

As a moderator of commercial loan agreements serviced in the Rocky Mountain Region, it was my responsibility to ensure the developers who borrow the bank's money are utilizing bank funds appropriately and continue to meet the various financial standards set forth by the bank in the developer's loan agreement.

Achievements:

- Participating in the creation of company wide policies for interest rate swap agreements and derivatives
- Streamlining "Large Corporate" accounts so they can be moved into their own specialized servicing center

- Leader of the monthly client service meeting discussing new issues, financial reporting, maturities, receivables, and developer ratings

Paramount Realty, Inc./Clarion Mortgage- *Real Estate Agent/ Mortgage Broker-* August 1, 2000 to March 2003

A member of a seven person real estate team in which each agent brings unique qualities to share with the company. Responsible for closing over $3 million in residential real estate transaction volume and became essential in coordinating marketing efforts among the agents to maintain existing clients and foster new business opportunities.

Achievements:

- Acquiring employing broker status from the state
- Facilitator of company goal and marketing strategy meetings

Sunwest Properties and Funding- *Business Partner/Manager/Real Estate Agent-* January 1, 1996 through August 1, 2000

Started the company with the premise to improve customer satisfaction by offering a one stop real estate shop. After the first year, a team of six loan officers and a processor were assembled. By year two, the Salt Lake City branch was established and the team had grown to 14 loan officers plus three processors. My primary function was as a business director, but I took on several roles as needed to help the company flourish. Duties included direct supervision of all staff, creation of marketing to produce inbound sales calls, training, resolution of staff differences, effective communication between branches and divisions, optimization of limited resources, customization of software to improve efficiency, and proper utilization of the 4 million dollar revolving line of credit.

Achievements:

- Encouragement of sales staff to learn and produce more with educational opportunities
- Grow a start up company to over a million in annual revenue in three years
- Create ethical standards for mortgage sales
- Development of the real estate branch for Sunwest
- Mentoring multiple sales people into independent agents and loan originators

Money Line Mortgage- *Loan Officer-* May 1994 through December of 1995

Market available products, convert inbound sales calls, council customers on their options, and communicate both positive and negative information to the customer. Cold calling on local mortgage brokers to solicit difficult transactions and future business.

Achievements:

- Top producer third quarter of 1995
- Started using first time home buyer seminars to attract business

Colorado National Mortgage- *Closing Coordinator-* May 1993 through May 1994

At Colorado National Mortgage my responsibilities were to take approved mortgages

and produce closing packages including funding execution for the Westminster branch from the central closing office located in the Denver Tech Center. The job entailed coordination with succinct verbal and written communication between underwriters, four processors, eight loan officers, and multiple title companies all at different locations.

Achievements:

- Took Denver's busiest branch post closing error rating from 23% to 2%
- Consistently coordinated over 90 closings when the average was 65

Education

University of Wisconsin- Milwaukee- B.S. in Finance 1991.