

# D. RYNE JOHNSON

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## *Real Estate Development / Asset Management*

3450 Lady Marian Court, Midlothian, VA 23113  
Phone 804-320-0585 – rynejohnson@astoriallc.com

### **EXPERIENCE:**

Solutions-oriented, proactive professional with 20+ years of experience in multi-family housing development, asset management, and tax credit allocation. Active Virginia real estate license. Energized by challenges. Proven ability to make sound, objective decisions and to understand their impact. Skilled at seeing the big picture, as well as the parts. Solid understanding of the bottom line. Will bring initiative, high self-expectations, and an upfront communication style. Additional strengths include:

- **Extensive experience in all aspects of real estate development, from sales and property management to hands-on construction.** Eight years with private development / asset management companies and nine years with a state housing development authority. Firm understanding of the federal Low-Income Housing Tax Credit (LIHTC) program. Single-handedly renovated six homes.
- **Strong presenter and meeting facilitator.** Invited to present at several industry meetings and UVA law school. 2008, 2009 taught a one day class of UVA law students tax credit basics. Moderated panel on "Developing in the Real World" at 2004 annual meeting of the National Council of State Housing Associations (NCSHA) in Los Angeles, CA. Moderated panel on "How to get Better Market Studies" at 2004 regional NCSHA meeting in Washington, D.C. Participated on new market study standards panel at 2003 meeting of National Council of Affordable Housing Market Analysts.
- **Fair management style** that emphasizes positive reinforcement and constructive criticism. Skilled at motivating others to excel.

**ASTORIA, LLC**, Richmond, VA

**Jan. 2009 – Present**

**President** (2009-Present)

Consult with multi-family LIHTC apartment developers. Helping them win LIHTCs and obtain VHDA multi-family mortgages. Develop and maintain relationships with state agencies, developers, mortgage brokers, accountants, market study analysts, and lawyers. Under private contract with the U.S. Treasury to review the 2009 NMTC applications.

**ALLIANT CAPITAL**, Richmond, VA

**Nov. 2005 – Oct 2008**

**Vice President, Acquisitions Mid-Atlantic Region** (2005-2008)

Analyzed and acquired LIHTC properties for Alliant Capital's syndication portfolio. Developed and maintained relationships with state agencies, developers, mortgage brokers, accountants, market study analysts, and lawyers to help facilitate acquisitions of LIHTC projects.

**VIRGINIA HOUSING DEVELOPMENT AUTHORITY**, Richmond, VA

**Nov. 1995 – Nov. 2005**

**Senior Tax Credit Allocation Officer** (2004–Nov. 2005)

**Tax Credit Allocation Officer** (2001–2004)

Manage tax credit allocation for 9% competitive and 4% tax-exempt programs. Reviewed market studies and 8609 applications for financial feasibility. Coordinated and moderated VHDA's bi-monthly management staff meetings attended by 50 executives. Initiated and developed market study guidelines for authority's Low Income Housing Tax Credit (LIHTC) program, as well as other programs in the tax credit manual. Some other states have adopted or are considering adopting portions of the guidelines.

**Senior Asset Manager** (1998–2001)

**Asset Manager** (1995–1998)

Managed 50 to 70 properties and \$170 million in multi-family loans. Ensured that property owners / management companies complied with all government guidelines and regulations. Reviewed financial statements, audits, and budgets. Inspected properties and made recommendations to management.

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**COMMUNITY RESOURCES OF VIRGINIA, Richmond, VA**

**1991 – 1995**

***Vice President of Management***

Hired as property manager for three planned communities made up of single-family homes and condominiums. Quickly promoted to manage seven communities, as well as the company's daily operations. Supervised staff of six. Set up, planned, and facilitated meetings with community boards of directors. Resolved problems professionally and calmly during stressful situations. Gained a reputation as the "go to" guy for the more difficult properties. Consulted frequently with banks and new owners on budgeting and value engineering during ownership transitions. **Earned Professional Community Association Manager (PCAM) certification. Spearheaded company's efforts to be one of country's first to receive Accredited Association of Management Company designation.**

**INVESTORS MANAGEMENT GROUP LTD, Richmond, VA**

**1988 – 1990**

***Land Development Supervisor, Kings Charter Subdivision, Ashland, VA.***

Recruited as an assistant and quickly promoted to supervisor of major commercial / residential project that included 600 single-family homes. Developed budgets, analyzed bids, prepared contracts, scheduled subcontractors, assured compliance with state and federal erosion control guidelines, and oversaw all construction activities.

**LITTLE BAY CONSTRUCTION COMPANY, Virginia Beach, VA**

**1988**

***Project Coordinator***

Managed field office during construction of housing project in Culpepper, VA. Purchased materials, hired and scheduled subcontractors and laborers, and communicated with Culpepper officials, housing inspectors, and main office. Maintained professionalism in high-stress environment.

**TRICOR DEVELOPMENT COMPANY, Richmond, VA**

**1987 – 1988**

***Project Coordinator / Property Manager***

Managed and coordinated subcontractors hired to renovate old historic buildings in Richmond.

**ADDITIONAL:**

Earlier experience includes accounting / bookkeeping positions in small companies.

**EDUCATION:**

- **B.A., Business Administration and Management** – Virginia Commonwealth University, Richmond, VA, 1984  
Concentration: Small Business Management
- Completed post-graduate courses:
  - Foundations of Development Planning
  - Adaptive Reuse of Buildings
  - Real Estate Development

**PROJECT REFERENCES:**

- Dave Jasper – Marlyn Development – General contractors and developers, 1630 Donna Drive, Ste 105, Virginia Beach, VA 23451 – 757-437-1677
- Cheri James, Certified Public Accountant, 1444 Shamrock Avenue, Virginia Beach, VA 23455 – 757-363-5887
- Eric Hoffman – lawyer with Klein Horning, 1401 K Street NW Suite 700, Washington, DC 20005 – 202-842-0125
- Sandra Hirth – lawyer with Kaufman and Canoles, Three James Center, 1051 E. Cary St. Richmond, VA 23219 – 804-771-5721
- Mitchell Ayers, Wink Snowa Architects – 2119 East Franklin Street, Suite 200, Richmond, VA 23223 – 804-643-6196
- Tom Heatwole, Commonwealth Architects – 101 Shockoe Slip, Third Floor, Richmond, VA 23219 – 804-366-8699
- Jeff Carroll, Allen & Associates – 3116 Glen Summit Drive, Charlotte, NC 28270 – 704-905-2276
- Alvin Wall, WEC CPA – 555 Main Street, Suite 500 Norfolk, VA 23510 – (757) 533-4101