

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



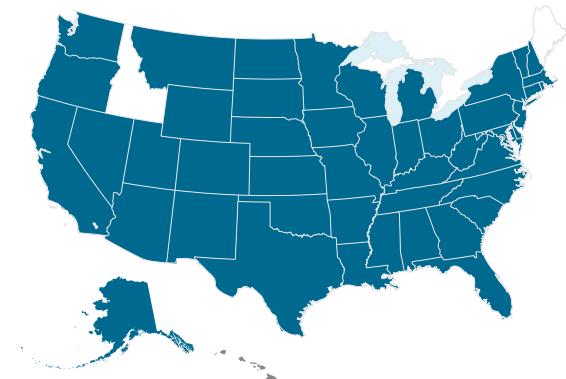
OPERATIONAL AUDITS &
EXECUTIVE SEARCH



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+

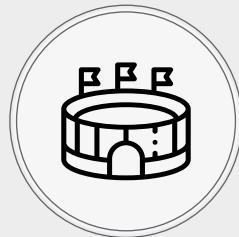
RFQ/P solicitations managed

11

Dedicated professionals

400+

Municipalities served



Professional Stadiums

“

Ratcliffe cited a 2016 study, done by Chicago-based Johnson Consulting and paid for by Explore St. Louis, that said failing to upgrade America's Center would lead to a decrease in hotel room nights booked, but that making the investment would increase business from then-current levels.

”

St. Louis Business Journal
October 2018

“

The new arena (Xtream Arena) and athlete training center are anchors designed to complete the transformation...An analysis by Johnson Consulting in February 2016 estimated the total economic impact of the district will be in excess of \$1.4 billion over a 20-year period, according to city documents.

”

The Bond Buyer
January 2019



Fenway Park
Boston, MA



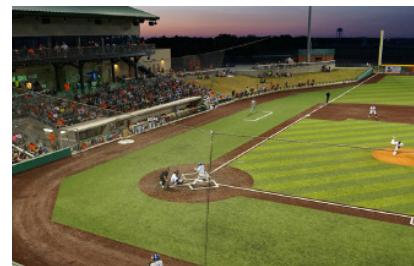
Lambeau Field
Green Bay, WI



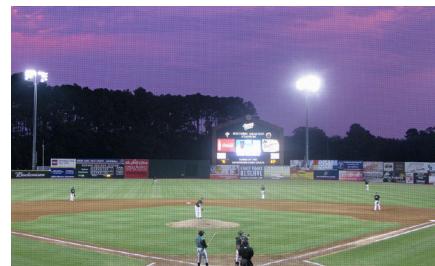
FedEx Field
Prince George's County, MD



Enterprise Center
St. Louis, MO



Cleburne Multipurpose Stadium
Cleburne, TX



Savannah Baseball Stadium
Savannah, GA



American Airlines Center
Dallas, TX



Lexington Downtown Ballpark
Lexington, KY



Tampa Sports Authority
Tampa, FL



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



**Downtown Minor League
Baseball Stadium**
Biloxi, MS



Minor League Baseball Stadium
Ocala, FL

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
semerton@chjc.com
312.447.2002



JOHNSON CONSULTING
6 East Monroe Street, 5th Floor
Chicago, IL 60603
312.447.2010 | chjc.com