

**DARRYL JOHNSON**

Riverworks Development Corporation  
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**EXPERIENCE:****RIVERWORKS DEVELOPMENT CORPORATION (RDC), Milwaukee, WI****2003 - Present*****Executive Director***

Support and promote the mission and goals of the nonprofit economic development corporation.

- Develop and implement the Riverworks Development Corporation's strategic plan with input from the Board of Directors, community members and funding sources.
- Coordinate and actively participate in fund raising efforts from a diversified funding base.
- Lead, manage, coordinate and supervise four primary program areas: Real Estate Development, Economic Development, Neighborhood Planning & Revitalization and Workforce Development.
- Maintain and grow RDC formal and informal partnerships with businesses and other community base organizations.
- Manage two Riverworks Business Improvement Districts 25 and 36 together these BIDs make up the sixth largest Business Improvement District in the State of Wisconsin, as their Executive Director.

**Key Accomplishments:**

- Co-develop and co-manage the construction of 36 units of workforce housing using low-income tax credits—Riverworks Lofts.
- Developed and managed the construction of a 21,546 square foot retail shopping center (Riverworks Commons), which has a mix of national and local tenants.
- Worked cooperatively with key elected officials, government staff members and area businesses to promote and develop the Riverworks Center area.
- Developed and lead the strategy for resource development and funding raising activities.
- Coordinated and managed the creation of Riverworks Business Improvement District 36.
- Attracted new companies to the Riverworks Center creating over 60 new jobs and over \$15 million in new investment.

**LISBON AVENUE NEIGHBORHOOD DEVELOPMENT CORPORATION (LAND), Milwaukee, WI 1996 - 2003*****Executive Director/CEO***

Directed and coordinated all operating aspects of a nonprofit community development corporation (CDC).

- Prepared annual operating budget, which included 14 programs for review and approval by the Board of Directors.
- Assisted the Board in its policy and decision-making and ensured adequate fiscal controls were in practice.
- Primary staff responsible for the research, marketing and implementation of LAND's economic strategy of creating employment, training, business enterprises in the targeted area.
- Generated grant proposals and associated budgets for both programs and operational support.
- Collaborated with community development corporations, foundations and local government to enhance residential, commercial and economic redevelopment opportunities in disadvantaged neighborhoods.
- Planned and marketed the organization and its programs to foundations, corporations and government through printed materials and individual meetings.
- Provided staff support to the board and committees that included compiling and distributing appropriate meeting resource materials.

**Key Accomplishments:**

- In collaboration with the Milwaukee Health Department trained and operated successful lead abatement crews and organized and empowered neighborhood residents around the hazards of lead-based paint in the community.

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- Worked closely with property owners and tenants in the prevention of lead poisoning in children.
- Developed and managed a directory of lead safe properties in the LAND neighborhood.
- Initiated and developed a sit-down family-style theme restaurant, raised and leveraged \$465,000 to renovate a historical building for a restaurant.
- Led a successful campaign to move LAND's HomeSource operations to a 10,000 sq. ft. facility, which resulted in an increase of sales by 400%.
- Completed an 8,000 square-foot new retail development project costing \$1.5 million. In order to leverage funds to complete the project I created a for-profit entity that provides a revenue stream to LAND, a nonprofit community development corporation.
- Aligned the agency to gain the exposure to best practices and cutting edge ideas in the field of community economic development, community asset building and social entrepreneurship.
- Created the internal management capacity to support a diversified program menu.
- Demonstrated to UPS national office that LAND's Americorps Training/HomeSource project was an excellent national model, resulted in a \$100,000 dollars donation to the project.
- Addressed the LAND effectiveness, by identifying the LAND's customers and the environment that it operates within; therefore, implemented programs and projects were indicative of the community needs.
- Identified system gaps and created new institutions or structural changes to resolve them.
- Directed the started up of two nonprofit businesses and one for-profit business.

**CITY OF MILWAUKEE, DEPARTMENT OF CITY DEVELOPMENT, Milwaukee, WI**

**1990 - 1996**

### *Homestead Director*

- Directed the largest first-time homebuyer program in the city of Milwaukee.
- Responsible for marketing and managing City of Milwaukee, Department of City Development new construction of single family homes, 44 housing units.
- Worked closely with the Homestead Board of Directors in developing policies and procedures for the program.
- Assisted in the development and coordination of all public information activities for the Homestead Board and Community Development Block Grant agency.
- Responsible for the selection and rehabilitation of the housing units.
- Provided technical assistance and oversight to ensure compliance with the Homestead Ordinance.

#### **Key Accomplishments:**

- Implemented and administered \$1.5 million dollars HUD HOPE 3 grant that provided homeownership opportunities for 68 first-time homebuyers.
- Leveraged HUD money, which resulted in an additional \$1 million dollars from private lenders.
- Connected commercial development and housing rehabilitation resources to residents and businesses to foster economic and community development.
- Developed and revised administrative operations procedures for cost savings and program efficiencies.

#### **EDUCATION:**

Cardinal Stritch University, Master Business Administration  
University of Wisconsin-Milwaukee, Bachelor of Arts  
State of Wisconsin Broker License

#### **AFFILIATIONS:**

State of Wisconsin Council on Main Street Programs  
International Council of Shopping Centers (ICSC)  
Former Allocation Committee Member of Catholic Campaign for Human Development  
Former Federal Home Loan Bank of Chicago Community Investment Advisory Council Member  
Phi Beta Sigma Fraternity, Inc.

#### **AWARDS:**

Harold E. Eisenberg Next Generation Educational Scholarship (ICSC)