



## The Company

- Founded in 1999, Johnstone & Ilis (J&I) is a Service-Disabled Veteran-Owned Small Business (SDVOSB) based in Wilmington, Delaware.
- Founders Leigh Johnstone & Bob Ilis bring over thirty-five years of success and experience in providing the highest level of service to their A&E, construction and commercial real estate clients.
- Through many, diverse and challenging assignments Johnstone & ILIS has distinguished itself as a trusted and sought-after integrator and coordinator of A&E, Construction and Building services in the Delaware area.
- Leigh Johnstone's expertise includes 35+ years of integration and coordination of Real Estate services, Space Planning, Facilities Management, Architectural and Engineering, Project Management, Project Coordination as well as coordinating and liaison with various governmental agencies for facilitating the permitting process.
- Todd Breck's expertise includes: 40+ years of delivery of Architectural and Engineering Services, Design Services and Construction Management in DE, NJ, VA, MD and PA.
- Through hundreds of successful transactions Johnstone & Ilis has earned the confidence and trust of over 300 Commercial and Government clients.
- With the addition of Todd Breck as Director of Construction and A/E services, J&I expands its scope of expertise and capabilities.
- Mr. Johnstone's years of experience in various leadership positions of managing and coordinating many multidisciplinary teams to achieve and exceed his client's expectations of "On Time and On Budget" performance, distinguish him as one of this area's most trusted, respected, and admired professionals in the Delaware area.
- During his career, Mr. Johnstone has been directly involved in the development, purchase, sale, lease and the design and construction of Tenant fit-out of more than 20+ million square feet of office, professional and industrial space, as well as several thousand acres of land.
- The aggregate value of the transactions is valued in excess of \$850MM.

## Our Mission

- Johnstone & Ilis' mission is to become one of this Region's most trusted and respected "best-value" providers of integrated and coordinated A&E, Construction and Real Estate services.
- To accomplish this goal J&I will aggressively pursue strategic alliances with only the most reputable Joint Venture (JV) partners, subcontractors, primes, and Mentor-Protégé partners in relevant industries in order to deliver the "best value" possible to our commercial and government clients.
- We offer our clients the confidence that they will be working with only the most respected, reliable and professional A/E, Construction & Real Estate team's in our market area.
- We have an extensive list of satisfied commercial and government customers to back up this claim.

## How We Do It

- Johnstone & Ilis has a breadth of technical expertise in A&E, Construction and Commercial Real Estate Services.



- J&I offers best-value pricing and the highest level of customer service in the A&E, Construction and related Commercial Real Estate Services.
- Through its strategic alliances, with only the “best of the best” Teaming partners or subcontractors, J&I has the capabilities to complete any project of any scope from design to completion.
- Johnstone & Ilis prides itself in:
  - Executing all projects with professionalism and courtesy.
  - Pro-actively identifying and rapidly responding to FBO and selected commercial opportunities.
  - Maintaining strong relationships with customers, partners, subs and primes.
  - Applying leading edge technologies to all projects in order to increase efficiency and decrease costs.
  - Maintaining an in-depth understanding of current conditions and expected developments that we believe will affect our clients and keeping them posted on these ever-changing issues.
  - Maintaining an in-depth regional knowledge-base of A/E, Construction and Real Estate activities in Southeastern Pennsylvania, Delaware, Southern New Jersey, and Northeastern Maryland.
  - Teaming arrangements with CB Richard Ellis, Newmark Knight, JLL, Cushman Wakefield and other leading Regional and National Real Estate firms, enable J&I to offer the full range of Real Estate and Real Estate Related services including EUL, development and transaction support on a nationwide basis.
  - Maintaining a working knowledge of Federal Acquisitions Requirements (FAR).
  - Putting primary emphasis on safety, accuracy, and compliance.
  - Adhering to the highest ethical standards.
  - Being a certified Service-Disabled Veteran-Owned Small Business (SDVOSB).

## Why Choose Johnstone & Ilis...???

- Wherever possible Johnstone & Ilis uses leading edge technologies in order to increase efficiency and decrease costs for its customers, without compromising the old-fashioned tried and true values that the company was founded on: Highest Ethical Standards, Execution, Professionalism, Compliance, Controllorship, and Customer Service and Satisfaction.
- When you chose Johnstone & Ilis you can be confident that your project will be executed as planned, delivered on time and on budget, in compliance and with the professionalism and courtesy that earns repeat business.
- When you partner with Johnstone & Ilis you partner with confidence.

## Our Guarantee

- When you choose J&I you do so with confidence and the **Guarantee** ~ that unless you are completely satisfied with our performance ~ J&I will refund its portion of its net-profit to the client.

## Key Personnel ~ Leigh Johnstone ~ Todd Breck



## **Leigh Johnstone** **Chairman & CEO**

### **Career Summary:**

- Before founding Johnstone & Illis, Mr. Johnstone served for 5+ years as Broker of Record and SVP of Grubb & Ellis' Delaware office.
- Prior to joining G&E, Johnstone started up the Delaware Office for CB Richard Ellis was a SVP and one of CB's Top Producers for over 16~years.
- His focus was on providing building owners, landlords, tenants, buyers and sellers with the highest and most uncompromising level of service for their commercial real estate and attendant architecture, engineering and construction needs and requirements.
- Through many, diverse and challenging assignments Johnstone distinguished himself as a trusted and sought-after integrator and coordinator of Commercial Real Estate, A&E, Construction and Building services for a long list of satisfied and loyal clients.
- Mr. Johnstone's years of experience in various leadership positions of managing and coordinating many multidisciplinary teams to achieve and exceed his client's expectations of "On Time and On Budget" performance, distinguish him as one of this area's most respected, and admired professionals.
- During his career, Mr. Johnstone leased, sold and helped coordinate and manage the "fit-out" construction of improvements for more than 18 million square feet of office and industrial space, several thousand acres of land and was involved in brokerage transactions valued in excess of \$850MM.
- The total estimated value of construction projects coordinated and/or managed by Mr. Johnstone exceeds \$150mm.

### **Military Service**

- Mr. Johnstone served 4+ years in the United States Army (1966~1970)
- Stationed at Ft. Sill Oklahoma, and in the Republic of Vietnam
- Rising to the rank of Captain, Mr. Johnstone was awarded the: Bronze Star Medal; Viet Nam Armed Forces Honor Medal (1<sup>st</sup> Class); Joint Service Campaign Medal; Viet Nam Service Medal with three (3) Overseas Bars; National Defense Service Medal; Army Commendation Medal.
- Leigh was injured in Viet Nam and is a service-disabled veteran.

### **Education**

- Mr. Johnstone earned his Bachelor of Science degree at the University of Delaware.
- He continued his professional development by attending the Wharton School of Real Estate Investment Analysis, the Realtors National Marketing Institute, and the Fundamentals of Real Estate Investment and Taxation.
- Mr. Johnstone has been an instructor for the National Business Institute in "Current Issues in Commercial Real Estate."

### **Professional Affiliations**

- Mr. Johnstone was the founder and first Chairman of the Commercial Industrial Realty Council (CIRC) of Delaware.
- By appointment of the Mayor of Wilmington, Johnstone served as the Chairman of the Wilmington Economic Development Committee in 1978-1980.
- He was appointed by the Governor of Delaware to serve on the State's Economic Advisory Council.



- Johnstone has served on the Board of Directors of: the Addictions Coalition of Delaware, Easter Seals, Make-A-Wish Foundation and the Delaware Academy of Medicine, the Delaware Mentoring Council, the Delaware Academy of Public Safety & Security, the Delaware Architectural Foundation and Westminster School.
- For more than 10-years Mr. Johnstone was a Help One Student To Succeed (HOSTS) Mentor at the Ferris School, a prison-school for boys under 18 in the state of Delaware.
- Johnstone is a member of the Committee of 100, a Paul Harris Fellow and has served as his Rotary Club's Sergeant at Arms for more than 15 years.
- Leigh is the founder and 1<sup>st</sup> President of the Delaware Chapter of the Elite SDVOSB National Business Network.
- In his spare time Leigh enjoys birding and golf.

### Awards

- In 1990, Mr. Johnstone was awarded the Coldwell Banker Commercial Distinguished Achievement Award for the Mid-Atlantic Region.
- From 1990 through his departure in 2004, he was a regular member of CB Richard Ellis Philadelphia Area's Inner Circle of Top Producers.
- In addition, during this period, Mr. Johnstone was a consistent recipient of the CB Richard Ellis Distinguished National Recognition Achievement Award.
- CB Richard Ellis awarded Mr. Johnstone the prestigious William H. McCarthy Memorial Award for his meritorious service and achievements.
- Leigh has also been recognized by the State of Delaware, the Business Mentoring Council and Ferris School for his efforts and contributions in the field of mentoring.

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### Todd Breck

#### Director of Construction and A/E Services

#### Career Summary:

- Architecture and Interior Design  
Mr. Breck has performed all aspects of an architectural practice including design, administration, marketing, contractor interfacing, project scheduling, and project grant administration. He has developed a special expertise in historic buildings and their preservation and has worked over many years to preserve such buildings as: Mill Grove/Audubon Wildlife Sanctuary in Pennsylvania, the Odessa Brick Hotel, the Everett Theatre, and the Rodney Court Apartments in Delaware, and the Jekyll Island Club in Georgia.
- Structural Engineering  
As senior structural engineer, Todd Breck has overseen many structural engineering projects where his responsibilities have included analysis of sub-surface conditions, foundation and structural design in most materials, and project management for both new and existing buildings. He has also directed replacement reserve and preventive maintenance studies.
- Construction Management  
Todd Breck has managed the construction of projects varying from an industrial solid waste transfer facility to moderate income housing to the renovation and construction of luxury resort hotels. His experience includes



industrial, commercial, and institutional buildings generally in the mid-Atlantic region. Currently he provides overall management, coordination and project delivery.

▪ Expert Witness

Todd Breck has served as an expert witness in cases involving structural engineering, architecture, construction and restoration in Delaware, Maryland, Pennsylvania, New Jersey, and Washington, DC.

▪ Real Estate Development

Todd Breck has been responsible for lease negotiations, tenant fit-outs and public relations. He currently consults with clients on overall project delivery and real estate development options, as well as on property management, fit-outs, and leasing. Mr. Breck has personal and extensive experience as a commercial and industrial property owner.

## REGISTRATIONS

- Registered Architect: Delaware, Pennsylvania, Maryland, New Jersey, Virginia  
Approved by the Delaware Historic Preservation Office for Historic Preservation/Architecture (meeting FR 36 CFR 61 standards)
- Professional Engineer: Delaware, Pennsylvania, Maryland, Virginia

## EDUCATION

- Bachelor of Arts in Physics, 1961, University of the South
- Post Graduate Work, Civil Engineering, University of Delaware

## SEMINARS GIVEN

- “Building Analysis for Maintenance, Restoration & Renovation,” Restoration Chicago 1997, Restoration Washington 1999, Restoration Boston 2000
- “The Creative Developer in the Development Process,” Temple University, 2005; University of Delaware, 2006
- “Historic Building Losses,” Property Loss Research Bureau (PLRB), Nashville, TN 2006
- “Market Trends” for Traco Windows through Konkordia Group, Atlantic City, NJ, 2006; Chicago, Ill, 2006; Destin, FL, 2006
- “Market Trends” for DuPont through Konkordia Group, Wilmington, DE 2007

## PUBLICATIONS

- Establishing a Maintenance Budget (Chapter 24), R.S. Means, Historic Preservation: Project Planning and Estimating, 2000 (published by R.S. Means)
- Selecting the Bid Method for High-Rise Restoration, Concrete Repair Bulletin, Jan/Feb 1996

## PROFESSIONAL AFFILIATIONS

- American Institute of Architects (AIA)
- AIA Delaware, Past Board Member & Past President
- Associated Builders and Contractors
- Committee of 100
- Delaware Institute of Planning and Design, Past Board Member
- International Concrete Repair Institute, Delaware Valley Chapter (Past National Board Member, Past Local Chapter President)