

Charles W. Johnson

Background & Experience

Mr. Johnson's strategic planning, business development, financing, and management systems experience spans a career of 40 years, beginning in 1964 as a Community Development Specialist in Bolivia, South America, and advisor to the United Nations and Agency for International Development. From 1967 to 1972 he served as a Planner for the City of Los Angeles rising to the rank of Senior City Planner and Division Manager for the City's Community Analysis Bureau, which conducted comprehensive systems analysis of blight and obsolescence and needs for economic revitalization. He also organized and facilitated the first ever cross-town dialogue on city planning issues between the predominantly Hispanic East Los Angeles Community and predominantly white middle class San Fernando Valley Community. From 1972 to 1979 he was vice president of a national planning consulting firm, Planalysis, Inc., responsible for regional master plans, performance budgeting, and program evaluation studies.

Mr. Johnson launched SOAR Collaboration, LLC joint venture (as a Partner) to provide in-depth education and implementation consulting on economic development issues in Indian Country. He also started SOAR Growth Capital, LLC joint venture (as a Partner) to manage equity funds and funding programs (first two funds currently in formation, a CDVC and a private equity fund) to provide equity to Native businesses.

From 1979 to the present, as founder and owner of The Johnson Strategy Group, Inc., he has had executive level responsibility for facilitating interagency, multi-year strategic planning and evaluation projects. In the public sector this has included clients such as The Office of Management and Budget of the White House and U.S. Department of Treasury Community Development Financial Institutions Fund. He was co-author of the Treasury Department 2001 Report to Congress and the White House on access to capital and credit for underserved communities; he also served as lead facilitator for the regional and national forums involving Native American communities leading to that report.

Technology related projects include developing a three-year strategic plan and organization alignment process for the Sandia National Laboratories Intelligent Systems and Robotics Center. For the past five years, he has served as a business planning and marketing mentor for high tech companies seeking venture capital for New Mexico's Technology Venture Corporation.

Since 1996 he has served as Vice-President for Strategic Planning for IBC. With IBC, in the international energy arena he was a principal consultant to an international energy company in developing an integrated business and regulatory strategy for gas distribution systems in seven eastern states of Brazil, including regulatory, marketing, and business case linkages. For Igasamex, a Mexican energy consortium, he assisted in the design of a strategic framework and computerized database for targeting high yield, industrial clusters for natural gas distribution from an open access pipeline system. For Metrogas (a subsidiary of Texas Utilities), he designed business processes for natural gas distribution for residential and commercial clients in Mexico City. This included developing core business processes and training a senior management team on process protocols that range from development strategy to marketing for commercial and

residential hookups. He also served as a principal on the Brazil-U.S. Aspen Global Forum Energy Privatization Team and has conducted workshops for the World Research Group in Mexico City and the Seminario Internacional de Negocios Mineros in Sonora, Mexico.

Mr. Johnson has a 40-year career of introducing new technologies and planning systems to indigenous peoples. As a Peace Corps Volunteer in Sucra, Bolivia, he worked with six barrios on self-help projects, environmental improvements, and access to local and international aid.

Since 1976 he has served as a planning, management, and economic development consultant to 100 tribal organizations including designing the first ever Indian Nation to Indian Nation Community Development Venture Capital Fund. He has been at the forefront of major tribal self-governance and self-sufficiency initiatives and served as a special advisor to the National Budget Reform Work Group of the Joint Department of the Interior/Bureau of Indian Affairs/Tribal Reorganization Task Force. He has developed extensive guideline materials on the federal trust responsibility to Indian tribes and has assisted tribes in asserting greater management control over trust resources. He also served as an inter-stakeholder facilitator for the University of Hawaii, Native Hawaiians and the Astronomy Community in the development of a 20-year Master Plan for the Mauna Kea Astronomy Facility.

Mr. Johnson has 30 years experience in developing, implementing, and evaluating training programs in the public and private sectors. His experience as a seminar leader covers engagements in the United States, Canada, Mexico, and Brazil, and include materials developed for Fortune 500 Companies, the United Nations, The World Futures Society, The World Research Group, and Agency for International Development.

He holds a Bachelor's Degree in English Literature from the University of California at Los Angeles (UCLA), a Certificate in International Community Development from the University of Oklahoma, and a Master of Urban and Regional Planning Degree from the University of Southern California (USC).