



GLOBAL REAL ESTATE SUMMIT 2017



Glenn M. Johnson
Managing Director
Clarion Partners

Glenn Johnson is an equity owner and Managing Director at Clarion Partners. As part of the Client Capital Management team, Glenn works with a range of institutional investors, with a focus on public plan sponsors and investment consultants. Glenn joined Clarion Partners in 2015 and has over 30 years of direct experience in the private equity real estate business.

Prior to Clarion, Glenn was the Chief Investment Officer of Northland Investment Corporation, heading the development and implementation of Northland's investment strategies with institutional partners. Prior to Northland, he was a Director at Wachovia Securities in the Real Estate Investment Banking Group, focusing on private equity distribution strategies.

Glenn's experience also includes more than 20 years as a public fund trustee: initially with Massachusetts PRIM (where he was Vice Chairman and Chairman of the Real Estate Committee), and then with The New York State Common Retirement Fund (REAC). He was President of the Harvard Club of Boston from 1995 to 1998, and also served on Harvard University's Advisory Committee for Shareholder Responsibility. Additionally, he has served on the Board of Overseers for the Boys and Girls Club of Boston. Glenn currently serves as a Trustee of the Dana Farber Cancer Institute in Boston.

Glenn earned an A.B. (Economics) at Harvard College, and an MBA at Harvard Business School.

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