

Areas of Expertise:

- Analyzing multivalent real estate issues
- Structuring and executing complex development programs
- Developing and managing budgets, schedules and cash-flow projections
- Managing federal, state and local project permitting
- Arranging project financing and managing lender relationships
- Owner Representation in all project phases
- Assembling and leading multidisciplinary project teams
- Directing complicated design efforts (he is a registered architect)
- Leadership in sustainable design (he is a LEED Accredited Professional)
- Managing the construction process, from bidding and contractor selection to final completion

Andrew St. John, AIA, LEED AP Principal

Mr. St. John's range of experience covers a diverse cross-section of the real estate and development industry. From program management of new construction and major renovations, to teaching, writing and consulting on sustainability, he is always looking for ways to improve his clients' experience and bottom line. A construction industry professional for over thirty years, he has managed initiatives for developers, corporations, medical and educational institutions and non-profit groups.

Professional Experience:

Before establishing the firm of Smith + St. John, Mr. St. John was a vice president in the Development and Advisory group of Meredith & Grew, managing new construction projects and major renovations and tenant improvements for a broad range of clients. Prior to that he was a senior project manager with Fidelity Investments, managing some of the company's larger and more complex real estate development projects. Before turning to the practice of development management Mr. St. John practiced architecture for 15 years as an associate with a large Boston architectural firm and as a principal of his own firm. In 1992 he compiled The Sourcebook for Sustainable Design, the first compendium of green products published in the US. His articles have been published in the Boston Globe, ArchitectureBoston, CSI Construction Specifier and the Boston Society of Architects Newsletter.

Professional Activities:

Mr. St. John is an active contributor in the community and the profession. He participates regularly as a speaker and panelist at industry events and teaches courses in sustainable / green development. His professional contributions include:

- Building Materials Resource Center – Board president
- Town of Essex - Planning Board member
- Waring School – Trustee, Buildings and Grounds Committee chair
- MetroFuture – Steering Committee member
- Boston Society of Architects - Ethics Committee member, recipient of Honor Award in Education
- Environmental Building News - Advisory Board member
- Wentworth Institute and Boston Architectural Center - Instructor in sustainable / green design
- Fort Devens Charrette on Sustainable Reuse - Co-Chair