

JOHNNY D. ONKST MBA, CPM, RPA, FMP

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Commercial Real Estate Professional with 25+ years-experience in leadership and advisory roles including Construction Management, Project Management, Organization Development, Business Development and Financial Analysis.

CERTIFICATIONS/LICENSES

FMP LEED Designation | RPA Designation | CPM Designation | Licensed Real Estate Broker | Stephen R. Covey Trainer

KEY SKILLS

Leader of Accounting Controls & Process - Contract Management | Team Leader in Organization Development | Financial Analysis | Lead PMO Operations | Advanced Negotiator/Mediator | CEM Certified Energy Management

RECENT EXPERIENCE

BOK Financial – (6/2014 -12/2022)

Director of Operation Facilities/Construction Management Office, Tulsa, OK (1/2018 – 12/2022)

- Oversee a department of 29 employees by leading change, creating an inclusive and visionary environment, cultivating relationships, managing risk, and developing a team concept while driving New Business.
 - Manage all projects of banking, locations, tenant improvements, space planning process, capital improvements, construction management, facility management, **earned \$400K in historic tax credits**, and lender/investor relationships.
 - Build Financial Models to support business cases for Acquisitions and Labor model for Branches to obtain greater financial growth while providing investment opportunities for future acquisitions.
 - **Controller for Accounting** of several Departments on **Capitalization, Forecasting, Amortization and Budget reconciliations** versus BOK Annual Plan.
 - **Experience Leading diverse group with different experience and skills for overall profit of BOK**
 - Oversee all banks' Risk and Disaster Recovery/Emergency Response and Computer Aid Drawings for all properties leased or owned.
 - Created the 1st Asset Management Software for BOK Assets for Life Cycle and Budget Forecasting
 - **Direct acquisition, space, and ground lease negotiations of bank branches and ATM sites.**
- Advisory services have included:
 - Partnered with BOK Human Resource and **saved the Bank \$236 thousand** by bidding out Cintas/Zee Medical Corporate wide for all health/safety medical cabinets.
 - **PROJECT LEADER** on Merger/Acquisition – MO Bank Kansas City 2015 & Co Biz in Colorado & Arizona 2020
 - Created BOK **Corporate Social Responsibility by Certifying 33 Location Energy Star Certification**
 - Leverage Social Responsibility of evaluation and **negotiation services for \$11M acquisition** of BOK Banking company's leased/owned headquarters.
 - **Created a BOK Market Wide (LEED) ATM Energy Lighting Bank Guideline that has reduced cost over 20% in operating Expenses.**

BOK Financial – Manager, Commercial Banking- Leasing Management, Tulsa, OK (6/2014 to 1/2018)

- Oversaw all RFP Vendor Management Contract for BOK and **reduced Expenses over \$150K every year.**
- Directed and mentored facility managers, leasing team, building engineers, and construction crews for **\$300M real estate portfolio with 2.75M square feet of office, retail, historical buildings, and parking.**
- Provided **Development and Coaching** to employees to enhance collaboration, communication and cultivate relationships. **Outstanding Senior Leadership for United Way 2018**
- Financed and refinanced \$200M+ in projects to cash out equity and eliminate recourse.
- Manage Bank Product modeling, feasibility, and monitoring commercial property insurance values.
- Managed the overall **annual \$28M Facility/Project IT Budget.**

United Technology – Regional Business Development Manager - Oklahoma (5/2001 – 6/2014)

- Managed and negotiated 138 owned/leased facilities located throughout the South-Central Division.
- Was responsible for all activities of a portfolio of Clients and employees of the Southern Region while managing Revenue Growth, Marketing, Accounting, Staff Development, Hiring and Training.
- Cultivated and **grew new and existing business by 18%** in 4 states of South-Central Division (Oklahoma, Arkansas, Kansas, and Texas)
- **Received Outstanding Employee Award in 2010 for Train the Trainer Development in creating an Otis Elevator Safety Award Program**
- Created and Prepared training materials for new employees as well as incorporating all employees with new Policy, Procedures, and Processes that were recognized as **Outstanding Visionary Award in 2003**
- Received **Outstanding Leadership Award in 2013** for Best in Class in United Development Technology

United Technology - Regional Construction Manager – Oklahoma (5/1998 – 4/2001)

- Estimated and Managed all Construction Projects throughout the Southwest, achieved total sales of \$221M, and averaged net gain revenue of \$26M.
- Handled all **NDE Safety and coordination of Inspection of Safety and Environmental Inspections** of Compliance with State and local authority throughout the Southwest, achieved total sales of \$221.

Helmerich & Payne Inc. – Senior Property Manager, Tulsa, Oklahoma (10/1989 – 5/1998)

- *Managed over 1.7 million square feet of Industrial, Medical, and Office Buildings for greater Tulsa Market.*
- *Handled all leasing, marketing, transactions, and Execution of contracts*
- *Restructured all Leases and improved Operating cost 8 Straight Years*
- *Managed Vendors, Ad-valorem Taxes and Utica Square Merchants Association.*

EDUCATION

Certifications and Associations

National Association of Management Accountants • Disaster and Recovery Risk Specialist • Internal Compliance Auditor
•Project Management Professional• Digital Automation Council

Oklahoma City University, Oklahoma City OK

Master of Business Administration – Marketing/Organization Leadership

University of Oklahoma, Norman OK

Bachelor of Accounting/Finance in Business Administration