

# EASTON CRAFT



Results-Driven Leader | Strategic Visionary | Real Estate & Economic Development Leader

## Key Competencies:

- Team Leadership
- Strategic Land Acquisition
- Financial Analysis and Planning
- Site selection & Entitlements
- Construction Management
- Effective Communication
- Facility Management
- Contract Negotiations
- P&L Management
- Strategic Planning

## Professional Experience:

Amazon, LLC, Seattle, WA (2020-Present)

Economic Development Policy Leader, Pacific Northwest, Worldwide Public Policy (Sept. 2022-Present)

- Spearheading regional engagement with public and private entities in the Pacific Northwest and Alaska, ensuring seamless integration for Amazon facilities.
- Leading Amazon's entry-to-market strategy, encompassing site selection, entitlements, utility/EV infrastructure, and economic incentives.
- Successfully managing public policy engagement for 8 Amazon facilities in Oregon and Washington, achieving timely site acquisition, entitlements and incentive negotiation in urban and rural markets

Senior Development Manager, Canada Region Leader, World Wide Real Estate (Nov. 2020-Sept. 2022)

- Leading real estate strategy, site selection, due diligence, acquisitions, and entitlements for Amazon in Canada and the US Southwest.
- Orchestrating the planning and development of 13 facilities totaling 9.5 million square feet, with a total deal value of \$3.9B.
- Spearheaded the redesign and permitting of a Calgary, AB fulfillment center, resulting in \$34MM savings in FY2022.

The Boeing Company, Renton, WA (2012-2020)

Senior Leader, 737 Renton Factory Infrastructure and Logistics Operations (2019-2020)

- Directed a team of nine managers and 167 employees overseeing 24/7 site-wide operations, factory infrastructure, entitlements, and real estate.

- Achieved zero unplanned downtime for crane systems, saving \$65MM per year for the 737 Program.
- Established on-site logistics operations program, reducing safety incidents by 60% and achieving a 97% on-time delivery rate.

#### Senior Region Leader, Boeing Global Real Estate & Facilities (2016-2019)

- Led international facility and asset planning, entitlement, project management, construction, and real estate transaction management teams.
- Successfully executed 83 international facility transactions and 20 construction projects, including the \$200M Boeing India Engineering and Technology Center and \$750M 737 China Delivery Center.

#### Senior Real Estate Manager (2012-2016)

- Led Real Estate & Planning projects and strategic acquisitions Enterprise-wide. Engaged with business partners, strategic planners, and executive leadership to develop strategies and execute project plans related to acquisition and disposition of Real Estate assets.
- Led full-cycle contract negotiation, project & construction management for domestic and international projects including two data centers, Boeing 787 delivery center, multiple international facilities including Boeing Russia headquarters, Boeing China headquarters, BGS Moscow training center.

#### BlueStar Management, Inc., Seattle, Washington (2007-2012)

##### Director of Planning and Development (2009-2012)

- Co-directed Development, Asset Management, and Construction teams, overseeing P&L, budget forecasting, and vendor/subcontractor management.
- Forged critical venture and capital relationships with public companies and private investors.

##### Senior Development Manager/Director of Development (2007-2009)

- Led large-scale commercial and retail projects, managing teams of up to 45 members across multi-platform departments.
- Successfully led the acquisition and entitlement process for multiple projects, emphasizing schedule benchmarks and cost effectiveness.

#### Volunteer Activity

##### Chair and Planning Commissioner – City of Shoreline, WA Planning Commission (2012-2020)

- Provided visionary leadership in shaping the City of Shoreline's future growth through comprehensive land use planning and zoning code improvements.

- Led the process for Sound Transit Light Rail Station Area Planning and up-zoning, totaling 20% of the City.
- Developed the revised Comprehensive Plan for the City of Shoreline, setting the course for a decade of zoning, land use, and policy enhancements.

Professional Development · Technical Skills:

- Aerospace Industry Manufacturing, University of Washington
- Lean Manufacturing Leadership, Boeing Leadership Center

Education:

Bachelor of Arts, Political Science & Law, Emerson College – Boston, MA