



Terri Johnson, CRE
Partner

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Capstan Tax Strategies Partner Terri Johnson is passionate about her work. She truly enjoys helping commercial real estate owners and investors realize significant tax savings using engineering-based tax strategies.

During her 24 years in commercial real estate, Terri has become a subject matter expert on cost segregation, authoring multiple articles, guesting on podcasts, and speaking on the national level. She speaks extensively to the public about tax incentives for real-estate owners and provides client-specific sessions and training as well.

As tax law and regulations evolve, Terri works collaboratively with CPAs and their real estate clients to take very complicated information and present it in a streamlined manner, ensuring that clients understand opportunities to maximize tax deductions. Terri is the creator of many of Capstan's useful tools, in which complex changes in legislation are simplified into easily digested charts and graphics. In addition to providing general information about regulations and the new tax reform, Terri often takes on a client-specific consulting role, helping clients and CPAs smoothly incorporate the new regulations into their business process.

Terri is a past president of CREW Philadelphia, a past CREW Network director, and a past CREW Foundation trustee. She holds the designation of Counselor of Real Estate. She is an associate member of the Pennsylvania Apartment Association-East and AICPA. Terri was recognized by SmartCEO Magazine in 2010 as a Brava! Award winner and in 2017 as a member of the Future 50. Terri has achieved Masters Level in Strategic Coach. She is also a member of the Athenaeum of Philadelphia and was named a Rothman Institute Ambassador in 2014.

Terri is a 1982 graduate of the University of Alabama, Tuscaloosa.



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Terri Johnson

Partner | Capstan Tax Strategies

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Work Locations:

National

My company will cover travel costs:

Yes

Area of Expertise:

- Cost Segregation Studies
- Energy-Efficiency Studies

Topic/Detail on Expertise:

Engineering-based tax strategies that maximize real estate tax savings

Preferred Presentation Format:

- Conference Panel
- Virtual Presentation
- Keynote Speaker
- Podcast

Bio:

As a Partner at Capstan Tax Strategies, I help commercial real estate owners and investors realize significant tax savings by utilizing valuable engineering-based tax depreciation and incentive strategies. I'm proud to hold the distinguished designation of Counselor of Real Estate, which represents the highest standard of expertise and ethics in the industry.

I've been in commercial real estate for over 25 years, and a lot of legislation has come and gone. I make it a point to stay on top of evolving regulations so my clients can maximize tax deductions. I work closely with owners and their tax professionals to ensure that no savings opportunity goes overlooked. Real estate is most people's largest fixed asset, and I'm passionate about making sure my clients see the greatest possible benefit.

I've authored multiple articles, been a guest blogger for various state associations, frequently speak on cost segregation studies, addressing such national audiences as the AICPA Auto Dealers Conference and the Edward Jones All Star Tax Series. I've hosted Capstan Live! and Beyond the Spreadsheet, my firm's podcasts, and have guested on others. I'm also a past president of CREW Philadelphia, a past CREW Network director, and a past CREW Foundation trustee.