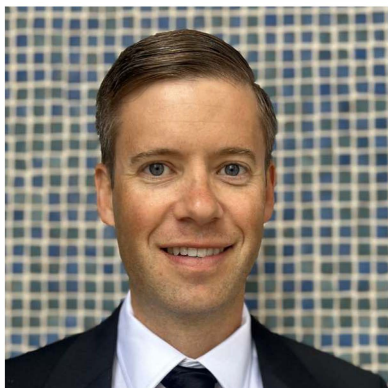


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## Michael Elson

President, Next Ridgeline Company | [michael.elson@nextridgelineco.com](mailto:michael.elson@nextridgelineco.com) | (913) 265-4309



### **Federal Real Estate Leader | Former GSA Lease Contracting Officer | Proven VA and GSA Project Execution**

Michael Elson brings over 15 years of experience in federal real estate, including 10 years as a GSA Lease Contracting Officer and multiple executive roles in the private sector. As President of Next Ridgeline Company, Michael leads strategy and federal execution for VA and GSA leasing projects across the country. His leadership is grounded in firsthand government service and real-time delivery of complex lease transactions—including some of the most high-value and technically demanding federal deals in the Midwest.

Michael has personally managed or brokered over 2.1 million RSF across 50+ federal lease transactions, including build-to-suit, turnkey, and high-security projects with GSA, VA, USDA, and the FBI.

Over his career, he has overseen the execution of more than 150 federal leases as a GSA Lease Contracting Officer and later as President of Carpenter/Robbins. His portfolio includes over 6.5 million RSF and \$700 million in lease value—spanning VA outpatient clinics, agency headquarters, and complex mission-critical facilities.

### **Education**

Master of Business Administration,  
Real Estate & Finance  
University of Missouri–Kansas City

Bachelor of Arts, Economics &  
Management  
Creighton University

### **Licenses & Clearances**

- Top Secret Security Clearance (Former)
- California DRE Broker License #02123276
- Kansas Broker License #00246643
- Missouri Broker License #2023010885

### **Career Highlights**

- **President, Carpenter/Robbins Commercial Real Estate, Inc.**  
Led the firm's federal practice, overseeing national VA and GSA tenant rep assignments. Elevated internal QC processes and delivered multiple VA Community-Based Outpatient Clinics (CBOCs) and USDA leases.
- **Director of Government Services, Carpenter/Robbins**  
Promoted after just 18 months. Oversaw project teams, reviewed federal offers, and led procurement strategy across 20+ active lease transactions.
- **GSA Lease Contracting Officer, Region 6 – Kansas City**  
Managed 70+ leases as LCO and team lead for St. Louis territory. Held Top Secret clearance. Executed 75 lease amendments at the DOE National Security Campus, a 1,000,000+ RSF facility supporting the NNSA. Led projects recognized by NPR, CNN, The Washington Post, and The Economist.

### **Representative Projects**

- GSA DOE- Kansas City, MO- 1,200,000 RSF
- GSA USDA – Kansas City, MO – 115,425 RSF
- VA CBOC – Rolla, MO – 84,577 RSF
- GSA USDA – St. Louis, MO – 165,000 RSF
- GSA NRCS – Lincoln, NE – 101,468 RSF (Post-Award)