

# CHRISTOPHER W. WALKER



As founder of Walker and Company, Chris Walker for the past 25 years has been riding the roller coaster of the office development business in Washington, D.C. and the Virginia suburbs. “Making money in the good times is not hard”, he says, “but keeping it during the bad times is.” Company developments consists of eight buildings in two office parks in the “edge city” of Reston, Virginia, which has recently become a high-tech location of choice.

After surviving three recessions in this sector, Chris currently finds himself with a stable of interesting tenants, a low loan-to-value portfolio, and no personal guarantees on construction loans. In fact, at a time when office deliveries are high, he is sitting on the sidelines, learning how to be an investor instead of the owner/entrepreneur. “It’s an interesting change of pace, to try to earn money from other people’s efforts, rather than doing it all yourself”, is how he describes his new life. “I could building more and more, repeating the same old thing, but it’s time to consider some new challenges.”



Some of the ideas he is considering is refining his all-in-one EXSYS exercise equipment, totally software-controlled, to be even more effective; sponsoring a permanent exhibition/theme park west of Dulles Airport devoted to illustrating the ideas of civic society, invention, entrepreneurship, private markets, and free trade (EXPOFREEDOM); promoting light pollution legislation and quality light fixtures for eye- and sky-friendliness as a member of the International Dark-sky

Association (please join); setting up a web resource to rate and rank judges and others in our society who have (too much) discretionary authority; and promoting a Napster-like portal for the personal introduction business, combined with a battery of sophisticated matching tools not yet found on the Internet. The last two ideas were ones that Mr. Walker dabbled with in school, as publisher of the Harvard Law School Confidential Guide to Courses, and a co-founder of Operation Match, one of the first computer dating services.

Of these ideas, he says, “I’ll trot them out, and see if we can garner a critical mass of support.”

Mr. Walker uses the CEO clubs to talk him out of new entrepreneurial ventures without probing the market for their appeal. “I have learned a lot about how to avoid mistakes from the PAC”, he says. “It’s saved me money and introduced me to a group of talented individuals who have now become my friends.”

Mr. Walker lives of a 50 acre farmette in the Virginia Piedmont and has two college-aged children who look on his “mildly eccentric” activities with bemused detachment.

## **Walker and Company**

**12007 Sunrise Valley Drive, #400, Reston, VA 22091-3406, 703-648-0900**

**Fax 703-648-9344, Email [cwalker@walker-co.com](mailto:cwalker@walker-co.com)**