

Qualifications for Xxxx Xxxxxxx, President/CEO of Xxxxxxx

Background

Xxxx Xxxxxxx has been a leading expert in developing, implementing, and managing Economic Development Programs. His career has spanned over 45 years in the state of Texas.

Early in his career, his ambition for economic development and real estate began to integrate. He completed a degree in Business from Texas A&I University and continued his education in Economic Development and Organizational Management. A licensed Real Estate Broker, he is in high demand with his commercial real estate and economic development experience as a consultant and advisory services.

Mr. Xxxxxxx has extensive knowledge in facilitating and developing commercial retail, office, and hotel development. He approaches his endeavors with two areas of expertise:

- Incentive Negotiations
- Development Agreements

The impact and reputation that Mr. Xxxxxxx has made in the economic development and real estate market brings an unprecedented value to the table

Incentive Negotiations

Incentive negotiations are essential to any capital investment decision, whether related to a new location, expansion, or consolidation. Mr. Xxxxxxx brings decades of experience to the discussions.

As President of the Frisco Economic Development Corporation, he created partnerships with existing businesses and prospective companies to assist them in expanding and achieving success.

Mr. Xxxxxxx views negotiation as a foundational key to the success of a transaction. He draws upon his logic based on his experience as well as intuitive communication combined with diplomatic skills. The perfect balance of these negotiation qualities is crucial to any real estate project.

Development Agreements

Mr. Xxxxxxx has designed and implemented processes to monitor performance milestones and compliance requirements, communicate progress to the authoritative body or stakeholders, and established control processes for early detection of any problems that may require renegotiation or termination of a contract. This includes:

- 1) Identifying and developing processes to properly monitor the various components of an agreement
- 2) Identifying and monitoring deviations from an agreement process
- 3) Providing periodic reports or updates to the authoritative body
- 4) Managing and concluding the agreement

Attributes

Mr. XXXXXXXX pursues the highest standard of excellence and professionalism in all negotiation engagements. His knowledge and expertise are an asset to the Board of Directors.

Key Points for Graphical Representation:

President or Director for the following Economic Development Programs:

- JLG Investments, Inc.: Commercial real estate and economic development consulting and advisory services
- Frisco Economic Development Corporation: Economic development program implemented, developed, and managed
 - Economic Impact: 25-Year Cumulative, 1991 through 2015: \$31.1 Billion
 - Employment Impact: 27,213 Direct, On-Site Full-Time Equivalent (FTE) Jobs in Frisco in 2015
 - New Tax Base Value Generated: 25 Year Cumulative: \$2.028 Billion
 - Direct Property Tax Revenue: 25 Year Cumulative: \$423.94 Million
- City of Seguin: Economic development program planned, implemented, and directed
- Jackson County Chamber of Commerce: Economic development program developed and implemented

Real Estate Accomplishments in Texas:

- Frisco Park 25: 216-acre business park developed by the Frisco EDC
- Texas Health Hospital Frisco: 74 bed, 325,000 SF hospital & 120,000 SF medical office
- National Soccer Hall of Fame: \$50 million, 100,000 SF US Soccer Hall of Fame

- Texas Scottish Rite Hospital: 345,000 SF ambulatory center, pediatric sports medicine clinic
- Hyatt Regency Hotel: 16-story hotel, 303 keys & 50,000 square foot conference center
- KidZania, USA: 85,000 SF educational & entertainment facility
- KidZania, USA: United States corporate headquarters
- Baylor Scott & White: 9-story, 300,000 SF Sports Therapy & Research Center
- Dallas Cowboys: \$1.5 billion, 91-acre mixed-use development - The Star in Frisco
- Dallas Cowboys: World Headquarters and Training Center of NFL Dallas Cowboys
- The Ford Center: \$250 million indoor multi-use event center
- Omni Hotel Frisco: 16 story hotel, 300 keys and 25,000 SF conference center
- Frisco Station: \$1.8 billion, 242-acre mixed-use development
- The Gate: \$1.0 billion, 41-acre mixed-use development
- Wade Park: \$2.0 billion, 2.3 million SF, 175-acre mixed-use development
- Stonebriar Centre: \$250 million, 1.6 million SF super regional shopping mall
- Toyota Stadium: \$90 million, 20,000-seat stadium & 17 tournament soccer fields
- FC Dallas: Corporate headquarters of the Major League Soccer FC Dallas
- Frisco Sports Complex: \$28 million, AA League Ballpark, home of Frisco RoughRiders
- Dallas Stars: Corporate headquarters of NHL Dallas Stars
- Dallas Stars Center: \$26 million, 2-sheet ice arena, with 5,000 seats
- Centre at Preston Ridge: 1 million SF super regional outdoor shopping mall

Previously a Member of the Board of Directors with the following Companies:

- Frisco Chamber of Commerce: Ex-Officio Board Member 2005 to 2018
- Frisco Association for the Arts: Advisory Board Member 2004 to 2018
- Frisco Chamber of Commerce: Board of Directors from 1996 to 2002
- North Texas Enterprise Center for Technology: Board President 2002 to 2007
- City of Frisco Comprehensive Planning: Advisory Board 2000 and 2005
- Frisco ISD Education Foundation: Board of Directors from 1997 to 2000