

QUALIFICATIONS

- Possessing over **30 years of commercial real estate experience** working extensively with national, regional and local credit retail tenants in the greater Dallas-Fort Worth area.
- Served as **exclusive site selection coordinator for retailers, restaurant, hotel chains and industrial operators.**
- Served as Vice-President of a Large Regional Development Company negotiating numerous leases and pad dispositions for new projects as well as renovation of older properties by securing new anchor tenants.
- Led my commercial brokerage team in securing as many as 7 contiguous parcels to secure a single location to be anchored by a national tenant in the form of **Wal-Mart** in five separate cities. The same for **Target** in four different cities in the DFW Metroplex.
- Have sold 39 separate properties in the **City of Southlake**, Texas working closely with city staff, the city attorney and city council to meet the standards demanded by a high-income population.
- Represented the City of Southlake for their acquisition of a commercial site for a new fire station and safety facility.
- Handled numerous commercial developments in **cities experiencing dynamic growth** such as **Keller, North Richland Hills, Southlake, Grapevine and Euless**
- Assembled 11 sites for Eckerd Drugs and was selected to be the exclusive broker for **CVS Pharmacy** when they exercised their rollout program in Dallas-Ft. Worth.
- Successfully secured 23 locations for CVS on the western side of DFW Airport including Denton, Tarrant, Johnson and Parker counties. In competition with several broker/developers in Houston, Austin, Dallas, and Las Vegas to open the first CVS Pharmacy west of the Mississippi River. I was successful winning the race of time by opening the first store in the West, opening 2 stores on the same day in 2001.
- **Worked with a number of civil engineers and architects in laying out sites for developments** and led the team in meetings with city staffs in Ft. Worth, Dallas, Denton, Flower Mound, Prosper, Plano, McKinney, Grand Prairie, Euless, Grapevine, Southlake, Keller, Mansfield, Arlington, Hurst, Bedford, North Richland Hills, Burleson, Granbury, Weatherford and others.
- Have participated in a number of **DRC** meetings over the years as well as Homeowner Association meetings when there was considerable opposition from single-family neighborhoods concerned for traffic safety and noise.
- I have appeared in numerous presentations before Planning & Zoning Commissions, City Council, and Board of Adjustments. I possess a vast experience in seeking the approvals of **Texas Department of Transportation**, Texas General Land Office, Texas Natural Resource Conservation Commission as the predecessor to TCEQ, and the Tarrant Regional Water District.

List of Major Retailers involved in successful developments:

Big Box—Anchor-Retailers

Target
Wal-Mart
Home Depot
Lowe's
Kohl's
Costco
24 Hour Fitness
Cinemark

Junior Anchor-Retailers

Ross
PetSmart
Office Depot
Staples
Best Buy

Restaurant

On The Border
Spring Creek BBQ
Cotton Patch
Kirby's Steak House
Johnny Carinos
Chili's
Starbucks
Olive Garden
Christina's Cantina
The Keg
Golden Corral
Mimi's Café
Chuck E. Cheese
Chick-fil-A
Taco Bell
Popeye's
Chicken Express
Sonic
McDonalds
Burger King

Banks

Wachovia
Chase
Capital One
Bank of America
Washington Mutual
Compass
Wells Fargo

ACCOMPLISHMENTS

Working with engineers and architects coordinated entitlements with municipalities and TxDOT resulting in these selected sites:

- 5 Wal-Mart site locations
- 4 Target Anchored site locations
- Whole Foods Grocery, Colleyville
- HEB Grocery, Granbury
- 23 sites for CVS pharmacy 2000-2003
- 41 acres assembled numbering 17 contiguous sites in Southlake resulting in:
 - Lowes, Costco, Kohl's, Weir's Furniture, and Buca di Beppo

ADDITIONAL SKILLS

During my early career as a commercial mortgage banker in Dallas and Fort Worth, I learned to evaluate **income properties for viability resulting** in a significant edge when later competing with other brokers for quality product. This included exposure to residential lot developments and financing.

Eight-year career as a title company-marketing officer in Dallas, where experience as a commercial real estate broker was beneficial to the understanding of title insurance issues. My two talented commercial escrow closers depend on my broker/developer experience with complicated issues.

Our agency of nine escrow officers produced over 10 million dollars in title premium allowing me to have an affiliation with title insurance underwriters such as Fidelity, First American, Old Republic and Westcor. We provide title insurance exclusively to a local municipality of 71,000 residents.

Drug Stores/Grocery Store

Walgreen's
Eckerd's
CVS
Winn-Dixie
Kroger
Tom Thumb
Food Lion
HEB Grocery
Whole Foods

EXPERIENCE

Owner/President

1984--Present

Harriman Properties, Inc.

- Assembled 30 acre retail parcel in Granbury for HEB Grocery and retail development which included underwriting, negotiating, and consulting
- Assembled ground lease tracts: 4 for CVS and 3 for Walgreens
- Established a loan servicing and legal documentation department
- Assembled and managed real estate sales and leasing staff
- Sold \$25,000,000 in commercial property

Various Mixed Use Retailers

AT&T
T-Mobile
Sprint
QuikTrip
NTB
Auto Zone
Christian Bros Auto
Children's Courtyard
Race Trac
Shady Grove Baptist Church
White's Chapel
United Methodist Church
North Hills Hospital

Vice President and Marketing

2012--Present

First Western Title Acquisitions LLC and Title Partners LLC, Dallas, TX

- Averaged annually 1 million dollars in title premiums
- Managed four person team
- Secured exclusive title services account for the City of North Richland Hills

Director Retail Division, Broker Associate

2009--2012

Trans-Western Realty Services, Fort Worth, TX

- Supervised 6 person sales team
- Negotiated 60,000 square foot lease Whole Foods Grocery, Colleyville
- Conceived and devised architectural plan for shopping center redevelopment

Housing

Residential
Subdivisions
Multi-family units

Vice President

2004--2007

Synergy Property Group, Fort Worth, TX

- Sold 3 significant income property buildings
- Assembled 2 large parcels resulting in pad sites/ground leases to Starbucks, Wachovia, T-Mobile, Taco Bell, NTB
- Exclusive broker for preferred developer representing Starbucks in Oklahoma City, OK

Vice President

1997--2004

The Makens Company, Bedford, TX

- Assembled multiple properties for the development of:
 - 4 Target retail centers
 - 5 Wal-Mart anchored center
 - CVS Rollout program, Exclusive Broker

Broker Associate

1993--1997

Howe Wood and Company, Fort Worth, TX

- Assembled and coordinated a self-development team resulting in development of 5 Winn-Dixie

stores.

- Participated in development of 11 Eckerd Drug stores.

Vice President

1989—1993

Camco Development, Fort Worth, TX

- Responsible for all development operations of commercial real estate projects.
- Coordinated land acquisitions, negotiated lease agreements, and arranged financing for commercial real estate projects.
- Performed marketing, leasing and management of approximately 700,000 square feet of existing commercial developments.
- Negotiated various leases with 15 different Fortune 500 companies.
- Negotiated and secured a \$37.5 million loan.
- Coordinated and supervised construction of commercial buildings.
- Managed office of administrative and support staff.

EDUCATION

Baylor University, Waco, TX

B.B.A., Marketing and Management

Southern Methodist University Costa Institute of Real Estate Finance

Courses in Residential Land Development, Financial
Analysis of Income Properties and Mortgage Banking

Waxahachie High School, Waxahachie, TX

PROFESSIONAL ASSOCIATIONS/CERTIFICATIONS

International Council of Shopping Centers

North Texas Commercial Association of Realtors

Real Estate Council of Greater Fort Worth

National Association of Industrial and Office Parks

Holder of Texas Real Estate Broker License

Licensed real estate broker since 1980

ICSC 30 year membership, attending the national Las Vegas convention for 20 years.

Regional ICSC active participation

REFERENCES AVAILABLE