



Tom Mercer
JTM Development

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Prior to founding JTM Development, Mr. Mercer was responsible for North American build-to-suits for Prologis Trust (NYSE: PLD). And before Prologis He was the Panattoni Full-Partner responsible for Colorado and Utah. Mr. Mercer began his development career with Friendswood Development Company (an Exxon subsidiary). He has directly overseen the successful development of roughly \$1.8 billion in commercial and residential projects throughout the US, Canada, and Mexico. He holds a B.A. with High Honors and an MBA from The University of Texas at Austin. He is an international presenter on development having presented to CBRE, SIOR, and Collier's national and international conventions. He is a former President of The Houston Chapter of NAIOP and a former Austin Board Member of both ULI and CCIM. He is a graduate of Leadership Houston.

Developments:

- Walsh Tarlton Overlook / 55,500 SF Class A Office Building / Austin, TX
- Rob Roy Office Park / 50,000 SF Office Condominium Complex / Austin, TX
- Grandview Hills / 15,000 SF Retail Center / Austin, TX
- Centennial 1 / Centennial, CO / 108,000 SF / World's largest aeronautical map facility
- Centennial 2 / Centennial, CO / 86,000 SF Office Warehouse Complex
- Raytheon Aurora Campus / Aurora, CO / 175,000 SF
- MITRE Corporation / Colorado Springs, CO / 52,000 SF
- Garden of The Gods / Colorado Springs, CO / 188,000 SF Industrial new and redevelopment
- Coors Bottling Warehouse / Golden, CO / 227,000 SF
- Sumitomo / El Paso, TX 200,000 SF / Office Warehouse
- Carter Industrial Park / Xerox / Ft Worth, TX / 76,000 SF
- Hardwoods / Denver, CO / 110,000 SF
- SLIC 1 / Salt Lake City / Utah / 336,000 SF
- Charlotte Corporate Center / Charlotte, NC / 147,000 SF
- BT Office Products / Tampa, FL / 110,000 SF
- ProLogis Park / Jersey Village, TX / 750,000 SF
- Applied Materials / Austin, TX / 90,000 SF Cleanroom facility
- Casa Rustica / El Paso, TX / 210,000 SF

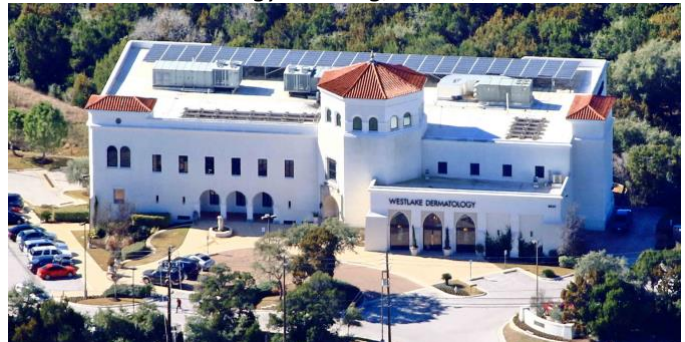
Walsh Tarlton Overlook, Austin, TX



Rob Roy Office Park, Austin, TX



Westlake Dermatology Building, Austin, TX



- Lear Corporation / El Paso / TX 110,000 SF
- Dynacast / Forest Hills, CA / 125,000 SF
- CTI – Chrysler / Brampton, Ontario, Canada / 387,500 SF
- Safeway - Carr-Gottstein / 340,000 SF / Industrial Complex with Freezer Cooler / Tacoma, WA
- USG / Miami, FL / 68,000 SF
- 3M Corporation / El Paso, TX / 116,000 SF
- Copperfield Crossing / 225,000 SF Shopping Center
- Forward Air / 102,000 SF Warehouse / Atlanta, GA
- Indian Shadow Ranch / 2,200 Acres / Durango, CO

Reimers County Park, Travis County, TX



Juniper Ridge Townhouses, Austin, TX



The Wälsh and Walsh Tarlton Overlook, Austin, TX



Mueller New Urbanist Neighborhood



Entitlements:

- Westlake Dermatology / 50,000 SF Medial Office Building / Austin, TX
- South Shore Pointe / 68 fee simple Townhouses / Austin, TX
- Juniper Ridge / 12 Fee Simple Townhouses / Austin, TX
- The Iris / 32 Residential Condominiums 5,500 Commercial SF, and 8 Live Work Units / Mueller Master Planned Community / Austin, TX
- Berkman / 55 Fee Simple Townhouses 5 Live Work Units, 30 Residential Condominiums, 11,000 Commercial SF / Mueller Master Planned Community / Austin, TX
- Springdale Park, 252 Detached Condominiums, Austin, TX
- Springdale Creek / 37 Detached Condominiums / Austin, TX
- Kingwood Shopping Center / 400,000 SF Retail Shopping Center / Houston, TX (Complex Deed Restriction Revision)

Acquisitions, Sales, and Brokerage

- The Guthrie Apartment Land Assembly / Three Tracts / Austin, TX
- 6401 Riverside Apartment Land Assembly / Two Tract / Austin, TX
- Agave / 455 Residential Lots / Austin, TX
- Sunridge, Land for 70 Detached Condominiums, Austin, TX

- Juniper Ridge / Land for 12 Fee Simple Townhouses / Austin, TX
- Juniper Ridge / 2 Completed Affordable Fee Simple Townhouses / Austin, TX
- South Shore Pointe / Land for 68 Fee Simple Townhouses / Austin, TX
- University Park / Land for 8 Fee Simple Townhouses and 12 Townhome Condominium / Austin, TX
- The Wälsh / 55 Townhome Condominium Sites
- The Alpine / Site for 17 Condos / Austin, TX
- Villa Montaña / Lake Travis Gated Community / Austin, TX
- Mirasol / Lake Travis Gated Community / Austin, TX
- Redbud / Golf Course Community / Round Rock, TX
- The Preserve at Thomas Springs / 37 one-acre lots / Austin, TX
- Spyglass / Detached Condominium Community / Austin, TX
- Copperfield Master Planned Community / Three Expansions totaling 314 Acres
- Kingwood Master Planned Community / 1,100 Acre Acquisition
- Kingwood Research Facility 50 Acre Site to Chevron
- Kingwood 35 Acre Bulk Sale to Homebuilder
- Kingwood 221 Acre Bulk Sale to Homebuilder
- Kingwood 16 Acre Estate Site
- Wal-Mart /21 Acres / Houston, TX
- McDonalds / Pad Site / Houston, TX
- Marriott Corporation / 6.0 Acres Marriott Courtyard Hotel Site / Houston, TX
- TJ Applebees / 1.75 Acre Pad Site / Houston, TX
- Exxon Corporation / 2.07 Service Station Site
- Exxon Mobil Corporation / 4-acre corporate facility location / Houston, TX
- Whites Auto Center / 6.01 Acres Sold
- Mister Car Wash / 3.0 Acres / Houston, TX
- Copperfield Center / 6.01 Acres Office Site
- KFC / 1 Acre Pad Site
- Seton Family of Doctors / 4 locations / Central TX
- Austin Kidney Associates / 2 office locations / Austin, TX
- M.D. Practice / Office Condominium Sale / Austin, TX
- Satellite Dialysis / Dialysis Center / Kyle, TX

Mueller New Urbanist Neighborhood



Raytheon Aurora Campus, Aurora, CO



Centennial 1 – Boeing Corp., Centennial, CO,



Hewlett-Packard, Houston, TX



- Reimer’s Ranch County Park / Travis County, TX
- 120 Precision Drive / 40,000 SF Office Warehouse / Buda, TX

Development Consulting:

- Huston Tillotson University / Pro Bono Analysis of Community Clinic / Development Consultant signing the application that resulted in \$100,000 US Federal Grant
- Self-Realization Fellowship Church / Pro Bono brokerage and renovation of 115-year-old church and fellowship hall.
- Lone Star Rail / Development Pro Formae for multiple proposed rail stops
- Major US Construction Company / Internal Analysis of Development Opportunities including Residential Condos, Hotels and Senior Living Facilities / Austin and Central, TX
- Major US Hospital System / Multiple Medical Office Pro Formae including Cyberknife facility / Market Value Assessments of current internal medical office leases / State-wide Assignments
- Los Árboles Coba / 500 hectares / A Sustainable Eco-Development International Community / Tulúm, Qunitana Roo, MX
- The Hines Competition / Three Times served as the Financial Mentor to UT teams / Including Team that came in second in the 2008 World-Wide Competition. Every major university in the US and some foreign universities compete in the event.
- Exxon Global Exploration Headquarters Relocation / Internal Company Analysis proposed and created the second office building linked via skybridge over a public street in Houston, TX

Broomfield Corporate Center, Broomfield, CO 202,000 sf



MITRE Corporation build-to-suit, Colorado Springs, CO



MITRE - direct satellite downlink

