



James L. Gandy

Board of Advisors



Background

James Gandy has been a leading expert in locating, designing and executing real estate development projects for over 45 years. He's been a part of some of the most notable developments in Texas during that time, including his involvement in the transaction that brought to Frisco, TX the Jerry Jones and Dallas Cowboys multi use complex along with their practice facility and office park, at a cost of \$1.5 billion.

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 advisor.

Mr. Gandy 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. Gandy 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. Gandy 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. Gandy 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. Gandy 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:

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

Attributes

Mr. Gandy pursues the highest standard of excellence and professionalism in all negotiation engagements. As member of the LandVest Capital Board of Advisors, he brings a career of deal making knowledge to the table. Additionally, he has the ability to take solid, financially sound deals and implement his expertise in incentives and development agreements to make them exceptional deals. He's a great asset to the Board of Advisors.

Highlights at a Glance



\$31.1 Billion economic impact of his development project portfolio



27,213 full time jobs occupy his Frisco, TX projects



\$2.028 Billion in tax base created for the City of Frisco