

RESPONSE TO REQUEST FOR QUALIFICATIONS

WILLIAMSON COUNTY

PROPOSAL FROM GEORGETOWN COMMERCIAL PROPERTIES LLC

Proposal for Brokerage Services

This package was put together to establish Georgetown Commercial Properties LLC as a qualified vendor for brokerage services for Williamson County. Per the Request for Qualifications, the information presented below will meet the requirements listed.

General Information - Georgetown Commercial Properties LLC was formed in 2004 by Tim Harris and Bob Brent, two local real estate professionals who opened GCP as a full service commercial real estate brokerage firm. Georgetown Commercial Properties LLC is a licensed Real Estate Brokerage Operation, with Texas Real Estate Commission license number 0550534. In addition, Tim Harris and Bob Brent are both licensed Real Estate Brokers as well. Both the company and its brokers meet all the requirements of the Texas Real Estate Commission and the Real Estate Licensing Act, are in good standing, and regularly take classes on ethics and legal updates.

Since forming Georgetown Commercial Properties, the principals have focused on identifying key parcels of land around Williamson County that would be prime for development. They have also worked to identify quality developers that could turn these prime tracts into attractive developments that would serve the needs of the people of our community. Both Tim Harris and Bob Brent have been licensed real estate brokers for over 25 years, and can draw on that experience as they structure and fashion brokerage deals.

Experience - Since Georgetown Commercial Properties was formed, it has brokered millions of dollars of real estate deals in the Georgetown and Williamson County area. It brokered most of the properties that comprise the new Water Oak subdivision on the west side of Georgetown on Hwy 29, a 1,200 acre residential development that includes over \$45 million dollars of land purchases. GCP has also brokered buildings, land, ranches, residential and commercial lots, and just about all types of real estate since its inception. Specifically, GCP has brokered around 80 transactions totaling \$90 million since its inception.

In addition, the principals have a vast amount of business experience. Tim Harris and Bob Brent have been integral parts of the community since moving to Georgetown over 20 years ago. Their information is below:

Tim Harris

Tim Harris has held various positions with area banks, over a 30 year period. He spent 18 years with Texas American Bank in Austin. He then served as President of two banks, one in Austin and one in Georgetown. He finished his 30 year banking career at Texas Heritage Bank in Georgetown, which then merged into Regions Bank. After Tim left banking, he went to work for Georgetown Rail Equipment Company, and ran their real estate division. Tim then formed Georgetown Commercial Properties, along with Bob Brent, and spent time doing brokerage, while still managing properties for GREX.



Tim Harris has an undergraduate degree from Louisiana State University, and a graduate banking degree from Southwestern Graduate School of Banking at Southern Methodist University. He also graduated from the Executive Development program of the M.J. Neely School of Business at Texas Christian University in Ft. Worth. He has held his Texas Real Estate License since 1985. He is also a member of the Central Texas Commercial Brokers Association.

Tim Harris has served in many capacities in the Georgetown community, including stints on the Planning and Zoning Commission, the Georgetown Hospital Board, and the Chamber of Commerce Board. He served as Chairman of the Georgetown Chamber of Commerce in 1994, was elected Business Leader of the Year in 1996, and Citizen of the Year in 2001. He is a graduate of Leadership Georgetown. He served as the charter Chairman of Georgetown Partners in Education in 1995, and has been a member of the Georgetown Rotary Club since 1992, serving as President in 2005-2006. He was awarded a Lifetime Achievement Award for Economic Development by the Chamber in 2009. Tim and his wife Angie have a daughter and twin boys, and are very proud to live in Georgetown.

Bob Brent

After graduating from the University of Texas with a Bachelors degree in advertising in 1973, Bob Brent entered the real estate profession specializing in residential and land brokerage.

Bob became real estate Marketing Director in 1978 for the Barton Creek Country Club development. In 1988, Bob took the position of Marketing Director for the real estate department of the Berry Creek Country Club development. His involvement in the marketing of Berry Creek continued through 1998.



In 1978, Bob Brent and his family moved to Georgetown. He became very involved in the community that he loves.

Bob has held several leadership positions within the Georgetown community and Williamson County. His civic involvement includes the following: Chair of the Convention and Visitors Bureau, Chair of the Chamber of Commerce for 2 terms, Chair of Partners in Education, Chair of Georgetown Hospital 4-B Corporation, Board member of the Georgetown Rotary Club, and Board member of the Williamson County YMCA.

Areas of recognition include the Sertoma Club Service to Mankind Award for the Southern District, the Harry Gold Award of Excellence given by Partners in Education, and Citizen of the Year for the Georgetown community.

Bob and his wife Paula have 4 children and 5 grandchildren, and reside in Georgetown.

Project Approach - Our approach to any project is to assess the task at hand, to determine the goal of our client, and to consult each other and other resources to lay out a game plan to achieve that goal. For most of our clients, the goal is to sell the property. We analyze the highest and best use for the property, do an in-depth analysis of comparable values surrounding the property in the market area, and get a best estimate of the potential sales value of the property. We then consult with the client on our estimate of value, and work to form a consensus on an asking price. At that point, we develop a property brochure and post signage, lay out a marketing plan and begin to market the property. We utilize a number of marketing resources available to us, and are members of a number of marketing media that will assist us in making the public and other brokers aware of the property for sale. In particular, we are members of a list serve that is seen and reviewed by all commercial brokers in the Central Texas area, and we have found that resource to be very valuable to us in helping us achieve our goals. We also network with all the major brokers, developers, and commercial users in the Williamson County area, and are always promoting our listed properties to those points of contact as well. We will work very closely with our client to make sure our marketing strategy meets with their approval, and is closely aligned with their goals for the property. We think we are uniquely suited to broker commercial property in Williamson County.

Fee - Georgetown Commercial Properties only gets paid when we meet our client's goal of selling their property. We charge a 6% commission of the sales price (which is usually split with the Buyer's broker). We are available to consult on real estate transactions, for an hourly fee, but we prefer to work based on performance, as commissioned brokers.

Resume - see above section on Experience

Robert "Tim" Harris, RE License number 0341434
Robert (Bob) David Brent, RE License number 0178122

References - A list of references is provided below. We work with each of these individuals on an ongoing basis, for property analysis and consulting, for brokerage work, and for economic development work. We consider each of them a valuable resource for our community, and for our work.

Mel Pendland, President, Georgetown Chamber of Commerce
Ph. 512-930-3535
Email president@georgetownchamber.org

Marlene McMichael, Chair, Georgetown Chamber of Commerce, and CEO,
McMichael and Co. Ph. 512-818-1473
Email marlene@mcmichaelco.com

George Garver, Mayor, City of Georgetown
Ph. 512-786-7527
Email georgegarver@suddenlink.net

Alan McGraw, Mayor, City of Round Rock
Ph. 512-218-5401
Email mayormcgraw@roundrocktexas.gov

Mark Thomas, City of Georgetown Economic Development
Ph. 512-930-3688
Email Mark.Thomas@georgetown.org

Marcus Moreno, Galo Properties, Developer of Water Oak
Ph. 210-497-3385
Email marcusm@galoproperties.com

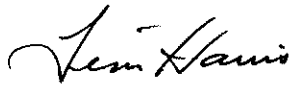
Albert Graci, CPA - Carr, Riggs and Ingram CPA firm
Ph. 512-346-1880
Email AGraci@cricpa.com

Darrick McGill - former Chair, Georgetown Chamber of Commerce
Ph. 512-331-7552
Email info@yourmoneypro.com

Financial Condition - Georgetown Commercial Properties LLC is primarily a commercial real estate brokerage firm, and as such, is mainly a pass-through entity for commissions collected, and commissions disbursed to the owner/brokers. Therefore, it does not usually publish financial statements for publication, as its assets are fairly minimal. However, if necessary, the company President would be happy to produce financial records for private review, if requested. This company has not debt, and has been around for over 8 years now, in the same location. It is very stable.

We wish to thank you for this opportunity to provide you with this proposal for qualifications and for considering us for representing the county in certain brokerage operations. We look forward to performing services for the county that are mutually beneficial to all involved, and are committed to working hard to meet or exceed your goals. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Tim Harris". The script is fluid and cursive.

Tim Harris
Georgetown Commercial Properties LLC
111 Cooperative Way Suite 100
Georgetown, Tx. 78626
Ph. 512-240-5325
harris@georgetownrail.com

A handwritten signature in black ink, appearing to read "Bob Brent". The script is bold and cursive.

Bob Brent
Georgetown Commercial Properties LLC
111 Cooperative Way Suite 100
Georgetown, Tx. 78626
Ph. 512-240-5192
rdbrent@suddenlink.net