

## **GARY L. NEWMAN**

Mr. Newman joined Waterstone Development in 2007, and brings over thirty years of business experience with 26 years operational experience in homebuilding/master planned communities, specializing in strategic planning and active adult communities.

Immediately prior to Waterstone Development, Mr. Newman was Division President of Sun City Texas, by Del Webb located north of Austin, Texas. As Division President, Mr. Newman managed all aspects of this 7,500-home development achieving record sales in 2006, and was named the best selling master planned community in Austin. Through the operations team of SCTX, responsibilities included Land Development, Homebuilding, Sales/Marketing, Product Design, Finance, Customer Relations and Mortgage. During this five-year period, Mr. Newman was also the President of the Board of Directors of the SCTX Community Association operating 2 golf courses (third course under construction), two restaurants, and 100,000+ square feet of amenities. In addition to managing SCTX, Mr. Newman was also the active adult specialist for the Texas Area of Pulte/Del Webb and assisted in the planning and operations of Frisco Lakes by Del Webb (DFW) and Hill Country Retreat by Del Webb (San Antonio).

Prior to SCTX, Mr. Newman was the National Vice-President of Sales and Marketing for Del Webb Corporation in Phoenix, Arizona where he was one of seven corporate executives in charge of Del Webb operations in California, Arizona, Nevada, Illinois, Texas, Florida, and South Carolina. Responsibilities included marketing, brand management, national advertising, websites, consumer research, customer communications department, public affairs, and Sales Logix lead management/prospecting system.

Prior to joining Del Webb in 1999, Mr. Newman was Executive Vice-President for Cooper Communities, Inc. for ten years. CCI builds large-scale (25,000+ acres) active adult/resort communities in Arkansas, Tennessee, South Carolina, and Missouri. Responsibilities included field operations, marketing, and brand management.

Mr. Newman started in homebuilding with Gemcraft Homes headquartered in Houston, TX as the Senior Vice-President of Marketing. Gemcraft was a traditional homebuilder with operations in Houston, Dallas/Ft. Worth, Austin, San Antonio, Nashville, Atlanta, and Oklahoma City. Prior to homebuilding, Mr. Newman worked at McCann-Erickson (Houston office of this national ad agency) as account supervisor on the accounts of Exxon USA, Abercrombie & Fitch, Texas State Optical, and Texas Instruments. Mr. Newman's educational background includes Bachelor of Journalism in Advertising from the University of Texas in Austin.

Mr. Newman is a member (Water Committee) of the Austin Area Research Organization, which is composed of 80 business and civic leaders in Central Texas with a focus on "regionalism". In addition to AARO, Mr. Newman is on the Board of Directors of First Texas Bank (Georgetown, Texas) and the Chisholm Trail Communities Foundation.