

**EMMITT SMITH**  
ENTERPRISES



I've always been an entrepreneur at heart. When I was 11 years old, my youth football coach was involved in construction. He taught me how to read floor plans and blueprints, which was where my passion for business and real estate began.

When we started EG Smith Enterprises, we saw an opportunity to build a better platform focused on the clients' needs rather than our own. The formula was simple: hire best-in-class professionals, keep culture first, foster total collaboration, provide superior services and allow our team to customize an ideal solution based upon project objectives.

At EG Smith Enterprises, we're committed to changing the game.





WE ARE ON A MISSION TO  
**CHALLENGE THE INDUSTRY**  
**RAISE THE BAR OF EXCELLENCE**  
AND TO **IMPROVE OUR COMMUNITIES.**

## OUR CORE VALUES

### HEART

*Be a servant-leader.*



### TEAM

*Share best practices to  
create exceptional results.*



### CONSISTENCY

*Demand excellence.*



### GROWTH

*Value learning and  
development.*



### COMMUNITY

*Improve the world around you.*







# EMMITT SMITH ENTERPRISES

## DEVELOPMENT

### E SMITH PROPERTIES

*Providing dynamic, diverse, competitive and vibrant commercial, industrial and residential solutions to invest in and create value for urban marketplaces.*

## ADMINISTRATION

### E SMITH LEGACY HOLDINGS

*Providing a full-service and multi-faceted platform which hosts an array of companies offering real estate services, development and finance programs.*

## CONSTRUCTION

### EJ SMITH CONSTRUCTION

*Specializing in heavy highway development and commercial building construction (general contracting, structural concrete and site concrete), civil construction, and staff augmentation.*



## FINANCE

### E SMITH CAPITAL PARTNERS

*Providing capital based strategy, services, and solutions for commercial real estate users and investors.*

### E SMITH BELTRAITH

*Generating investment opportunities in the infrastructure and real estate sectors utilizing Public Private Partnerships and other capital structures.*



## BROKERAGE

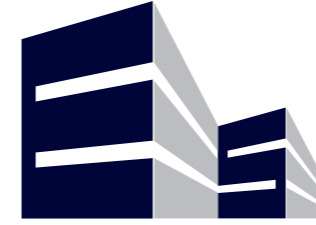
### E SMITH REALTY PARTNERS

*Bringing high-level energy and expertise to the entire range of commercial real estate brokerage services.*

### E SMITH BRONZEGATE

*Specializing in real estate advisory and brokerage services through diversity and inclusion initiatives.*





**E SMITH**  
LEGACY HOLDINGS

## LEADERSHIP

**VERNON J. MARROW**  
*President*

**DAVID MOSLEY**  
*Chief Financial Officer*

**TAMELA THORNTON**  
*President, Alternative Investments*

**SONYA W. WEIGLE**  
*Chief Strategy Officer*



## ADMINISTRATION

## SUBSIDIARIES

E Smith Properties  
E Smith Realty Partners  
E Smith Bronzagate  
E Smith Capital Partners  
E Smith Beltraith  
EJ Smith Construction

*E Smith Legacy Holdings is a premier real estate firm that builds on years of combined development, finance, and management experience. Leveraging their collective experience in the fields of real estate development, real asset disposition, banking and finance, franchise development, and operations; the principals of E Smith Legacy Holdings developed and built a full-service and multi-faceted real estate platform offering its clients and partners Real Estate Services, Real Estate Development, and Real Estate Finance programs.*

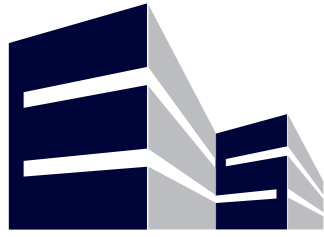
*We represent the needs, expectations, and vision of our clients and partners, helping to turn our shared vision into reality through our subsidiaries and partnerships. E Smith Legacy Holdings does not seek out transactions. The company seeks out relationships. Our mission is to be the most trusted real estate resource for every E Smith Legacy Holdings client and partner.*





DEVELOPMENT





**E SMITH**  
PROPERTIES

## LEADERSHIP

**BRIAN MORRIS**  
*President*



## NOTABLE PROJECTS

*E Smith Properties is a premier real estate development and asset management firm that brings together a team of professionals with the expertise and capacity to produce superior results.*

*With offices in Baltimore, Dallas, and Philadelphia, E Smith Properties is a 100% minority and woman-owned development firm that builds on years of combined development, finance, and management experience with a network of joint venture partners.*

*Combining our collective experience in the fields of real estate development, master planning, asset disposition, banking and finance, law, real estate brokerage, franchise development and operations, the principals of E Smith Properties develop, build and own mixed-use commercial, industrial and residential projects working closely with public and private partners.*

*The company targets, develops and builds in urban markets which we believe are underserved to meet existing demand and spur additional growth. Qualifying markets are characterized by:*

- An existing critical mass and the potential for additional population growth;
- An identifiable consumer base with quantifiable spending power;
- Immediate access to human capital and a growing workforce;
- Aggressive economic development initiatives by local and state governments; and
- Accessible, available and economically viable property locations.

### THE ZENITH

*Baltimore, MD*



### SCIENCE & TECHNOLOGY PARK AT JOHN HOPKINS HOSPITAL

*Baltimore, MD*



### 414 WATER STREET

*Baltimore, MD*







BROKERAGE





## LEADERSHIP

SHARON MORRISON, SIOR  
*Chief Executive Officer*

KARRA GUESS, CPA  
*Chief Financial Officer*



REALTY SERVICE AREAS  
OFFICE | INDUSTRIAL | RETAIL

*E Smith Realty Partners is a national commercial real estate firm providing strategy, services and solutions. E Smith Realty brings high-level energy and creativity to the entire range of commercial real estate brokerage services.*

## SERVICES

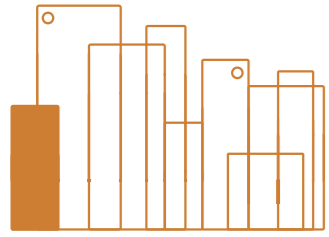
Tenant Advisory  
Agency Leasing  
Property Management  
Project & Development Services  
Lease Administration Services

## NOTABLE CLIENTS

- The Bon-Ton Stores
- Mary Kay
- Fossil
- UPS
- Michaels
- Adams Golf
- AT&T
- El Pollo Loco
- Mattress Firm
- Michaels
- Adams Golf
- DirectTV
- 7-Eleven







**E SMITH**  
BRONZEGATE

## LEADERSHIP

TAMELA THORNTON, CCIM  
*Chief Executive Officer & President*



*E Smith Bronzegate is a real estate services company formed to offer comprehensive real estate advisory and brokerage services. Additionally, the company provides development strategy to businesses and private investors. Our collaborative work model ensures that we bring the best resources to an assignment to meet the requirements defined by our clients.*

*Our principals have extensive history in brokerage, consulting and advisory work for a cross section of industries: office, retail, corporate services, and development. Together we work with our clients to craft the appropriate strategy for growth that addresses not only physical space needs, but also financial and operational requirements. We believe in diversity as a catalyst for creating innovative solutions. E Smith Bronzegate is a 100% Minority-and-Woman owned-firm based in Addison, TX.*

*E Smith Bronzegate Realty provides real estate advisory and brokerage services to a diverse set of clients. With over 75 collective years of team experience with both small investors and Fortune 100 companies, we specialize in bringing a differentiated, consultative approach to real estate market strategies and transactions. Our goal is to ensure that we build value for our client while enhancing the communities they work in. Our team has invested significant time in building and maintaining a global network of relationships that we feel give us fresh, relevant understanding of trends, emerging market opportunities and effective real estate execution strategies. As champions of our communities, we also understand the importance of crafting strategies that can bring positive change to the environments in which we work.*

## SERVICES

- Real Estate Advisory
- Retail, Office, Industrial Brokerage
- Retail Strategic Planning
- Multi-Cultural Community Development Advisory







FINANCE





## LEADERSHIP

GREG SEITZ  
*Senior Managing Director*

MARC RANKIN, CCIM  
*Managing Director*



## LEADERSHIP

VERNON J. MARROW  
*President*



*The firm is built on three pillars of specialization:*

*TACTICAL ADVISORY  
ASSET MANAGEMENT  
PRIVATE EQUITY SERVICES*

*E Smith Capital Partners provides capital-based strategy, services, and solutions for commercial real estate users and investors.*

*Our Tactical Advisory Services help commercial real estate owners and investors capitalize their business plans by structuring financing solutions to further their holdings, acquisitions, and developments.*

*E Smith Capital Partners also provides Asset Management Services to private investment clients. The focus is on providing stewardship for our clients' investment portfolios and deepening their understanding for portfolio performance.*

*Our Private Equity Platform provides our investment clients with consistency and stabilized returns by focusing on assets that produce the highest integrity of cash flows.*

*Like its chairman, Emmitt Smith, E Smith Capital Partners focuses on achieving the highest results while operating with integrity, excellence and making a positive impact in our community.*

*Through subsidiary, E Smith Beltraith, our company possesses extensive experience in evaluating and executing investments and placing debt in the real estate sector. E Smith Beltraith puts to work various forms of capital to meet the needs of investors.*

- EB5 Debt and Equity Program
- Single Tenant Net Lease Retail Equity Program
- Private Equity and Debt







CONSTRUCTION





# LEADERSHIP

EUGENE WALKER  
*Chief Executive Officer & President*



*EJ Smith Construction Company, LLC is a Dallas Based Construction Manager / General Contractor with in-house self performing concrete capabilities in both the Commercial Building and Civil-Heavy Highway sectors. Since our inception in 2010, EJ Smith Construction has successfully grown its business to include sectors that span across multiple business segments.*

## BUSINESS SEGMENTS

- Civic / Public Works Projects
- Healthcare
- Transportation
  - Roads and Highways*
  - Runways and Aprons*
  - Light Rail / Heavy Rail*
  - Aviation*
- Education
  - K-12*
  - College / Universities*
- Sports Facilities
- Hospitality
- Federal Contracting

## KEY SERVICES

- Civil Site Concrete
- Foundations & Retaining Walls
- Slab On Grade or Void Boxes
- Elevated Decks
- Architectural Concrete
- Light Rail Structural Concrete
- Heavy Highway
- MSE Walls, CIP Retaining Walls, Barrier Walls
- Parking Garages
- Airport Runways
- General Works Utility Crews

## NOTABLE PROJECTS

- DFW Airport Terminal A Parking Structure
- Parkland Hospital Health System
- DART Blue Line Extension
- BNSF HQ
- Will Rogers Event Center & Cattle Barns
- Frisco Event Center & Cowboys World HQ

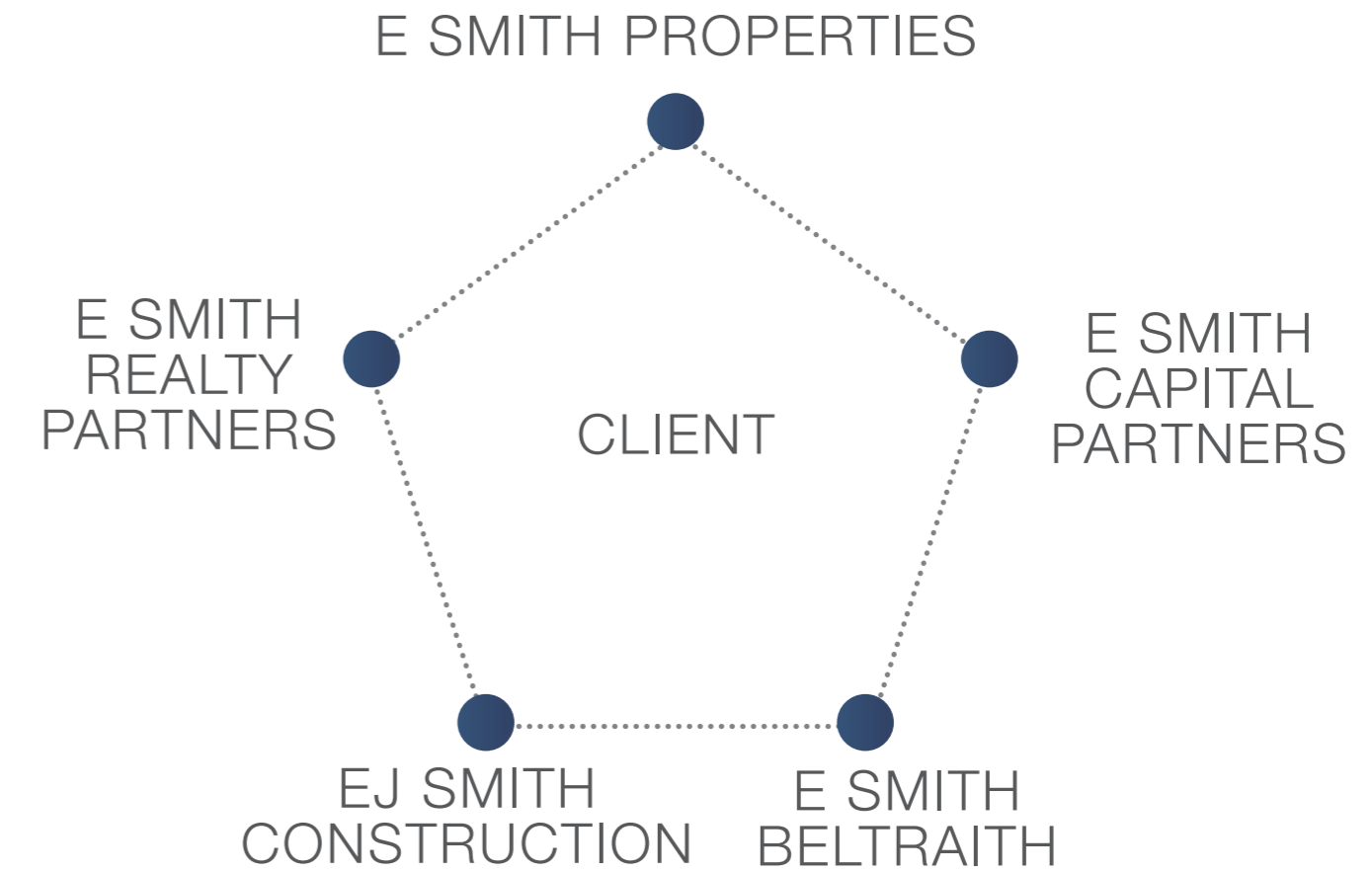




# YOUR REAL ESTATE SOLUTION PARTNER

*By utilizing our team of entities, EJ Smith Enterprises offers a unique solution which allows us to assist our clients through the complete implementation process for all of their development and real estate needs.*

WE'RE WITH YOU  
EVERY STEP  
OF THE WAY





# WHAT MAKES US DIFFERENT

An aerial, black and white photograph of a dense city skyline, likely Chicago, featuring numerous skyscrapers and a grid of streets. The sky is overcast and hazy.

## TEAMWORK

*We believe in the value of teamwork and use total collaboration on every project.*

## PEOPLE

*It's simple. We attract the best. We retain the best.*

## AGILITY

*We respond quickly, efficiently and effectively.*

## INNOVATION

*We are committed to evolving and growing with the most advanced industry tools.*

## DIVERSITY

*As a minority owned firm, we believe in inclusion.*

## CUSTOMIZATION

*We assess the client's project and objectives and then customize a unique solution with the very best team.*



INCLUSION  
+  
DIVERSITY  
=  
BETTER RESULTS

*EJ Smith Enterprises has a clear goal to provide the best service to our clients. One of the many ways we do this is by building a stronger team through our inclusion and diversity initiatives.*

*Inclusion and diversity are fundamental to our beliefs and culture. These principles define our purpose, core values, and are critical to our service model. Our definition of diversity is much broader than traditional categories of race and gender. Recognizing and valuing the personal qualities which often go unmeasured, while incorporating a variety of perspectives and life experiences are crucial to how we think, solve problems, and service our clients.*

*While we are pleased with our 2015 programs and results, our greatest achievements are the responsibilities shared with employees, clients, and the legacy within the communities we serve. Maintaining this vision while exceeding our customers expectations is how we define success.*



## THE PROOF

*We are excited to share our diversity statistics and inclusion initiatives which begin with management and continue throughout our entire platform. We are certified by the National Minority Supplier Development Council (NMSDC) and as a minority owned and certified organization, we provide tangible benefits for our clients.*



# GIVING BACK

*"Mr. Emmitt and Mrs. pat are who I want to be like. They live their lives giving back, and teach us those same values."*

*-Noble, Team 22 Student*

## PAT & EMMITT SMITH CHARITIES

*Pat and Emmitt Smith Charities is a 501 ©(3) charity that creates and funds unique educational experiences and enrichment opportunities for underserved children.*

## TEAM 22

*Team 22 is a program that partners with established organizations to provide a multi-year curriculum for underserved students, accessing and funding opportunities such as summer camp, tutoring and leadership training.*

## TREASURE YOU

*Dedicated to supporting women in financial, emotional or spiritual needs, "Treasure You" is a non-profit organization founded by Pat Smith.*





CHALLENGE YOURSELF. BEWARE OF THE STATUS QUO.  
**ENHANCE YOUR COMMUNITY.** SHOW COMPASSION.  
LEAVE A GENTLE FOOTPRINT. CONTRIBUTE.  
BE REAL. **MAKE BOLD MOVES.**  
PURSUE WITH PASSION AND PURPOSE.  
**DO THE RIGHT THING.**  
**TRUST. ACT WITH INTEGRITY.**  
THINK HARDER. WORK SMARTER. THINK BIG.  
WORK TOGETHER. YOUR TIME IS NOW.  
**DEMAND EXCELLENCE.**