

LOCAL PRODUCT COUNCILS PRESENT

WHAT'S NEW WHAT'S NEXT?



**CDC
& P3**

Community
Development

Private/Public
Partnership

MODERATOR



Peter Braster
City of Plano



Rex Glendenning
Rex Real Estate



Phillip Huffines
Huffines Communities



Ryan Nesmith
Baird



Jordan Sawyer
Norton Rose Fulbright

P3's Role in Land Development over the Next 50 Years

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THE DISCUSSION

Join industry leaders as they explore the evolving role of public-private partnerships in delivering vital infrastructure across DFW. This forward-looking discussion will examine challenges like foreign investors overpaying for land, rising infrastructure costs, and the strain on water

and road systems driven by rapid growth. Panelists will dive into how special districts—such as MUDs, MMDs, PIDs, and TIRZ—are poised to replace traditional impact fees, the push to accelerate reimbursement processes, and how cities will decide where and how to invest in future development.

BIOS

Peter Braster

In late 2015, Peter Braster was named the City of Plano's Director of Special Projects. Located in the Office of the City Manager, the Special Projects position was created to bridge economic development and real estate development in Plano. Specifically, the goal of the department is to find and add value in each special project, keeping Plano the city of excellence.

Currently, Mr. Braster oversees the ongoing redevelopment of Downtown Plano; is the ombudsman for the special projects (i.e. Assembly Park, The Almanac, etc.); and leads the City's retail redevelopment program – the first project being the Collin Creek Mall. The Collin Creek Redevelopment is a 99-acre mixed-use urban center with single-family, multifamily, independent living, office, hotel and retail. It is the largest public private partnership in Plano's history and uses all the economic development tools available in Texas.

Mr. Braster has over 30 years of public and private experience. He began his career in civil engineering by working on large transportation projects including several highway, airport, and light rail systems in New York and California. Peter is a member of the Urban Land Institute, Co-Chair of the North Texas Urban Land Institute Public-Private Partnership Product Council, member of the International Council of Shopping Centers, and a board member of the German International School of Dallas.

Ryan Nesmith

Ryan joined Baird in January 2015 from RBC Capital Markets, where he worked for seven years. He has assisted in the completion of more than 400 special district transactions during his career. Ryan focuses on Texas special districts, including municipal utility districts, freshwater supply districts, levee improvement districts, municipal management districts, improvement districts and water authorities. He has provided municipal advisory services to several master-planned communities, including Devonshire, Harvest, Heartland, Paloma Creek, Pecan Square, Sienna, Springwoods Village, Trinity Falls, Union Park, Viridian, Woodcreek, and The Woodlands, along with San Jacinto River Authority and West Harris County Regional Water Authority.

Ryan holds his Bachelor of Business Administration degree in Finance and Accounting from Texas Christian University and lives in the Dallas/Fort Worth metroplex.



BIOS

Rex Glendenning

A native and resident of Celina, TX, Rex Glendenning worked in the investment real estate brokerage business for several years, in his early career, before founding REX Real Estate® in 1987. Since then, REX Real Estate® has grown its team of experienced agents, and the company has become established as

a nationally recognized market leader in investment real estate services throughout Texas, with a particular focus in the North Texas area including what is commonly referred to as the “Golden Corridor”. This area follows the prestigious “Preston Road” as well as the affluent “Dallas North Tollway.” Rex and the award-winning team at REX Real Estate® have sold billions of dollars of development land for both private and institutional investors across the Nation.

Rex is known for providing his clients with a unique and in-depth perspective on the ever-changing Texas real estate landscape using an experience-based skill set for uncovering unique opportunities, recognizing their potential and seizing opportunities quickly. Having over four decades of real estate brokerage experience has made Rex the “King” of the Texas land brokerage business.

Rex Glendenning was born and raised in what was the small town of Celina. After attending the University of North Texas while playing football for Hall of Fame Coach Hayden Fry, Rex chose to return to Celina where he and his wife Sherese made their home and raised their family.

Phillip Huffines

Creating an organization built on integrity, professionalism, and attention to detail, Phillip Huffines has worked tirelessly to create a legacy that will be spoken about for years to come. Continuing a practice of three generations of business and community work in the Dallas area, Phillip and his twin brother, Co-Owner Donald, have developed their Land Development and Land Investing legacy by creating superior master planned communities and multifamily community living styles. The firm has developed over 15,000 single family homesites, 2,800 multifamily units in the DFW metroplex, and invested in thousands of acres of land. The Huffines name has become widely esteemed within the industry and the State of Texas. Huffines Communities has assembled over 100 limited partnerships, created hundreds of jobs in North Texas, and generated billions in asset values. In 2021 alone, Huffines Communities invested over \$120 MM in land.

Phillip has established an unblemished reputation of high integrity. He brings to every project undaunted enthusiasm, a commitment to excellence, and an unwavering dedication to success for everyone involved. He has been married to Holly Hartwell for more than 36 years; they have three adult children, Haley, Hayden, and Garrett. Phillip graduated summa cum laude from the University of Texas at Austin in 1981 with a BBA in Petroleum Land Management. Phillip enjoys exercising, skiing, biking, hunting, and mountain climbing. He is passionate about teaching business classes at local high schools as a volunteer with Junior Achievement, where he serves on the Board.

Jordan Sawyer

Jordan Sawyer assists cities, counties, and other municipal organizations financing and supporting growth and development. Since 2020, Jordan has successfully closed over 70 transactions totaling more than \$750,000,000 in par and has become a sought-after expert in the development finance field, serving as bond counsel on more than half of the publicly-offered public improvement district (PID) transactions in the past two years. Jordan also assists government entities raise the capital needed to fund a variety of projects including constructing and improving water and wastewater systems, building and renovating public structures, and continuing to serve the growth throughout the State.