



TRENT GUSTAFSON
President

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Trent, a Partner at Percival McGuire, directs all aspects of Development. Trent has 16+ years of experience brokering and developing land for retailers. Trent started his career in the corporate real estate departments of Brinker International and Shell Oil Company. In 2000, Trent relocated to Charlotte, NC with Trammell Crow Company.

Trent Gustafson specializes in providing clients with commercial brokerage, development, and project management services. It is unique for an individual to possess the skill sets required to be successful and competent within these diverse disciplines. These skills enable Trent Gustafson to deliver turn key real estate services from the **Planning- Site Identification** phase through the **Preleasing- Entitlement- Acquisition** phase thru the **Construction- Occupancy** phase.

Trent has developed more than \$12M in commercial real estate over the last four (4) years via three (3) separate operating entities and has been a CRCBR Deal Makers Silver Award recipient each of the last seven (7) years.



Acquisitions and Development for Circle K



Developed by Trent Gustafson while President at Percival McGuire

Eleven (11) Acquisitions and Eleven (11) Dispositions for ExxonMobil



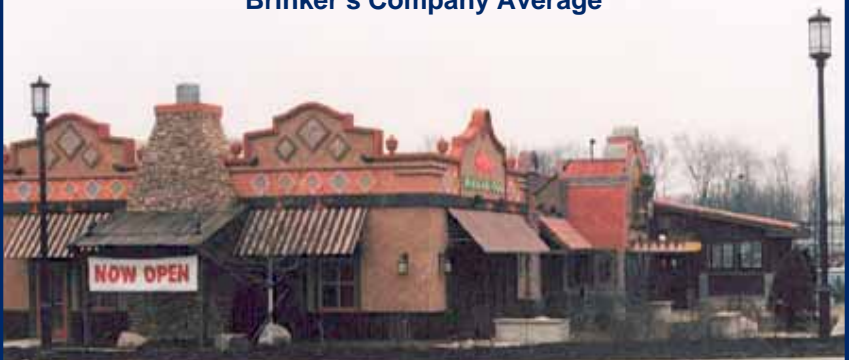
Developed by Trent Gustafson while Vice President at Trammell Crow

Six (6) Acquisitions for Bank of America



By Trent Gustafson while Vice President at Trammell Crow

Construction Starts Averaged 8% Less Total Days vs. Brinker's Company Average



Developed by Trent Gustafson while Development Manager at Brinker International

Nine (9) Stores in 18 Months Totaling \$18M in Total Project Costs for ExxonMobil



Developed by Trent Gustafson while Vice President at Trammell Crow



Developed by Trent Gustafson while Development Manager at Brinker International

Restaurant Openings Averaged 7% Less Total Days vs. Brinker's Company Average



Developed by Trent Gustafson while Development Manager at Brinker International

Annual Project Costs of \$10M in San Francisco, Houston, New Orleans and Baton Rouge, Nashville, Birmingham, and Atlanta



Developed by Trent Gustafson while Retail Project Engineer at Shell Oil