



Juan Garza
 Entrepreneur, Partner &
 Operator who is active in
 USA and México
 companies.

NOBLE Development

M7 Development

AON GROUP

20 Years in Real Estate,
 Development, Franchise,
 Consulting & Business
 Operations

TEC de
 Monterrey

Universidad ANAHUAC

In his home city of Tampico, Garza has been an executive for a few family-owned companies active in several industries. **He studied Economics at Tec of Monterrey, Politics at UANL and has a masters degree in Business Administration.** His expertise is in startup businesses and is skilled at managing the range of challenges and risks associated with operating a business. Juan expertise involves **franchise businesses**, including the hospitality sector. Juan was the leading partner developing hotels and gas stations, including the real estate acquisition, construction, management, hiring and training. Garza had extensive interaction with the Hilton Corporate offices and participated in several training programs. Other industries he has worked include **real estate development, finance solutions, restaurants, design-build, construction, retailing, transportation, logistics, project management and business consulting.**

Garza identified and pursued Carl's Jr Franchise for Mexico. In his way, he targeted the South Texas market. **He teamed up with investors and served as Operating partner. He coordinated feasibility studies and worked to secure territorial rights.** He formed several U.S. companies to structure Carl's business and growth plan for seven years until December 2006. Now, Garza structured the startup for two new brands - **Pieology Pizzeria** and **Pokéworks** and was invited to participate in the position of **Chief Development Officer.** Juan provide consulting and business support for a few restaurateurs groups and currently he is under due diligence to bring and help more brands from the fast casual niche come into the South Texas Market.

Garza targeted a hot spot niche - **Multifamily** and has diligently and aggressively worked to develop **Greenpoint**, a Urban Contemporary project of 168 units in South Edinburg area. In addition, he launched a **Single-family** residential development **Canton Village** with 52 lots and currently they are working to duplicate both models in the McAllen-Edinburg-Mission MSA.

Last year, he joined **NOBLE** team and he is involve with the Development Division doing franchise, retail and housing projects including site selection, site feasibility, layout design, tenant obligations, financing solutions; and to develop built-to-suit business models.

Energetic, determined, detail-oriented, passionate about his work and self-motivated. Loves gastronomy, enjoys reading, foreign films, collects photos and practice triathlon and paddle surf as recreation. Married to Ceci, had a 5-year baby boy Juan Antonio and José Manuel of 3 years old.

REPRESENTATIVE PROJECTS

- **CKE Restaurants (Carl's Jr)** - Secure Development Rights for South Texas. Site selection, market feasibility, created project under EB5 to develop and invest throughout Texas Market.
- **Pieology Pizzeria** - Startup, Development and Design-Build to launch brand across South Texas.
- **Oriental Grill** - Franchise study to adapt México casual concept into Texas market
- **Greenpoint Urban Living** - 9.21 acres multi-family residential development. Urban concept focused on amenities and community. 168 apartments. Stabilized at 95% in 6 months.
- **Hilton Hampton Inn** - Development of two hotels of 140 each from scratch.
- **CityExpress Hotels** - Market and feasibility study for a JV for Poza Rica and Reynosa, México
- **Canton Village Subdivision** - 14 acres of a single-family development in Edinburg, TX 52 lots. Create a new niche of luxury homes beginning at \$400k. Sold 94% in 18 months.
- **LAGUNA** - Created a unique mix-use retail concept that combined Sports, Nature, and Recreation
- **RDVT** - Created the first Mexican brand for Paddle Surfing and Apparel.