



January 4, 2010

**Smith Land Holdings, LLC** and **TMC- The Mahr Company** announce a collaborative strategic alliance to interface and combine their expertise and skill sets as commercial real estate professionals to synergize and utilize their resources and contacts in collaboration on select opportunities extending from New England to West Central Florida.

Smith Land Holdings, LLC, founded by Phillip Smith, its Principal, among many other accomplishments has an extensive track record of success in real estate development. In various capacities Mr. Smith has over 17 years of experience in real estate finance, development, planning, architecture, equity ownership and operation of various types of commercial real estate in locations across the Eastern United States. Currently he serves as Vice President of Crosland's Residential Division for the state of Florida. With primary focus on urban infill, mixed-use residential/retail projects, to date he has acquired \$10M of commercial properties, representing 513 residential units and 12,700sf of retail, and received final regulatory approvals for and additional 690 units and 25,000sf of retail.

As founder of Smith Land Holdings, LLC, Phillip Smith has earned the respect as a real estate dealmaker and entrepreneur, focusing on initiating innovative strategies for solving complex real estate transactions, approvals and developments.

Mr. Smith began his career in 1993 after having graduated magna cum laude from Auburn University. After, he advanced to Harvard University and received with a M.A. degree in Architecture with a focus on real estate development, finance, planning law and public policy. Mr. Smith joined Crosland as Vice President Multifamily based in Tampa Florida, where he heads Crosland's multi-family projects in Florida. Prior to joining Crosland, he was partner and senior vice president for a private venture where he identified, negotiated and developed residential projects in the northeast and southeast U.S. Before that he worked with JPI, Toll Brothers Inc. and Design Associates, Inc.

In 2005, he formed Smith Land Holdings, LLC to pursue residential and retail development opportunities, assemblages, special projects and consulting services for his own account and now in a strategic alliance with **TMC- The Mahr Company**