

LLOYD J. JORDAN

Lloyd J. Jordan has over 35 years of experience in law and management. He is the executive partner at the DC office of the law firm Motley Waller LLP. His practice areas include real estate and land use, and litigation. He also serves as counsel to municipalities, real estate developers, tenant organizations, tenant cooperatives, building management companies, and financiers of real estate projects. Moreover, Jordan has extensive litigation experience and has litigated cases throughout the United States and the Caribbean.

Besides his work for Motley Waller LLP, Jordan served as the Chairman of the District of Columbia Board of Zoning Adjustment for five years. The Board is a quasi-judicial body responsible for applying District of Columbia zoning regulations and is empowered to provide real estate projects with relief from regulations when necessary. Also, the Board reviews decisions of the District's Zoning Administrator to assure compliance with DC law. In this capacity, he has reviewed over 500 real estate projects in the District of Columbia.

Also, Jordan served on the District of Columbia Sports Commission, which developed the Washington National's Stadium. As a member of the Sports Commission, he was involved in the city's negotiations with Major League Baseball, eventually leading to the relocation of the Montreal Expos to the District of Columbia (renamed the "Washington National").

Before entering private practice, Jordan served as the Director of Consumer & Regulatory Affairs for the District of Columbia. As the Director, he was responsible for ensuring all building and land development compliance with the District of Columbia's laws. While in this position, he created the District of Columbia's real estate development ambassador program and pipeline. During his administration, he was involved in approximately \$3 billion of building and land development projects. He received numerous local and national honors for his work in creating modern building and land development operations. Jordan also served as a member of the District's Economic Development Task Force and Technology Task Force. He is credited with turning around the District's building and land use development process. As Director, he served as the District's Building Code Official and Historic Preservation Agent. In addition to its building and land regulatory function, the Department was responsible for regulating business, occupational, and professional licensing.

Jordan is an experienced operations turnaround specialist. While under contract with a federal government authority responsible for oversight of the District of Columbia government, Jordan assisted in developing management reform plans and the executing those plans, which led to the government's present prosperity. According to the Government Financial Officers Association and the Washington Business Journal, he was credited with transforming one of this nation's worst governmental operations into one of the nation's best. Jordan acquired a

reputation for having an uncanny ability to convert a costly operation into a profitable operation.

With his ability to turn around not for profits, Jordan was selected by the United Way to be part of their management assistance team, which helped troubled not-for-profit entities with their operations' turnaround. Jordan has helped several not-for-profit organizations by converting poorly functioning operations into productive and financially successful operations. He is credited with single-handedly saving one not for profit, on the verge of bankruptcy, by transforming it into an organization with a cash surplus by reducing its cost by 34%.

Jordan served as an instructor in government management as the Scholar in Residence at Harris-Stowe University, lecturing on strategic and operational management, decision-making, and cost reduction analysis. Under contract with the Social Security Administration, he has regularly lectured on strategic and operational management.

Before coming to the District of Columbia, Jordan held several prominent positions in the City of St. Louis. For three years, he served as Chief of Staff, the functional role of chief administrative officer, for the Mayor of St. Louis. He assisted in managing the city government and its \$750 million budget. During his tenure, the city's year-end finances closed with a surplus.

While in St. Louis, Jordan served as the Chairman of the St. Louis Development Corporation (SLDC). SLDC's mission was to facilitate real estate development throughout the City of St. Louis. SLDC developed buildings, land, and water projects to bring all the City of St. Louis's property into productive and effective use. SLDC managed and acquired properties obtained through the Land Reutilization Authority (LRA), the Land Clearance for Redevelopment Authority (LCRA), and the Planned Industrial Expansion Authority (PIEA). Further, SLDC, through the LRA, managed, maintained, marketed, and sold agency-owned vacant and abandoned buildings and property.

Jordan also served as the President of the St. Louis Municipal Financing Corporation, which issued and managed real estate bond financing. He is credited with successfully negotiating two massive real estate deals. He was the chief negotiator between the City of St. Louis and TWA Airlines in the relocation of the airline's headquarters to St. Louis. Furthermore, he led the City of St. Louis' negotiations with the Los Angeles Rams Football Club and the National Football League to relocate the football team to St. Louis.

Jordan has served as outside counsel to the Resolution Trust Corporation, the federal agency charged with the liquidation of various federally insured financial institutions overly leveraged with non-producing real estate. He has been special development counsel to Birmingham, Alabama; Charlotte, North Carolina, and the US Virgin Islands.

Jordan is licensed to practice law in the District of Columbia, Virginia, Missouri, and Illinois. Moreover, he is admitted to practicing before the United States Supreme Court. Jordan is also a member of several bar associations.

Jordan earned a Bachelor of Science degree in computer science and applied mathematics from Washington University in St. Louis. He attended St. Louis University School of Law, where he received his Juris Doctorate. Furthermore, he was a Danforth Foundation Fellow at Harvard University, a Program for Senior Executives in State and Local Government.

Mr. Jordan has received numerous awards and accolades. He was awarded the Martin Luther King, Jr. Award for Outstanding Service to Humanity, the NAACP Award for Outstanding Service, and the African-American of the Year award from the Black Leadership Roundtable. He has received over 21 community service awards and has received the keys to fifteen cities, including Birmingham, Alabama; New York, New York; Richmond, Virginia; Raleigh, North Carolina; Houston, Texas; Columbus, Ohio; Charlotte, North Carolina; Dallas, Texas; Memphis, Tennessee; and Gary, Indiana. He was made an honorary citizen of the states of Louisiana, Kentucky, and Indiana. Ebony Magazine has listed him as one of the 100 Most Influential African-American Organizational Leaders in America.