

GAULT COMPANY

REAL ESTATE DEVELOPMENT

Expertise Drawn From More Than 35 Years of Developing Diverse Projects



Roger C. Gault, AIA

is a licensed real estate broker and a licensed architect. He is a member of the American Institute of Architects and a past member of the AIA Ethics Committee. He is a graduate of Leadership Dallas and the FBI Citizens Academy, and maintains membership in the FBI Citizens Academy Alumni Association. He is also a member of The Real Estate Council, and a former member of The Real Estate Council Board of Directors. Roger is a member and former President of the Dallas Assembly. He is the former Chair of the Advisory Board of the Center for BrainHealth and Brain Performance Institute, on the Advisory Board of the Perot Museum of Nature and Science, and formerly on the Advisory Board of the University of Texas at Dallas. He is a member of the Executive Committee of the Board of the Dallas Symphony Association and is the Chair-Elect of the Dallas Symphony Board of Governors. He is a member of the Austin College Global Outreach Advisory Council.

Roger is former Chairman of the Board of Directors of the Dallas Arboretum, and former President of the Board of Directors of the Lee Park and Arlington Hall Conservancy. He is also a former board member of both Preservation Dallas and the Dallas Center for Architecture. Roger served as a Mayoral appointee on the City of Dallas Board of Adjustment. Roger and his wife, Marena, were Chairs of the 2016 Dallas Symphony Gala and the 2022 Zoo To Do Gala.

Roger Gault has developed a wide variety of projects including office, retail, industrial, hotel, multifamily and single-family residential and land development. He handles land acquisition, partnership structure, debt and equity structure, leasing and marketing. Furthermore, Roger coordinates zoning and entitlement approvals, administers the design and construction management process, and negotiates project acquisition and dispositions.

In addition to developing projects for his own account, Roger also provides real estate consulting and advisement services. These services include project planning, budgeting, marketing, and project management for third-party owners of development and investment properties.

Prior to founding Gault Company, Roger served as an officer for a variety of companies while developing his own projects. This gave him the expertise that has allowed him to pursue the diversity of projects that are in his portfolio today. Roger began his real estate career at Hines Industrial, a division of Hines, where he developed Class A suburban office buildings and industrial properties.

Following Hines Industrial, his career took him to National Retail Properties, a division of Southland Financial Corporation where he served as Vice President of Development, heading up development activities primarily based in the master planned community of Las Colinas in Irving, Texas. He was then recruited to move to Honolulu, Hawaii as Executive Vice President of Nansay Hawaii, to run the Hawaii office for the Japanese development company. While at Nansay, Roger oversaw the acquisition of over \$100 million of land and investment properties in Hawaii, and executed the redevelopment of office, hotel and resort properties.

Roger eventually returned to Dallas, Texas to pursue development of several single-family lot communities in the North Texas area that he had begun while living in Hawaii. He concurrently accepted a position at Cityplace Company, developing retail, multifamily and special-use projects in the urban mixed-use community. Also while at Cityplace, he handled land and project sales, zoning and entitlements, TIF and PID administration matters, and municipal infrastructure construction.

His last corporate endeavor prior to forming Gault Company was as a partner of Koll Development Company (KDC), where he was involved in the development of corporate headquarters for Fortune 500 companies. He was responsible for the development of corporate campuses for companies such as Omnicom, Rapp Collins Worldwide, Citizens Communications and Nokia.