



# LES J. MELCHER

12 years of service

*Senior vice president  
business development*

New project identification • Acquisitions/dispositions • Finance  
• Retail development • Residential development

Les Melcher joined Woodbine Development Corporation in 1997 as senior vice president responsible for the company's new project identification, as well as acquisitions and dispositions. He also is responsible for Woodbine's land developments, leasing Woodbine's projects, and expanding existing corporate relationships.

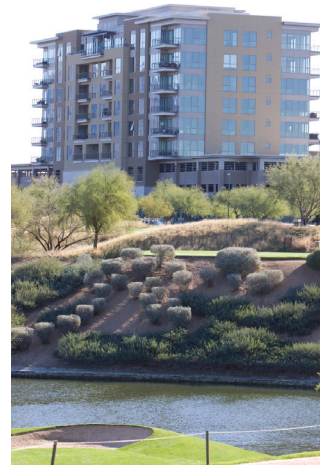
Before joining Woodbine, Mr. Melcher was senior vice president for Transcontinental Corporation in Santa Barbara, California, responsible for all corporate acquisitions and dispositions and managed all third-party and affiliate company relations. Other prior experience includes various positions in banking, financial advisory services and commercial development.

## EDUCATION

Bachelor of Business Administration in finance, Texas Tech University, 1976  
Master of Science in finance, Texas Tech University, 1978

## AFFILIATIONS

The Real Estate Council of Dallas  
International Council of Shopping Centers  
Downtown Dallas board of directors  
Metropolitan YMCA board of directors



The Plaza Lofts at  
Kierland Commons,  
Phoenix/Scottsdale AZ



Kierland Commons,  
Phoenix/Scottsdale, AZ



DFW Freeport, Irving, TX

## SELECT WOODBINE PROJECT EXPERIENCE

- Kierland Commons, Phoenix/Scottsdale, AZ
- Plaza Lofts, Phoenix/Scottsdale, AZ
- Kierland, Phoenix/Scottsdale, AZ
- Fossil Creek, Fort Worth, TX
- DFW Freeport, Irving, TX