

**QUALIFICATIONS OF
MARK N. O'NEAL, CCIM, MBA**

EXPERIENCE

1992 - Present: Pickett-Sprouse Real Estate, Inc. - Broker/ Consultant /Developer
1986 - Present: Flat River Properties, Inc. - President/Developer
1984 - 1985: Northern Telecom, Inc. - DMS 10 Division
 Manager of Business Planning
 Manager of Pricing
1979 - 1984: General Telephone of the South (GTE)
 Marketing Systems Manager
 Internal Audit Supervisor
 Accounting Supervisor - Deregulation
 Senior Accountant - Cost Accounting and Budgeting

EDUCATION

Masters of Business Administration, Wake Forest University, Finance and Production, 1977
Economics, Bachelor of Arts, Wittenberg University, 1975
Certified Commercial Investment Member (CCIM), Designation Courses in Commercial
Real Estate and Investment Brokerage, 1991
Six Real Estate Institute Appraisal Courses

ASSOCIATION MEMBERSHIPS/PROFESSIONAL AFFILIATIONS

North Carolina Real Estate Broker, License No 77119	Since 1984
Board of Directors - Durham Multiple Listing Service	1990 and 1991
Board of Directors - Durham Board of Realtors, Treasurer	1992
Board of Directors - Durham/Chapel Hill Commercial Listing Service (CLS)	1990 to 1992
- President	1992
Board of Directors - Triangle Commercial Real Estate Exchange	1992 and 1994
- President	1994
Member - Triangle Commercial Association of Realtors (TCAR)	Since 1995
Hillsborough/Orange County Chamber of Commerce Board of Directors	1996 to 2008
- President	1998 and 2005
- Board of Directors	2011 to 2013
Board of Directors - Eno River Association	2009 - 2013
Member - Economic Development Committee & Advisory Board to Orange County Commissioners	2012-2013