

## Exhibit A

### Scope of Work

**Services:**

The Services include:

- Underwriting & investment analysis
- Site acquisition due diligence
- Market research
- Review of technical studies
- Transaction negotiation & structuring
- Transaction capitalization
- Entitlement
- Political strategy
- Communications strategy
- CEQA process management
- Master planning process strategy & management

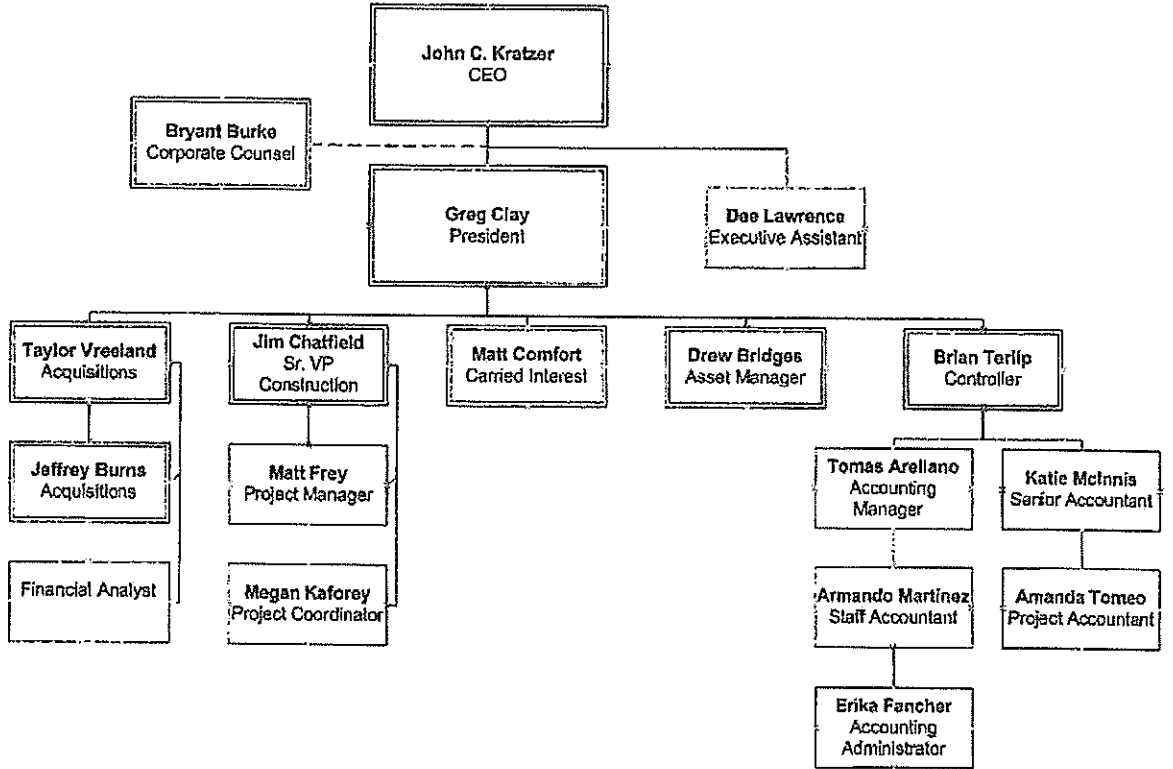
## Exhibit B

### Consultant Compensation Schedule

**Monthly Fee:** \$30,000 plus reimbursables, which shall be due within ten days after an invoice therefor is delivered to Attorney. During the initial phase of this Agreement, John Kratzer and Jim Chatfield expect to spend approximately one-third of their professional time performing the Services. During later phases a JMIR manager may be assigned to the Project. Additional JMIR Realty personnel who will likely have some involvement in the project are highlighted in yellow on the attached JMI Realty Organization Chart.

Third-party expenses are to be paid directly by Attorney, through SDSU. While third-party expenses are difficult to estimate at this time, JMIR has attached a preliminary budget for Attorney review. All third-party contracts will be reviewed and approved by Attorney.

### JMI Realty Organization Chart





R E A L T Y

JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601

Date 12/4/2017  
Invoice No. SDSU-CONSLT1

Bill To: San Diego State University  
c/o Gatzke Dillon & Ballance LLP  
Attn: Lisa Brown  
2762 Gateway Rd  
Carlsbad, CA 92009

Date	Description	Amount
7/31/2017	Monthly Consultant Fee - July 2017	\$ 15,000.00
8/31/2017	Monthly Consultant Fee - August 2017	30,000.00
9/30/2017	Monthly Consultant Fee - September 2017	30,000.00
10/31/2017	Monthly Consultant Fee - October 2017	30,000.00
11/30/2017	Monthly Consultant Fee - November 2017	30,000.00

TOTAL \$ 135,000.00

Wire Instructions

Beneficiary: JMI Realty LLC  
111 Congress Ave., Suite 2600  
Austin, TX 78701

Bank: PlainsCapital Bank  
ABA:  
Credit Acct#:  
Address: 919 Congress Ave, Ste 600  
Austin, TX 78701



R E A L T Y

JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601

Date 2/6/2018  
Invoice No. SDSU-CONSLT3

Bill To: San Diego State University  
c/o Gatzke Dillon & Ballance LLP  
Attn: Lisa Brown  
2762 Gateway Rd  
Carlsbad, CA 92009

Date	Description	Amount
1/31/2018	Monthly Consultant Fee - January 2018	\$ 30,000.00

TOTAL \$ 30,000.00

Wire Instructions

Beneficiary: JMI Realty LLC  
111 Congress Ave., Suite 2600  
Austin, TX 78701

Bank: PlainsCapital Bank  
ABA:  
Credit Acct#:  
Address: 919 Congress Ave, Ste 600  
Austin, TX 78701



JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601

Date 2/28/2018  
Invoice No. SDSU-CONSLT4

Bill To: San Diego State University  
c/o Gatzke Dillon & Ballance LLP  
Attn: Lisa Brown  
2752 Gateway Rd  
Carlsbad, CA 92009

Date	Description	Amount
2/28/2018	Monthly Consultant Fee - February 2018	\$ 30,000.00
2/28/2018	Reimbursable Expenses through February 2018	631.06

TOTAL \$ 30,631.06

Wire Instructions

Beneficiary: JMI Realty LLC  
111 Congress Ave., Suite 2600  
Austin, TX 78701

Bank: PlainsCapital Bank  
ABA:  
Credit Acct#:  
Address: 919 Congress Ave, Ste 600  
Austin, TX 78701



R E A L T Y

JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601

Date 3/26/2018  
Invoice No. SDSU-CONSLTS

Bill To: San Diego State University  
c/o Gatzke Dillon & Ballance LLP  
Attn: Lisa Brown  
2762 Gateway Rd  
Carlsbad, CA 92009

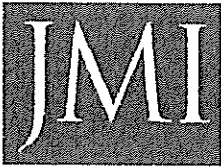
Date	Description	Amount
3/31/2018	Monthly Consultant Fee - March 2018	\$ 30,000.00
3/31/2018	Reimbursable Expenses through March 2018	180.65

TOTAL \$ 30,180.65

Wire Instructions

Beneficiary: JMI Realty LLC  
111 Congress Ave., Suite 2600  
Austin, TX 78701

Bank: PlainsCapital Bank  
ABA:  
Credit Acct#:  
Address: 919 Congress Ave, Ste 600  
Austin, TX 78701



R E A L T Y

JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601

Date 4/30/2018  
Invoice No. SDSU-CONSLT6

Bill To: San Diego State University  
c/o Gatzke Dillon & Ballance LLP  
Attn: Lisa Brown  
2762 Gateway Rd  
Carlsbad, CA 92009

Date	Description	Amount
4/30/2018	Monthly Consultant Fee - April 2018	\$ 30,000.00

TOTAL \$ 30,000.00

Wire Instructions

Beneficiary: JMI Realty LLC  
111 Congress Ave., Suite 2600  
Austin, TX 78701

Bank: PlainsCapital Bank  
ABA:  
Credit Acct#:  
Address: 919 Congress Ave, Ste 600  
Austin, TX 78701





JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601

Date 6/1/2018  
Invoice No. SDSU-CONSLT7

Bill To: San Diego State University  
c/o Gatzke Dillon & Ballance LLP  
Attn: Lisa Brown  
2762 Gateway Rd  
Carlsbad, CA 92009

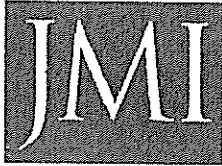
Date	Description	Amount
5/31/2018	Monthly Consultant Fee - May 2018	\$ 30,000.00
5/31/2018	Reimbursable Expenses through May 2018	429.07

TOTAL \$ 30,429.07

Wire Instructions

Beneficiary: JMI Realty LLC  
111 Congress Ave., Suite 2600  
Austin, TX 78701

Bank: PlainsCapital Bank  
ABA:  
Credit Acct#:  
Address: 919 Congress Ave, Ste 600  
Austin, TX 78701



R E A L T Y

JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601

Date 7/1/2018  
Invoice No. SDSU-CONSLT8

Bill To: San Diego State University  
c/o Gatzke Dillon & Ballance LLP  
Attn: Lisa Brown  
2762 Gateway Rd  
Carlsbad, CA 92009

Date	Description	Amount
6/30/2018	Monthly Consultant Fee - June 2018	\$ 30,000.00
6/30/2018	Reimbursable Expenses through June 2018	1,206.91

TOTAL \$ 31,206.91

Wire Instructions

Beneficiary: JMI Realty LLC  
111 Congress Ave., Suite 2600  
Austin, TX 78701

Bank: PlainsCapital Bank  
ABA:  
Credit Acct#: ...  
Address: 919 Congress Ave, Ste 600  
Austin, TX 78701



R E A L T Y

JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601

Date 8/1/2018  
Invoice No. SDSU-CONSULT9

Bill To: San Diego State University  
c/o Gatzke Dillon & Ballance LLP  
Attn: Lisa Brown  
2762 Gateway Rd  
Carlsbad, CA 92009

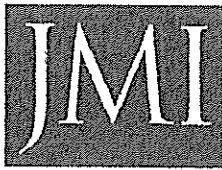
Date	Description	Amount
7/31/2018	Monthly Consultant Fee - July 2018	\$ 30,000.00
7/31/2018	Reimbursable Expenses through July 2018	1,245.16

TOTAL \$ 31,245.16

Wire Instructions

Beneficiary: JMI Realty LLC  
111 Congress Ave., Suite 2600  
Austin, TX 78701

Bank: PlainsCapital Bank  
ABA:  
Credit Acct#:  
Address: 919 Congress Ave, Ste 600  
Austin, TX 78701



JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601

Date 9/1/2018  
Invoice No. SDSU-CONSLT10

Bill To: San Diego State University  
c/o Gatzke Dillon & Ballance LLP  
Attn: Lisa Brown  
2762 Gateway Rd  
Carlsbad, CA 92009

Date	Description	Amount
8/31/2018	Monthly Consultant Fee - August 2018	\$ 30,000.00

TOTAL \$ 30,000.00

Wire Instructions

Beneficiary: JMI Realty LLC  
111 Congress Ave., Suite 2600  
Austin, TX 78701

Bank: PlainsCapital Bank  
ABA:  
Credit Acct#: /  
Address: 919 Congress Ave, Ste 600  
Austin, TX 78701



JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601

Date 10/1/2018  
Invoice No. SDSU-CONSULT11

Bill To: San Diego State University  
c/o Gatzke Dillon & Ballance LLP  
Attn: Lisa Brown  
2762 Gateway Rd  
Carlsbad, CA 92009

Date	Description	Amount
9/30/2018	Monthly Consultant Fee - September 2018	\$ 30,000.00
9/30/2018	Reimbursable Expenses through September 2018	187.07

TOTAL \$ 30,187.07

Wire Instructions

Beneficiary: JMI Realty LLC  
111 Congress Ave., Suite 2600  
Austin, TX 78701

Bank: PlainsCapital Bank  
ABA:  
Credit Acct#:  
Address: 919 Congress Ave, Ste 600  
Austin, TX 78701



R E A L T Y

JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601

Date 11/1/2018  
Invoice No. SDSU-CONSLT12

Bill To: San Diego State University  
c/o Gatzke Dillon & Ballance LLP  
Attn: Lisa Brown  
2762 Gateway Rd  
Carlsbad, CA 92009

Date	Description	Amount
10/31/2018	Monthly Consultant Fee - October 2018	\$ 30,000.00
10/31/2018	Reimbursable Expenses through October 2018	80.50

TOTAL \$ 30,080.50

Wire Instructions

Beneficiary: JMI Realty LLC  
111 Congress Ave., Suite 2600  
Austin, TX 78701

Bank: PlainsCapital Bank  
ABA:  
Credit Acct#:  
Address: 919 Congress Ave, Ste 600  
Austin, TX 78701