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

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

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>7/31/2017</td>
<td>Monthly Consultant Fee - July 2017</td>
<td>$15,000.00</td>
</tr>
<tr>
<td>8/31/2017</td>
<td>Monthly Consultant Fee - August 2017</td>
<td>30,000.00</td>
</tr>
<tr>
<td>9/30/2017</td>
<td>Monthly Consultant Fee - September 2017</td>
<td>30,000.00</td>
</tr>
<tr>
<td>10/31/2017</td>
<td>Monthly Consultant Fee - October 2017</td>
<td>30,000.00</td>
</tr>
<tr>
<td>11/30/2017</td>
<td>Monthly Consultant Fee - November 2017</td>
<td>30,000.00</td>
</tr>
</tbody>
</table>

**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

Date: 12/4/2017  
Invoice No. SDSU-CONSULTI
JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601  

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

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/31/2018</td>
<td>Monthly Consultant Fee - January 2018</td>
<td>$30,000.00</td>
</tr>
</tbody>
</table>

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) 559-3500  
Fax (512) 559-3501

Bill To:  San Diego State University  
c/o Garthke Dillon & Balance LLP  
Attn: Lisa Brown  
2762 Gateway Rd  
Carlsbad, CA 92008

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2/28/2018</td>
<td>Monthly Consultant Fee - February 2018</td>
<td>$30,000.00</td>
</tr>
<tr>
<td>2/28/2018</td>
<td>Reimbursable Expenses through February 2018</td>
<td>631.06</td>
</tr>
</tbody>
</table>

**TOTAL**  
$30,631.06

**Wire instructions**

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

**Bank:** PlainsCapital Bank  
**ABA:**  
**Credit Acc#:**  
**Address:** 919 Congress Ave., Ste 600  
Austin, TX 78701
JMI Realty, LLC
111 Congress Ave., Ste. 2600
Austin, TX 78701
Phone (512) 339-3600
Fax (512) 339-3601

Date: 3/26/2018
Invoice No. SDSU-CONSLS

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

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>3/31/2018</td>
<td>Monthly Consultant Fee - March 2018</td>
<td>$ 30,000.00</td>
</tr>
<tr>
<td>3/31/2018</td>
<td>Reimbursable Expenses through March 2018</td>
<td>180.65</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>4/30/2018</td>
<td>Monthly Consultant Fee - April 2018</td>
<td>$30,000.00</td>
</tr>
</tbody>
</table>

**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-CONSIT7

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>5/31/2018</td>
<td>Monthly Consultant Fee - May 2018</td>
<td>$30,000.00</td>
</tr>
<tr>
<td>5/31/2018</td>
<td>Reimbursable Expenses through May 2018</td>
<td>429.07</td>
</tr>
</tbody>
</table>

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
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 Gatke Dillon & Ballance LLP  
Attn: Lisa Brown  
2762 Gateway Rd  
Carlsbad, CA 92009

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>6/30/2018</td>
<td>Monthly Consultant Fee - June 2018</td>
<td>$30,000.00</td>
</tr>
<tr>
<td>6/30/2018</td>
<td>Reimbursable Expenses through June 2018</td>
<td>$1,206.91</td>
</tr>
</tbody>
</table>

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

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

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>7/31/2018</td>
<td>Monthly Consultant Fee - July 2018</td>
<td>$30,000.00</td>
</tr>
<tr>
<td>7/31/2018</td>
<td>Reimbursable Expenses through July 2018</td>
<td>1,245.16</td>
</tr>
</tbody>
</table>

**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

**Date:** 8/1/2018  
**Invoice No.:** SDSU-CONS179
JMI Realty, LLC  
111 Congress Ave., Ste. 2600  
Austin, TX 78701  
Phone (512) 539-3600  
Fax (512) 539-3601

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

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>8/31/2018</td>
<td>Monthly Consultant Fee - August 2018</td>
<td>$30,000.00</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>9/30/2018</td>
<td>Monthly Consultant Fee - September 2018</td>
<td>$30,000.00</td>
</tr>
<tr>
<td>9/30/2018</td>
<td>Reimbursable Expenses through September 2018</td>
<td>$187.07</td>
</tr>
</tbody>
</table>

**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
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-CONS012

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

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>10/31/2018</td>
<td>Monthly Consultant Fee - October 2018</td>
<td>$30,000.00</td>
</tr>
<tr>
<td>10/31/2018</td>
<td>Reimbursable Expenses through October 2018</td>
<td>$80.50</td>
</tr>
</tbody>
</table>

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