RUSSELL GLEN

TRANSFORMATIONAL DEVELOPMENT. DESIGNED TO LAST. **BUILT TO MATTER.**

Russell Glen Company transforms overlooked and complex real estate opportunities into enduring economic and community anchors.

DEVELOPMENT | ADVISORY | CAPITAL PARTNERSHIPS









WHO WE ARE

WE SEE OPPORTUNITY WHERE OTHERS SEE COMPLEXITY. THAT CREATES OUR PASSION FOR THE POSSIBLE.

Russell Glen is a real estate development and advisory firm specializing in complex mixed-use developments, master-planned communities, and the repositioning of underutilized real estate. We align municipalities, capital partners, institutions, tenants, and community stakeholders to move projects from vision and planning through capitalization, development, and execution. Our role is to bring clarity to complex opportunities, assemble the right partnerships, structure viable development strategies, and create places that generate long-term economic value while strengthening the communities they serve.

ONE MISSION. STRONG RETURNS. STRONGER COMMUNITIES.

Our mission it to deliver measurable value for investors and meaningful progress for communities,proving that profitability and purpose are strongest when achieved together.

RELATIONSHIPS	INNOVATION	STEWARDSHIP	ENERGY
WE PUT PEOPLE FIRST	WE BUILD REMARKABLE PLACE	WE VALUE THE TRUST PLACED IN US	WE EXECUTE WITH PASSION









WHERE WE CREATE VALUE

TRANSFORMING PLACES. STRENGTHENING COMMUNITIES.

MALL REDEVELOPMENT

We transform malls across Texas and the Southeast into vibrant destinations that bring together healthcare, residential, education, hospitality, shops, and restaurants, with cultural arts and central gathering spaces that reconnect communities.

GROCERY-ANCHORED

We partner with national and regional grocers to develop neighborhood retail centers that expand access to fresh food and attract shops, services, and amenities that meet everyday needs.

MIXED-USE DEVELOPMENT

From urban destinations to regional districts, we thoughtfully bring together entertainment, hospitality, healthcare, retail, residential, and public spaces.

MASTER PLANNED COMMUNITIES

We transform expansive undeveloped land into connected communities with a distinct culture, identity, and sense of place. By integrating residential communities with retail, walking trails, gathering spaces, and public amenities, we create vibrant places to call home.

ADVISORY SERVICES

We help property owners, municipalities, and institutions unlock development potential through clear positioning, practical redevelopment strategies, aligned partnerships, and actionable plans for execution.

STRATEGIC CORPORATE RELATIONSHIPS

LOWE'S · CHIPOTLE MEXICAN GRILL · Albertsons · TARGET · UT Southwestern Medical Center · Walmart · Burlington · TRADER JOE'S · JCPenney · MARRIOTT

Dillard's · STARBUCKS COFFEE · Tom Thumb · Foot Locker · OMNI HOTELS & RESORTS · Chick-fil-A · HYATT · Panera BREAD · HARRISHEALTH SYSTEM

WHY RUSSELL GLEN

“Russell Glen was born from a passion to transform places and expand opportunity in communities too often overlooked. We see real estate as a responsibility to invest thoughtfully alongside our capital partners, advise strategically, and steward the resources entrusted to us with care. Through purposeful partnerships and disciplined execution, we develop remarkable places that bring people together, strengthen communities, and leave a lasting legacy. Our measure of success is simple: leave places, and the lives they touch, better than we found them.”



MEET OUR EXECUTIVE TEAM

TERRENCE MAIDEN

FOUNDER & CHIEF EXECUTIVE OFFICER

Terrence Maiden brings more than two decades of commercial real estate experience and leads Russell Glen’s development vision, partnerships, and growth strategy. He is recognized for transformational projects, including The Shops at RedBird, and for building coalitions among cities, institutions, capital partners, and communities.

DEVIN WILMOTT JOHNSON

CHIEF MARKETING OFFICER

Devin Wilmott Johnson leads Russell Glen’s brand, market positioning, communications, and business development strategy. Her experience spans brand strategy and high-impact campaigns for corporate, nonprofit, and nationally recognized organizations.

NEEL SHETTI

CHIEF FINANCIAL OFFICER

Neel Shetti brings more than 15 years of experience in institutional real estate investment, underwriting, financial modeling, and complex transactions. Before Russell Glen, he held senior investment roles, including at Goldman Sachs, where he managed about $1.5 billion in equity investments and commercial loans.

RENISHA NATHAN

DIRECTOR OF CORPERATE STRATEGY

Renisha Nathan helps translate Russell Glen’s vision into execution by coordinating strategy, operations, advisory business development, and enterprise-wide project accountability.



SHOPS AT REDBIRD

DALLAS, TEXAS

FROM REGIONAL MALL TO MIXED-USE COMMUNITY ANCHOR.

PROJECT SIZE	90+ ACRES
STRATEGY	$400M+ MALL TRANSFORMATION
ROLE	DEVELOPER + PARTNER

For generations, Red Bird Mall served as a gathering place for Southern Dallas. As shopping patterns changed and investment declined, its redevelopment presented an opportunity to restore the property's relevance and expand what it could offer the surrounding community. The vision brought healthcare, education, housing, retail, and community-serving uses together to create a destination with multiple reasons to visit, invest, and stay.

A STRATEGY BUILT AROUND EVERYDAY NEEDS

Institutional anchors became central to the redevelopment strategy. UT Southwestern, Parkland, Children's Health, and Dallas College brought essential services and new activity to the property. Russell Glen's contribution connected that vision to execution: cultivating relationships, engaging prospective tenants and institutional partners, coordinating with public stakeholders, and helping advance redevelopment in phases.

THE CHALLENGE

Restore the relevance of a legacy regional mall in a community that had experienced decades of underinvestment, while building confidence among tenants, institutions, and development partners.

OUR APPROACH

Align community needs with market opportunity. Establish institutional anchors, introduce complementary uses, and coordinate partnerships and phased execution around a cohesive, long-term development vision.

THE RESULT

RedBird is a multi-award-winning development and economic anchor, bringing healthcare, education, residential, commerce, and gathering places together while demonstrating the investment potential of Southern Dallas.











PASADENA SQUARE

PASADENA, TEXAS

HEALTHCARE AS A CATALYST FOR REDEVELOPMENT.

PROJECT SIZE	60+ ACRES
STRATEGY	MALL REDEVELOPMENT
ROLE	DEVELOPER / PARTNER

Pasadena Square reimagines the former Macroplaza Mall as a renewed community destination serving North Pasadena and the greater Houston region. Located in a predominantly Hispanic community that has historically been underserved, the redevelopment responds to the need for accessible healthcare, everyday conveniences, and welcoming places to gather.

Anchored by Harris Health System, the transformation brings essential care closer to home while creating a foundation for new businesses and investment. Russell Glen's strategy connects this healthcare anchor with grocery, shops, restaurants, fitness, and public spaces that reflect the needs and character of the surrounding community.

The vision builds on North Pasadena's cultural identity and community strengths—giving a familiar property new purpose, supporting local commerce, and creating a destination where residents can access services, connect with neighbors, and experience renewed investment in their community.

THE CHALLENGE

Reimagine an aging regional mall with declining tenancy and limited relevance to today's market.

OUR APPROACH

Introduce a major institutional healthcare anchor and surround it with daily-needs uses, essential services, and complementary mixed-use development.

THE RESULT

Create a new center of community activity that strengthens local commerce, expands access to services, and attracts additional long-term investment.











RIVULET

DALLAS, TEXAS

A COMPLETE COMMUNITY BUILT AROUND CONNECTION.

PROJECT SIZE	90 ACRES
STRATEGY	MASTER-PLANNED COMMUNITY
ROLE	DEVELOPER + PARTNER

Rivulet is a planned 90-acre community in Southern Dallas, directly across from the University of North Texas at Dallas. Russell Glen's vision transforms undeveloped land into a connected neighborhood with a distinct identity, bringing together diverse residential, everyday conveniences, and welcoming public spaces.

The master plan combines single-family homes, townhomes, and apartment homes with grocery stores, restaurants, shops, and neighborhood services. This complementary mix supports residents at different life stages while serving students, families, and surrounding neighborhoods.

Parks, walking trails, landscaped open spaces, and a natural creek corridor connect the community and shape its character. The proposed Rivulet House amenity center provides a setting for gathering, studying, and community programming, creating opportunities for neighbors to build relationships and a sense of belonging.

THE CHALLENGE

Build on the momentum of UNT Dallas and surrounding educational institutions to create a new mixed-use community.

OUR APPROACH

Integrate residential development with parks, trails, retail, civic space, and neighborhood-serving amenities instead of treating each component as an isolated use.

THE RESULT

Create a place that supports housing demand, strengthens the education corridor, and establishes a new neighborhood center for Southern Dallas.











LAKE DISTRICT WEST

LEWISVILLE, TEXAS

A NEW LAKE DESTINATION. A SHARED COMMON GROUND.

PROJECT SIZE	25 ACRES
STRATEGY	REGIONAL MIXED -USE DESTINATION
ROLE	DEVELOPER + PARTNER

Lake District West reimagines 25 acres at I-35 and FM 407 as an energetic mixed-use retail district bringing together restaurants, entertainment, hospitality, healthcare, and fitness. Designed to attract visitors from across the region while serving surrounding neighborhoods, the development creates a welcoming destination for everyday activity and shared experiences.

At its heart is The Lawn, a one-acre green space designed for gathering, outdoor dining, community programming, and relaxation. A complementary park and connection to the regional trail system extend the experience beyond the commercial district, linking recreation, wellness, and neighborhood life.











THE CHALLENGE

Establish a compelling new identity for undeveloped land envisioned for industrial use, creating a destination that responds to community needs and draws interest from regional visitors and commercial tenants.

OUR APPROACH

Create a cohesive development vision around signature public spaces and a complementary mix of national and regional tenants. Coordinate tenant placement, pedestrian connections, outdoor experiences, and phased execution so restaurants, entertainment, hospitality, healthcare, and fitness support one another.

THE RESULT

A vibrant destination that strengthens Lewisville's northern gateway and contributes to the broader Lake Lewisville area, giving people new reasons to visit, businesses a distinctive place to locate, and neighbors a place to gather.

WEST RIDGE

TOPEKA, KANSAS

A NEW ERA FOR WEST RIDGE.

PROJECT SIZE	70 ACRES
STRATEGY	MALL REDEVELOPMENT
ROLE	ADVISORY

West Ridge is entering an exciting new chapter as one of the most significant mall reimaginations in Kansas. Located in Topeka's premier retail corridor, the 992,000 SF property is in the early stages of a multi-million-dollar transformation that will restore northeast Kansas' premier shopping destination to strong local ownership after years of neglect by out-of-state private equity groups.

Advisors Excel has engaged Russell Glen to help shape the vision for West Ridge's next chapter: a dynamic mixed-use destination that honors the property's retail and restaurant roots while introducing new energy, investment, and activity. The redevelopment will include Advisors Excel's new corporate headquarters, bringing more than 1,000 teammates to the property and creating consistent daily traffic for existing and future tenants.

THE CHALLENGE

West Ridge struggled to retain and attract major retail tenants. Ownership lacked extensive experience in large-scale mixed-use mall redevelopment and a cohesive vision for integrating its future corporate headquarters with retail, dining, and entertainment uses.

OUR APPROACH

Russell Glen conducted an in-depth retail market analysis, engaged an architectural master planning firm, and developed a comprehensive redevelopment strategy.

THE RESULT

A transformative regional mixed-use redevelopment vision anchored by Advisors Excel's planned 175,000 SF corporate campus, complemented by a curated mix of national and regional retailers, restaurants, and entertainment.











A TRACK RECORD ACROSS MARKETS, ASSET TYPES, PARTNERSHIPS

PORTFOLIO OF PAST PROJECTS

Russell Glen's platform is informed by decades of development, advisory, tenant, capital, and partnership experience across mixed-use, retail, hospitality, multifamily, healthcare, and community redevelopment.



GLEN OAKS CROSSINGS

DALLAS, TEXAS
GROCERY ANCHORED
ROLE: DEVELOPER



CANYON IN OAK CLIFF

DALLAS, TEXAS
MIXED-USE DEVELOPMENT
ROLE: DEVELOPER



CENTER CITY

DESOTO, TEXAS
GROCERY ANCHORED
ROLE: DEVELOPER



ELDORADO PLAZA

MCKINNEY, TEXAS
MIXED-USE DEVELOPMENT
ROLE: BROKERAGE + DEVELOPMENT



HATCHER STATION

DALLAS, TEXAS
HEALTHCARE DEVELOPMENT
ROLE: ADVISORY



OMNI HOTEL DALLAS

DALLAS, TEXAS
HOSPITALITY + RESTAUTANT
ROLE: ADVISORY



ONE HUNDRED OAKS

NASHVILLE, TENNESSEE
MALL REDEVELOPMENT
ROLE: DEVELOPER + BROKERAGE



RICHARDSON SQUARE

RICHARDSON, TEXAS
MALL REDEVELOPMENT
ROLE: DEVELOPER + BROKERAGE

A TRACK RECORD ACROSS MARKETS, ASSET TYPES, PARTNERSHIPS

PORTFOLIO OF PAST PROJECTS

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SOUTHGATE PLAZA

DALLAS, TEXAS
MIXED-USE
ROLE: ADVISORY



SPRING CREEK

COLLEGE STATION, TEXAS
MIXED-USE
ROLE: BROKERAGE + DEVELOPER



CENTER CITY

DUNCANVILLE, TEXAS
MIXED-USE
ROLE: CO-DEVELOPER



SUBLET CROSSING

ARLINGTON, TEXAS
GROCERY ANCHORED
ROLE: BROKERAGE + DEVELOPER



ALEXAN WEST

DALLAS, TEXAS
MIXED-USE
ROLE: CO-DEVELOPER



RED OAK CROSSINGS

RED OAK, TEXAS
GROCERY ANCHORED
ROLE: DEVELOPER



PANERA BREAD

CENTRAL US
RETAIL DEVELOPMENT
ROLE: ADVISORY/ DIRECTOR



PIADA ITALIAN STREET FOOD

TEXAS EXPANSION
RETAIL DEVELOPMENT
ROLE: ADVISORY/ DIRECTOR



LET'S BUILD WHAT COMES NEXT.

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