

TANAMERA CONSTRUCTION, LLC

MULTIFAMILY DIVISION

SEPTEMBER 2018

Tanamera Construction, LLC (“Tanamera”) is a full service residential and commercial construction and development company headquartered in Reno Nevada. Tanamera is the outgrowth of several development and construction companies all founded by Kreg Rowe, Tanamera’s founder and Managing Partner, that have been developing and building residential and commercial projects in northern Nevada since 1995. Now with over



\$1.40 billion (at cost) in construction and development since 1995, the Principals of Tanamera have elected to focus their efforts in the construction and development of multifamily housing, office and medical office projects, high tech office projects and custom homes, all in the northern Nevada and Lake Tahoe area.

Since the Recession of 2008, Tanamera has been the most active contractor and developer of multifamily housing in northern Nevada with over 2,100 units in 9 separate projects completed, under construction and in planning. In 2013, realizing the explosive growth projected for northern Nevada, the Tanamera Principals began focusing their efforts in building Tanamera’s multifamily division in an effort to be the best local multifamily housing contractor / developer in this



region. Currently with a team of 12 key management professionals as of May 2018, all dedicated to the development and construction of multifamily housing in northern Nevada, Tanamera prides itself on building quality projects at extremely low costs compared to its competition.

As a local developer and contractor, with over 22 years experience building in northern Nevada, Tanamera has the knowledge, subcontractor relationships, municipality relationships and local experience to offer the optimum results for its partners and clients when it comes to the development and / or construction of multifamily housing.



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MULTIFAMILY CONSTRUCTION & DEVELOPMENT EXPERIENCE IN NORTHERN NEVADA

PRE - 2008 RECESSION

- 1) **Tanamera Apartments** - 440 unit 2 story Class "A" apartment community - Developer



- 2) **Fleur De Lis** - 270 unit 2 story Class "A" townhome community - Developer



POST - 2008 RECESSION

- 1) **The Village At Arrowcreek Parkway** – 208 unit 3 story class "A" apartment community – GC Only - Completed



2) **The Villas At Keystone Canyon** – 288 unit 3 story class “A” apartment community – Fee Developer & GC - Completed



3) **Ruby Vista Apartments** – 120 unit 3 story class “A” apartment community – Developer & GC - Completed



4) **The Harvest At Damonte Ranch** – 278 unit 2 story class “A” apartment community – GC Only - UC



5) **The Vineyards At Galleria** – 210 unit 3 story class “A” apartment community – Developer & GC - UC



6) **Sierra Vista** – 336 unit 3 story class “A” apartment community – Fee Developer & GC - UC



7) **Carson Hills** – 370 unit 3 story class “A” apartment community – Fee Developer & GC - UC



8) **The Overlook At Keystone** – 272 unit class “A” townhome community – Developer & GC - Permitting



9) **The Villas At Keystone Phase II** – 96 unit class “A” condominium community for rent – Fee Developer & GC - In Design



TANAMERA'S APARTMENT MANAGEMENT TEAM
May 2018

- 1) **Kreg Rowe** – (Founder & Managing Partner) 41 years in the real estate business with a Bachelor of Science Degree in Business Administration with concentration in Real Estate and Finance. Mr. Rowe was previously a California commercial real estate broker and a Registered Investment Advisor specializing in apartments. In the early 1980's Mr. Rowe formed a syndication company specializing in apartments that acquired and managed over 3,000 apartment units. In 1987 Mr. Rowe became an Institutional Real Estate Advisor representing CALPERS, the Illinois State Teacher's Retirement System, Pennsylvania School Employees System and Executive Life Insurance Company, specializing in the acquisition and asset management of institutional grade apartments throughout the Western United States. Since 1995 Mr. Rowe has founded and managed several development and construction companies located in Reno Nevada that have developed and / or built over \$1.40 billion (based on cost) of master planned communities and business parks, office buildings, medical office buildings, hotels, apartments, retail shopping centers, single family production homes & custom homes.
- 2) **Joe Hurst** – (V.P. Of Construction & Principal of the Company) 29 years of construction management experience specializing in the construction of apartments. Mr. Hurst holds a Bachelor of Science Degree in Mechanical Engineering and has managed the construction of over 7,000 apartment units including student housing (extensive experience), HUD financed and Tax Credit apartments, high rise apartments and condominiums up to 11 stories, podium style apartments, wrap style apartments and garden style 2, 3 & 4 story apartments. Mr. Hurst also has experience in the construction management of hotels, large university buildings, large civic centers, college football stadiums and hospitals. Mr. Hurst began his career after college as an assistant superintendent with the JPI apartment development company out of Dallas Texas. Mr. Hurst worked his way up within JPI to run their entire construction for the JPI Southeast Student Housing Division. Between 2012 and early 2017, prior to when Mr. Hurst joined the Company, Mr. Hurst ran the construction of 8 different multifamily housing projects for Construction Enterprises, Inc., a large apartment construction company out of Franklin Tennessee.
- 3) **Kraig Knudsen** – (Land Development Manager & Principal of the Company) 37 years in the construction management of site work. Mr. Knudsen is a Partner in Tanamera Construction and has been with Mr. Rowe for 22 years overseeing all land development, land entitlement, civil engineering work and the construction of all project utilities, grading, roadways, landscaping, paving and the approvals required by the local municipalities and utility companies. After college, Mr. Knudsen began his real estate career working for a civil engineering firm and quickly moved into the field of site construction management in the early 1980's.



- 5) **Justin Rowe** – (Principal of the Company) – 9 years in the real estate business, all with Tanamera Construction. Mr. Rowe holds a Bachelor of Science Degree in Real Estate and Finance with a minor in Economics. Mr. Rowe has been a Project Manager for the Company for the past 3 years and currently helps his father oversee several large apartment communities with pre-planning on another large apartment community to be built by the Company starting in summer of 2018.
- 6) **Lora Ellingwood** – (Apartment Project Manager) 25 years of construction management experience in residential, commercial and apartment developments. A former employee of the Irvine Company in Irvine California, Ms. Ellingwood had the opportunity to work on many high-end real estate projects. Ms. Ellingwood, previously a licensed general contractor with both the state of Nevada and the state of California, currently oversees the construction management services for the Harvest at Damonte Ranch 278 unit apartment community.
- 7) **Kylie Martin** – (Purchasing Manager) 18 years as a purchasing agent for various construction companies in the Reno market including Lennar Homes and Silverwing Development, a developer of multifamily housing. Ms. Martin has been with the Company for 3 years and manages all bidding and purchasing for the Company apartment projects.
- 8) **Bain Adams** – (Apartment Project Manager) Mr. Adams has been in the construction management business for 24 years with the last 8 years specializing in the construction of apartments. Mr. Adams holds a Bachelor of Science Degree in Construction Management and has worked with Joe Hurst for the last 8 years. Mr. Adams currently oversees all construction Responsibilities for the Sierra Vista 336-unit apartment community.



- 9) **Brett Seabert** – (CFO, Principal & Co-Manager of the Company) 17 years with the Company specializing in the accounting for development projects and construction projects. Mr. Seabert holds a Bachelor of Science Degree in Business Administration with concentration in Accounting and he is also a Certified Public Accountant. Mr. Seabert is a Partner in Tanamera Construction and oversees all company accounting, insurance and banking, including the oversight of all project loan draws. Prior to joining Tanamera, Mr. Seabert worked for Deloitte and Touche for 5 years and thereafter several gaming companies for another 13 years.
- 10) **Amanda Arguello** – (Controller) Ms. Arguello, has been working on and off with the Company for approximately 5 years and now works full time as the Company’s Controller. Ms. Arguello holds a Bachelor of Science Degree in Accounting and a Master’s of Business Administration Degree and is a Certified Public Accountant. In addition to her services as Company Controller, Ms. Arguello also manages the accounts payable and banking for several of the Company’s apartment projects.
- 11) **Nachele Seuss** – (Marketing) Ms. Seuss has been with the Company for 15 years and has been active in all aspects of marketing and graphic art work since joining the Company. Ms. Seuss holds a Bachelor of Science Degree in Industrial Design with a Minor in Graphics Design and works with apartment clients of the Company to assist with graphic art work and marketing materials at a fraction of the cost charged by outside graphic art firms.
- 12) **Shiloh Nickovich** – (Interior Designer) Ms. Nickovich has been in the interior design business for 6 years and with the Company for close to 4 years. Ms. Nickovich holds a Bachelor of Science Degree in Interior Design and works with the apartment clients of the Company to provide interior design work required for the apartment clubhouses and models. This service is provided to the Company clients at a fraction of what would be charged by outside interior design firms. Ms. Nickovich also works with Mr. Rowe in the design of the various apartment communities assisting with the exterior colors and materials and the design of the various floor plans ensuring the ability for optimum furniture layout.



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