

TANAMERA CONSTRUCTION, LLC

MULTIFAMILY EXPERIENCE - POST
2008 RECESSION

SEPTEMBER 2019

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 \$1.70 billion (at cost) in



construction and development since 1995, the principals of Tanamera have elected to focus their efforts in the construction management and development of multifamily housing, office and medical office projects and custom homes, all in the Northern Nevada and the Lake Tahoe area.

Since the Recession of 2008, Tanamera has developed an extensive talented and experienced multifamily management team. Now with the combined construction management experience (post 2008 recession) of 24 multifamily projects totaling 6,047 multifamily units completed, under construction and in planning in Northern Nevada, California, Oregon, Arizona, Texas, Arkansas and Delaware, Tanamera’s current multifamily management team has more combined multifamily construction management



experience than any other local general contractor in Northern Nevada. This experience includes the construction management of market rate apartments, student housing apartments, wraps, podiums, mid-rise and high-rise apartments up to 15 stories. In Northern Nevada alone, this experience covers 11 post recession market rate projects and one 5 story student housing multifamily project totaling 3,166 units. Additionally, in Northern Nevada, Tanamera’s management team has provided construction, design and development management services for 7 of the 12 multifamily projects built since 2012. Currently Tanamera has a team of 8 key construction management and development professionals as of September 2019, all dedicated to the construction management and development of multifamily housing, specifically in Northern Nevada.

Just as important as its management team’s extensive multifamily experience, Tanamera’s trade relationships are unparalleled compared to any other general contractor for the construction of apartments in Northern Nevada. With the recent addition of Mick Quilici, previously a general superintendent for the Dinerstein Companies building large scale student housing projects in numerous states, Mr. Quilici brings to Tanamera large scale national trade partners. These relationships coupled with Tanamera’s local trade relationships built over 23 years in Northern Nevada, in addition to its local construction experience and municipality relationships, provides Tanamera with the tools no other local or out of town general contractor can provide for the construction management of multifamily housing.



TANAMERA CONSTRUCTION, LLC

MULTIFAMILY KEY MANAGEMENT TEAM - COMBINED CONSTRUCTION MANAGEMENT EXPERIENCE

PROJECTS CONSTRUCTED - POST 2008 RECESSION

(COMPLETED / UNDER CONSTRUCTION & CONTRACTED IN PLANNING)

SEPTEMBER 2019

PROJECT NAME	PROJECT LOCATION	PROJECT TYPE	STORIES	NUMBER OF UNITS	STUDENT HOUSING NUMBER OF BEDROOMS	TANAMERA DESIGN / DEVELOPMENT SERVICES PROVIDED	PROJECT STATUS AUGUST 2019	
1	Sterling Reno	Northern Nevada - Reno	Student Housing	5	276	708	No	Completed
2	The Villages At ArrowCreek Pkwy	Northern Nevada - Reno	Market Rate	3	208	NA	No	Completed
3	The Villas At Keystone Canyon	Northern Nevada - Reno	Market Rate	3	288	NA	Yes	Completed
4	The Harvest At Damonte Ranch	Northern Nevada - Reno	Market Rate	2	278	NA	No	Completed
5	Sierra Vista Apartments	Northern Nevada - Reno	Market Rate	3	336	NA	Yes	Completed
6	Keystone Trailhead Condominiums	Northern Nevada - Reno	For Rent Condos	3	115	NA	Yes	In Planning
7	SyRes Apartments	Northern Nevada - Reno	Market Rate	3	337	NA	No	In Planning
8	The Vineyards	Northern Nevada - Sparks	Market Rate	3	210	NA	Yes	Completed
9	Lumina Phase II	Northern Nevada - Sparks	Market Rate	3	232	NA	No	In Planning
10	Stonebrook Apartments	Northern Nevada - Sparks	Market Rate	3	396	NA	Yes	In Planning
11	Carson Hills Apartments	Northern Nevada - Carson	Market Rate	3	370	NA	Yes	Under Construction
12	Ruby Vista Apartments	Northern Nevada - Elko	Market Rate	3	120	NA	Yes	Completed
Subtotal:					3,166	708		
13	Retreat @ Corvallis	Oregon - Corvallis	Student Housing	3	330	1,016	No	Completed
14	Aspire Eugene	Oregon - Eugene	Student Housing - Highrise	10	156	445	No	Completed
Subtotal:					486	1,461		
15	Millennium Mission Valley	California - Mission Valley	Market Rate - Wrap & Podium	5	350	NA	No	Completed
16	Aspire Tucson	Arizona - Tucson	Student Housing - Highrise	10	155	594	No	Completed
17	Sterling 920 Terrace	Arizona - Tempe	Student Housing - Wrap & Podium	5	278	677	No	Completed
Subtotal:					433	1,271		
18	Retreat At College Station	Texas - College Station	Student Housing	2 & 3	192	796	No	Completed
19	Aspire College Station	Texas - College Station	Student Housing - Highrise	15	263	816	No	Completed
20	Sterling Northgate	Texas - College Station	Student Housing - Podium	7	284	586	No	Completed
21	Sterling UTSA	Texas - San Antonio	Student Housing - Wrap & Podium	5	270	543	No	Completed
22	Aspire San Marcos	Texas - San Marcos	Student Housing - Highrise	12	184	634	No	Completed
Subtotal:					1,193	3,375		
23	Lafayette Street Apartments	Arkansas - Fayetteville	Student Housing - Podium	7.5	240	688	No	Completed
24	Retreat At Newark	Delaware - Newark	Student Housing	2 & 3	179	597	No	Completed
TOTALS					6,047	8,100		

TANAMERA'S KEY MANAGEMENT PERSONNEL - MULTIFAMILY SEPTEMBER 2019

- 1) Kreg Rowe** – (Founder & Managing Partner) 42 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 Real Estate 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 Investment 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 over \$1.0 billion of institutional grade apartments throughout the Western United States. Beginning in 1995, Mr. Rowe founded and managed several development and construction companies located in California and Reno Nevada that have developed and / or built numerous residential and commercial projects valued at over \$1.5 billion (based on cost) including numerous multifamily projects, a 3,000 home master planned community, 13 business / medical parks, numerous office and medical buildings, hotels, several retail shopping centers and numerous production & custom homes.
- 2) Mick Quilici**– Mr. Quilici's' qualifications as Vice President of Construction include close to 30 years of progressive experience in the construction management of large scale residential projects. Mr. Quilici is experienced in all facets of multifamily product development, budgeting, scheduling and general construction management. Prior to joining the Company, Mr. Quilici worked for such companies as Dinerstein Companies (<https://www.dinersteincos.com>) and Landmark Properties (<https://www.landmark-properties.com>) where he focused on the construction management of large scale student housing projects. Most recently with Dinerstein Companies, Mr. Quilici was a General Superintendent for the preceding 5 years concentrating in the Western U.S. With multifamily experience encompassing over 8,000 multi-family units in his career (2,162 student housing units). Mr. Quilici has experience with both wood frame and steel & concrete student housing apartments, wood frame market rate apartments, wraps, podiums and high-rise multifamily projects (up to 15 stories). In the early stages of his career, Mr. Quilici also worked as a residential framer, a superintendent of production homes and a superintendent of numerous market rate multifamily projects in Northern Nevada and California. Prior to entering the construction industry Mr. Quilici attended Butte Jr. College in California and the University of Nevada in Reno.
- 3) Kraig Knudsen** – (Land Development Manager & Principal of the Company) 38 years in the construction management of site work. Mr. Knudsen is a Partner in Tanamera Construction and has been with Mr. Rowe for 23 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.



- 4) **Brett Seabert** – (CFO, Principal & Co-Manager of the Company) 18 years with the Company specializing in the accounting for construction projects and development 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 functions, 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.
- 5) **Justin Rowe** – (VP of Operations / Project Manager & Principal of the Company) – 10 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 served in numerous functions with the Company over the past 10 years including project management for multifamily projects. He holds both a California and state of Nevada contractors license and a state of Nevada Brokers license. Currently Mr. Rowe oversees the Company’s various Project Managers and works closely with Mr. Quilici, Mr. Knudsen and Mr. Seabert coordinating all operations between the field and the office. Mr. Rowe has also been instrumental in the establishment of the Company’s Project Management (Procore) and scheduling software including training. In addition to his duties as VP of Operations, Mr. Rowe also assists his father in various development projects and pre-planning of the Company’s numerous apartment communities.
- 6) **Amanda Arguello** – (Controller / Underwriter & Jr. Partner) Ms. Arguello has been working on and off with the Company for approximately 6 years and now works full time as the Company’s Controller and Underwriter for all multifamily projects. 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 and Underwriter, Ms. Arguello also oversees the accounts payable and banking for several of the Company’s development projects.
- 7) **Kylie Martin** – (Purchasing Manager) 19 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 4 years and oversees and manages all bidding and purchasing for the Company’s apartment projects.
- 8) **Shiloh Nickovich** – (Interior Designer) Ms. Nickovich has been in the interior design business for 7 years and with the Company for over 5 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.



SAMPLE PROJECTS MANAGED BY MEMBERS OF THE KEY MANAGEMENT TEAM
POST 2008 RECESSION



MARKET RATE APARTMENTS



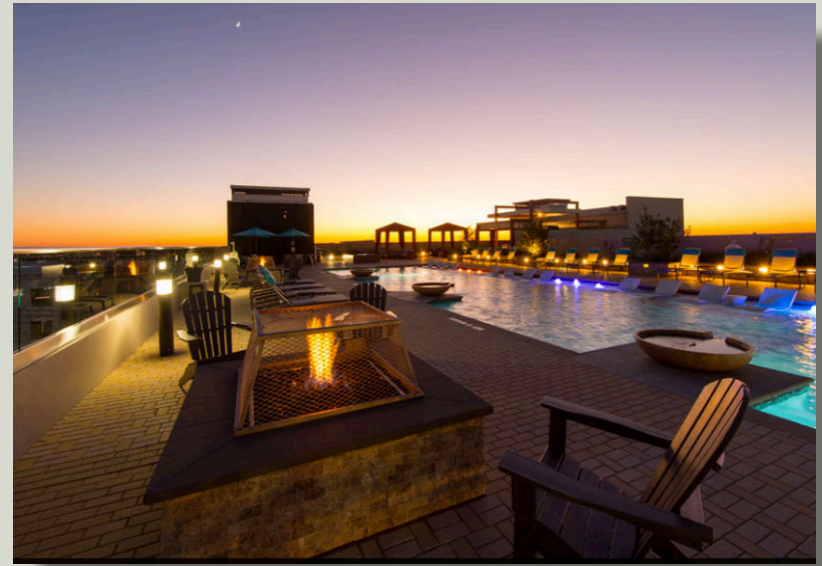
STUDENT HOUSING APARTMENTS



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