

TANAMERA CONSTRUCTION, LLC

MULTIFAMILY EXPERIENCE

AS OF MARCH 2020



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 close to \$2.0 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 26 multifamily projects totaling 6,410 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. In Northern Nevada alone, this experience covers 13 post recession market rate projects and one 5 story student housing multifamily project totaling 3,529 units. Additionally, in Northern Nevada, Tanamera’s management team has provided construction, design and development management services for 9 of the 14 multifamily projects built since 2012. Currently Tanamera has a team of 10 key construction management and development professionals as of March 2020, 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 24 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

MULTIFAMILY PROJECTS - POST 2012

(COMPLETED / UNDER CONSTRUCTION & IN PLANNING)

MARCH 2020

	PROJECT NAME	PROJECT LOCATION	PROJECT TYPE	STORIES	NUMBER OF UNITS	STUDENT HOUSING NUMBER OF BEDROOMS	TANAMERA DESIGN / DEVELOPMENT SERVICES PROVIDED	PROJECT STATUS / EST. START MARCH 2020
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	Ruby Vista Apartments	Northern Nevada - Elko	Market Rate	3	120	NA	Yes	Completed
7	The Vineyards	Northern Nevada - Sparks	Market Rate	3	210	NA	Yes	Completed
8	Carson Hills Apartments	Northern Nevada - Carson	Market Rate	3	370	NA	Yes	Under Construction
9	Keystone Trailhead Condominiums	Northern Nevada - Reno	For Rent Condos	3	115	NA	Yes	Under Construction
10	Lumina Phase II	Northern Nevada - Sparks	Market Rate	3	232	NA	No	Permitted / Summer 2020
11	SyRes Apartments	Northern Nevada - Reno	Market Rate	3	330	NA	No	Permitting / Summer 2020
12	Stonebrook Apartments	Northern Nevada - Sparks	Market Rate	3	396	NA	Yes	In Planning / Fall 2020
13	5th & Vine	Northern Nevada - Reno	Market Rate	4	300	NA	Yes	In Planning / Spring 2021
14	150 Stevenson Street Apartments	Northern Nevada - Reno	Market Rate	5	70	NA	Yes	In Planning - Spring 2021
Subtotal:					3,529	708		
15	Retreat @ Corvallis	Oregon - Corvallis	Student Housing	3	330	1,016	No	Completed
16	Aspire Eugene	Oregon - Eugene	Student Housing - Highrise	10	156	445	No	Completed
Subtotal:					486	1,461		
17	Millennium Mission Valley	California - Mission Valley	Market Rate - Wrap & Podium	5	350	NA	No	Completed
18	Aspire Tucson	Arizona - Tucson	Student Housing - Highrise	10	155	594	No	Completed
19	Sterling 920 Terrace	Arizona - Tempe	Student Housing - Wrap & Podium	5	278	677	No	Completed
Subtotal:					433	1,271		
20	Retreat At College Station	Texas - College Station	Student Housing	2 & 3	192	796	No	Completed
21	Aspire College Station	Texas - College Station	Student Housing - Highrise	15	263	816	No	Completed
22	Sterling Northgate	Texas - College Station	Student Housing - Podium	7	284	586	No	Completed
23	Sterling UTSA	Texas - San Antonio	Student Housing - Wrap & Podium	5	270	543	No	Completed
24	Aspire San Marcos	Texas - San Marcos	Student Housing - Highrise	12	184	634	No	Completed
Subtotal:					1,193	3,375		
25	Lafayette Street Apartments	Arkansas - Fayetteville	Student Housing - Podium	7.5	240	688	No	Completed
26	Retreat At Newark	Delaware - Newark	Student Housing	2 & 3	179	597	No	Completed
Subtotal:					419	1,285		
TOTALS					6,410	8,100		

TANAMERA'S KEY MANAGEMENT PERSONNEL - MULTIFAMILY
MARCH 2020

- 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 an Institutional Registered Real Estate Advisor specializing in apartments. In the early 1980's Mr. Rowe formed a syndication company specializing in apartments that acquired, built 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 close to \$2.0 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 over 2,000 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 design, budgeting, scheduling and general construction management. Just prior to joining the Company, Mr. Quilici worked for Dinerstein Companies (<https://www.dinersteincos.com>) (7 years) and previously Landmark Properties (<https://www.landmark-properties.com>) (3 years) 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 before joining Tanamera in 2019 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. 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) 39 years in the construction management of site work. Mr. Knudsen is a Partner in Tanamera Construction and has been with Mr. Rowe for 24 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 at Chico State University of California, Mr. Knudsen began his real estate career in northern California working for a civil engineering firm and quickly moved into the field of site construction management in the early 1980's. He has spent the last 39 years as a Project Manager for site development and construction overseeing the construction of numerous residential and commercial projects.



- 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) – 11 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 11 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 works directly with his father on new business development 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 7 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) **Steven Fleiner** – (Senior Apartment Project Manager) Mr. Fleiner has been a Project Manager for over 20 years managing small and very large scale commercial and residential projects including numerous multifamily housing and large scale manufacturing plants. Most recently a resident of Fort Worth Texas, Mr. Fleiner was born and raised in Reno Nevada and has returned to his home town to work for Tanamera and oversee the Company’s larger multifamily projects. A graduate of the University of Nevada, Mr. Fleiner holds a Bachelor of Science Degree in Business Administration with a concentration in Finance and Economics.



- 8) **Ron Wise** - (Senior Apartment Project Manager) Mr. Wise has over 30 years construction management experience of all types of commercial and residential properties with extensive multifamily housing experience. Mr. Wise spent the first 20 years of his construction management career as a Senior Building Inspector for the City of Reno, Nevada. Most recently, Mr. Wise was a Superintendent / Quality Control Manager for Pacific West Companies of Reno Nevada overseeing the construction management of three large scale market rate multifamily communities in the Reno / Sparks market post the 2008 Recession. In his overall construction management career, Mr. Wise, as a Building Inspector, has overseen the construction of numerous large scale residential and commercial projects with wood frame construction, steel construction and concrete construction including mid-rise and high-rise projects. Before entering the construction management field, Mr. Wise attended Western Nevada Community College in Sparks Nevada and took numerous extended studies at the University of Nevada at Reno.
- 9) **Kylie Martin** - (Purchasing Manager) Ms. Martin has spent the last 20 years as a purchasing agent for various construction companies in the Reno / Sparks market including Lennar Homes and Silverwing Development, a developer of multifamily housing. Ms. Martin has been with the Company for over 5 years and manages all bidding and purchasing for the Company multifamily projects. Ms. Martin has long standing relationships with the local northern Nevada trade base and in addition to her duties of preparing and managing all multifamily bids for the Company, Ms. Martin also has extensive experience assisting the Multifamily Project Managers in the preparation of the various multifamily scopes of work and Trade contracts.
- 10) **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.



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(Nevada License # 70517 With An Unlimited Bid Limit)

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