



TANAMERA

BIOGRAPHY JULY 2017



COMPANY OVERVIEW

Tanamera is a unique association of real property companies working in total harmony to provide high-end commercial and residential real property services for its clients and its partners. Headquartered in Reno, Nevada, Tanamera's principals have created a number of specialized real property companies that work collectively to provide efficient and cost effective property asset management, design, development, construction management, sales and overall real property project



management services with a concentration in northern Nevada. The Company principals have diverse experience in the asset management, design, construction, sales, financing, leasing and development of office buildings, medical buildings, office parks, shopping centers, hotels, residential production housing, custom homes, custom cabin homes, master planned residential and commercial developments and multi-family housing.

Tanamera Construction, LLC is a licensed general contractor in the state of Nevada, experienced at building both residential and commercial properties. Tanamera's principals (through prior predecessor companies they founded – Double Diamond Homes and Tanamera Commercial Development) began their real property services in 1995 with the acquisition and master planning of the Double Diamond Ranch 800 acre 3,000 home master planned community in south Reno and have since grown into one of the larger real



estate construction and development groups in northern Nevada. Since 1995, Tanamera's principals have managed the planning, design, development, and construction of real property assets with a cost basis valued at well over \$1 billion.

From 1995 until 2007 the principals of Tanamera, as both developers and general contractors, focused 100% of their efforts on their own development projects comprised of apartments, residential



communities, office / medical office parks and shopping centers. In 2007 Tanamera began providing third party construction management services for a fee. This experience of being both long time developers and general contractors provides the Tanamera principals with a unique perspective when hired to provide construction management services.

Today, Tanamera's family of associated companies focuses its collective strengths in the asset management, development and construction of apartment communities, office buildings, medical office buildings and hotels along with the design and planning of custom homes. Tanamera's construction arm provides construction management and project management services for all types of commercial and residential properties, including land entitlement, development, planning and site construction.

SERVICES

Construction Management

Tanamera Construction, LLC is a full service design / build construction management company licensed in the state of Nevada (license #70517, 73662 & 73663). Tanamera Construction, LLC has an unlimited bid limit in the state of Nevada and the principals have extensive experience in the design and construction of office buildings, medical buildings, retail commercial buildings, apartments, hotels, commercial tenant improvements and residential properties. The principals of Tanamera, being owners,



developers, and contractors of commercial and residential properties, provide a unique perspective to the design and construction of real property for their clients and partners. As such, the Tanamera principals understand the importance of proper design and value engineering that is required for a truly cost



effective construction project. The Tanamera Construction principals believe it is imperative to spend ample time early in the construction process working with the architects and engineers in finding ways to effectively minimize costs. Additionally, just as important is the use of today's most sophisticated



construction management software along with project managers for each construction project to properly and efficiently manage all construction schedules and budgets.

Having extensive experience in the development, design and construction management of many types of commercial and residential properties provides clients of the the company with a unique opportunity to have designed a commercial or residential project / home that is truly cost competitive. Additionally, with well over **\$200,000,000** in current construction projects as of June 2017, Tanamera Construction has buying power not typically available to the smaller contractors / homebuilders that ensures its clients and investors of a more cost competitive project.



SERVICES (continued)

Custom Home Construction Services

Tanamera Construction, LLC has a division specifically dedicated to the design and construction management of quality and cost competitive luxury custom homes. Additionally, Tanamera Construction has designed systems for designing and building custom homes that is extremely personal to each client and truly simplifies the process. From A to Z,



Tanamera's custom home team will hold the client's hand, make the homebuilding process as easy as possible and with the help of their in-house professional interior designers (at no additional costs), will provide a level of service unparalleled in this region.

Residential Sales SERVICES

Tanamera's affiliated Tanamera Realty Advisors (TRA), services all of the Company's Nevada residential sales and marketing activities with a special emphasis in representing the Company and its investors with the design and marketing of spec custom homes.

TRA prides itself as a true professional residential sales and marketing firm with an emphasis on higher-end luxury homes in the Reno / Sparks market. With the assistance of the Tanamera family of real estate companies, TRA provides its clients with services and results not available to most residential brokerage companies in the northern Nevada market place.



TANAMERA SENIOR MANAGEMENT TEAM

Kreg Rowe (*Founder & Managing Partner*) krowe@tcnev.com

Mr. Rowe is the Founder and Managing Partner of Tanamera who oversees all of Tanamera's affiliated companies. In this capacity, Mr. Rowe oversees all land acquisition, due diligence, land planning, product



design and commercial leasing and sales activities for Tanamera's partners and clients. Prior to creating Tanamera, Mr. Rowe owned and operated several residential and commercial

development and construction companies, which developed and built thousands of homes in the Reno / Sparks market since 1995, and he was also the Master Developer and owner of the Double Diamond Ranch 800 acre master planned community in south Reno. In addition to developing and building (or in the process of building) over **5,000** homes and apartments and a residential master planned community, Mr. Rowe has also designed and operated as a developer and asset manager over two million square feet of commercial property including approximately one million square feet of retail commercial space and 12 master planned corporate business parks in the Reno / Sparks area.



Mr. Rowe has been active in the real estate business since 1976 with extensive experience in real estate acquisition, construction, sales, leasing,

financing, development and asset management. Prior to focusing on the development and construction business in the early 1990's, Mr. Rowe spent the first half of the 1980's as a syndicator, asset manager, developer and property manager acquiring, building and managing over 3,000 apartment units in the northern California market. In the mid 1980's, Mr. Rowe became an institutional registered real estate advisor and began representing such clients as the California Public Employees Retirement System, Illinois State Teachers Retirement System, Pennsylvania School Employees System, and Executive Life Insurance Company, just to name a few.

Mr. Rowe holds a Bachelor of Science Degree with concentration in real estate and finance from the California Polytechnic State University in San Luis Obispo and was previously a Registered Real Estate Investment Advisor and a California licensed real estate broker. Mr. Rowe also sits on the Advisory Board for US Bank's operations in northern Nevada and has been a Board Member for US Bank since 2007.



Brett Seabert (*Co-Manager*) bseabert@tcnev.com

Mr. Seabert joined one of Tanamera's prior affiliates in 2001, and currently serves as a Co-Manager overseeing the affiliated Tanamera companies. During his association with Mr. Rowe, Mr. Seabert has been instrumental in the creation of Tanamera's internal cost control systems and the overall accounting for the Tanamera family of companies. Additionally, Mr. Seabert has assisted Mr. Rowe in the asset management of numerous northern Nevada residential and commercial development projects. Prior to joining Tanamera's prior affiliate, Mr. Seabert served as Chief Financial Officer and Chief Operating Officer for a variety of investment and gaming companies, with duties ranging from setting company goals to directing day-to-day activities, as well as spearheading acquisitions and dispositions of companies, and in securing construction financing and equity capital for his previous companies' various endeavors. A 1983 graduate of the University of Nevada, Reno with a Bachelor of Science degree in Business Administration, and the recipient of the CPA exam Gold Medal Award and Wall Street Journal Award for outstanding academic achievement, Mr. Seabert, a CPA, has spent the majority of his professional career in northern Nevada. Prior to joining Tanamera's predecessor, Mr. Seabert worked for such companies as Deloitte and Touche, International Gaming Technology and CMS International.

**Joe Hurst (Vice President
Construction)**
jhurst@tcnev.com

Mr. Hurst's' qualifications include over 28 years of progressive experience in the construction management of both large scale commercial and



residential projects. Mr. Hurst is experienced in all facets of residential and commercial product development, permitting, budgeting, scheduling and general construction management. Prior to joining the Company, Mr. Hurst worked for such companies as JPI Construction, CEI Construction Enterprises and Culpepper Construction as a Senior Superintendent, General Superintendent and Construction Director for the South East area of the Country, specializing in the construction of over 5,000 multi-family units including student housing, market rate apartments and high-rise condominiums. Mr. Hurst has also managed the construction of large scale commercial projects such as the Orlando Florida 300,000 SF Civic Center, the Florida State 300,000 SF 5 story Psychology building, the Florida State University Doak Campbell Football Stadium, the A&M University Basketball Stadium, the Tallahassee Memorial Hospital and numerous large hotels, just to name a few.

Mr. Hurst is a graduate of the Louisiana State University in Mechanical Engineering and is one of the Company's qualified employees with the State of Nevada Contractor's Board.



**Kraig Knudsen (partner / site
construction manager)**
kknudsen@tcnev.com

Mr. Knudsen, a principle in Tanamera Construction, LLC, supports various Tanamera affiliates with its land development and entitlement services. Mr. Knudsen has been in the land development, site construction and civil engineering business for over 37 years. His career started in 1980 working for Frost & Lusk Civil Engineering Firm in northern California as Survey Supervisor & Project Manager. Mr. Knudsen subsequently joined the Hofmann Company in the late 1980's as Land Development and Project Manager for the Sacramento, California Division. In 1992, Mr. Knudsen was hired by Beazer Homes as Vice President Land Development to start up a new division of that public homebuilding company in northern California. Mr. Knudsen joined the Company's prior affiliate in 1995 to oversee the



planning and development of the Double Diamond Ranch 800 acre 3,000 home Master Planned Community. Since joining the Company's prior affiliate, 21 years ago, Mr. Knudsen has been responsible for the development and construction of over 1,000 acres of residential land and over 275 acres of office/industrial land in the Reno / Sparks Area. Mr. Knudsen currently oversees all Company project site planning and engineering, is responsible for overseeing the design and construction of all Company backbone roads and infrastructure, and oversees all project entitlements and mapping for the Company and its clients.

Mike Efstratis (Construction Manager & Managing Partner Of Mountain West Builders, LLC - A Tanamera Affiliate)

mefstratis@tcnev.com & mikee@mwb-nv.com

Mr. Efstratis' qualifications include over 37 years of progressive experience in the development and management of both commercial and residential construction projects. Mr. Efstratis is experienced in all facets of residential and commercial product development, permitting, budgeting, scheduling and general construction management. Prior to joining the Company (and its prior affiliate Double Diamond Homes) in 1995, Mr. Efstratis owned and operated his own construction framing company with over 80 employees, was a principal owner and Vice President of EGI Homes, Inc., a custom home



building company located in Roseville, California and served as Construction Manager for Beazer Homes, Inc., northern California division. Mr. Efstratis has been with the Company and its prior affiliates for over 21 years in the capacity of Construction Manager and prior to June 2017 directed all Company residential and commercial construction during this tenure.

Currently, in addition to Mr. Efstratis's work at the Company, he also focuses much of his time with the oversight and management of the Company's new affiliate "Mountain West Builders, LLC" that works on special construction projects. Mr. Efstratis is a long term employee of the Company, a General Contractor in the State of Nevada and California and acts as a qualifying general contractor for the Company and its affiliates. Mr. Efstratis was also previously a Board Member of the Nevada State Contractor's Board, appointed by Nevada's Governor.



Justin S. Rowe (Partner / Broker)
jrowe@tcnev.com

Tanamera Realty Advisors, LLC

Justin Rowe is a licensed Nevada real estate broker with experience in marketing, sales and design of high-end residential properties in northern Nevada and has been with the Company since 2009. Mr. Rowe is both a partner and Project Manager in Tanamera Construction, LLC, and in addition to Managing the construction of one of the Company's large scale multi-family projects, Mr. Rowe also assists Tanamera's custom home Project Managers with the design and construction of luxury custom homes in northern Nevada. Tanamera's Custom Home Division both designs and builds custom homes for sale to the general public (spec homes) and also works with clients of the firm to (i) locate suitable and cost effective custom home sites, (ii) manage the architects and engineers designing the custom home, (iii) assist with interior and exterior material selections and color schemes, (iv) manage any and all homeowner association approvals and permitting for construction, (v) assist with construction financing of the custom home, and (vi) oversees and manages the construction of the home to ensure timely completion and cost effective pricing.

Mr. Rowe is a graduate of the University of Colorado at Boulder with a Bachelor of Science degree in Business Administration with concentration in Finance and a minor in both Real Estate and Economics.



TANAMERA

A DIVERSIFIED GROUP OF REAL ESTATE COMPANIES

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