



## **TANAMERA CONSTRUCTION AND DEVELOPMENT**

### **Commercial Biography**

**September 2019**

Tanamera Construction, LLC (“Tanamera”) is a full service commercial and residential construction and development company headquartered in Reno Nevada. Tanamera is the outgrowth of several development and construction companies starting in northern Nevada in 1995, all founded by Kreg Rowe, Tanamera’s founder and Managing Partner. Tanamera’s predecessors began developing and building commercial projects in 1998 and as of September 2019 have developed, built or have under construction over 2,700,000 square feet of commercial properties. Now with over \$1.50 billion (at cost) in construction and development (commercial & residential combined), the Principals of Tanamera have elected to focus there commercial efforts in the construction and development of office buildings, medical office buildings, hotels and flex high-tech projects, all in the northern Nevada region.

Since the Recession of 2008, Tanamera has been the most active contractor and developer of office buildings and medical office buildings in northern Nevada with over 46 buildings completed, under construction and in planning totaling 376,977 square feet. In 2013, realizing the explosive growth projected for northern Nevada with such companies as Apple, Tesla, Google, Switch and their supportive companies moving to this region, the Tanamera Principals began building Tanamera’s commercial division in an effort to support this growth. Currently with a team of 12 key management professionals as of September 2019, all dedicated to the development and construction of commercial properties in northern Nevada, Tanamera is prepared to effectively build quality projects at extremely low costs compared to its competition.

As a local developer and contractor, with over 23 years experience building in northern Nevada, Tanamera also has the knowledge, subcontractor relationships, municipality relationships and experience to offer the optimum results for its partners and clients when it comes to the development and / or construction of various types of commercial projects in this region.



# TANAMERA'S COMMERCIAL CONSTRUCTION / DEVELOPMENT KEY MANAGEMENT TEAM

SEPTEMBER 2019

**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 Investment Advisor specializing in apartments and commercial projects. In the early 1980's Mr. Rowe formed a syndication and development company that acquired, developed and managed over 3,000 apartment units, several office buildings and a neighborhood commercial center. 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 and commercial projects throughout the Western United States. Since 1995 Mr. Rowe has founded and managed several development and construction companies all located in Reno Nevada and has developed and / or built over \$1.5 billion (based on cost) of master planned communities and business parks (13 business parks), office buildings, medical office buildings, hotels, apartments, retail shopping centers, single family production homes & custom homes.

**Mick Quilici** – Mr. Quilici's' qualifications as Vice President of Construction includes close to 30 years of progressive experience in the construction management of large scale residential and commercial properties. Mr. Quilici is experienced in all facets of residential and commercial product development, budgeting, scheduling and general construction management. Prior to joining the Company, Mr. Quilici worked for such companies as Dinerstein Companies and Landmark Properties where he focused mostly on the construction management of larger student housing and market rate apartments. Most recently with Dinerstein Companies, Mr. Quilici was a General Superintendent concentrating in the Western US. Mr. Quilici has experience with large scale residential and commercial projects constructed with either wood frame or steel & concrete. Mr. Quilici has managed the construction of large scale student housing apartments, market rate apartments, wraps, podiums and high-rise projects (up to 14 stories) with both residential and commercial components. In the early stages of his career, Mr. Quilici

also worked as a residential framer and a superintendent of production homes. Before entering the construction field, Mr. Quilici attended Butte Junior College in Oroville California and the University of Reno in Nevada.

**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. 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.

**Saraj Lorenz** – (Commercial Project Manager) 15 years of construction management experience, all with the Company, and in this capacity Ms. Lorenz oversees and manages all commercial construction and development activities for the Company. Ms. Lorenz has been with the Company for 16 years and works very closely with Mr. Rowe as Mr. Rowe's assistant. In addition to her duties as Commercial Project Manager, Ms. Lorenz also manages all development escrows and closings for the various Company development projects.





**Kylie Martin** – (Purchasing Manager) 19 years as a purchasing agent for various construction companies in the Reno market including Lennar Homes and Silverwing Development. Ms. Martin has been with the Company for 4 years and manages all bidding and purchasing for the Company commercial projects.

**Shaine Runnells** – (Commercial Tenant Improvement & Interior Designer) Ms. Runnells has provided commercial architectural design work for over 7 years with 4 years in the Bay Area. Ms. Runnells has experience in the design of tenant improvements for a variety of office style uses including straight office, medical office and high-tech work environments. Ms. Runnells has been with the Company over 3 years and oversees all Company commercial tenant improvement work and interior design work for the various commercial clients. Ms. Runnells holds a Bachelor of Arts degree in Interior Design.

**Brett Seabert** – (CFO & Principal 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.

**Amanda Arguello** – (Controller & Jr. Partner) 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 is a licensed CPA and holds a Bachelor of Science Degree in Accounting along with a Master's of Business Administration Degree. In addition to her services as Company Controller, Ms. Arguello also manages the accounts payable for several of the Company's commercial projects.

**Sue Williams** – (Lead Company Accountant) Ms. Williams has worked in the accounting field for over 20 years and has been

with the Company for 16 years. Ms. Williams holds a Bachelor of Science Degree in Accounting and oversees many of the Company's commercial projects along with the numerous development entities owned by the principals of the Company.

**Michelle Balleweg** – (Project Accountant) Ms. Balleweg has worked in the accounting field for over 14 years and has been with the Company for 5 years. Ms. Balleweg holds a Bachelor of Science Degree in Accounting and currently oversees all draws, payment applications, invoicing, etc. for several of the Company's construction projects.

**Luci Whitworth** – (Accounts Payable Manager) Ms. Whitworth has been in the accounting field for 28 years and has been with the Company for 5 years. Prior to joining the Company, Ms. Whitworth spent 15 years in the banking field and 8 years in the construction industry. Ms. Whitworth oversees and manages all accounts payable for the Company and its various partnerships.

**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 commercial 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.



# TANAMERA'S COMMERCIAL PROJECTS

**1998 - August 2019**

- Reno Tahoe Tech Center - Double R. Blvd - South Reno - 72 Acres - 782,000 SF Office / Medical Office Park - (D/B)
- Double Diamond Professional Campus - Double R Blvd - South Reno - 11 Acres - 120,000 SF Office Park - (D/B)
- Reno Corporate Center - Double R Blvd - South Reno - 75 Acres - 727,473 SF Office / Medical Office / Flex Park - Partially Built) - (D/B)
- Vineyards Professional Campus - Sparks Blvd - Sparks - 9.5 Acres - 92,000 SF Office Park - (Partially Built) - (D/B)
- Double Diamond Ranch Bldg - South Meadows Parkway - South Reno - 2 Acres - 20,000 SF - (D/B)
- Sparks Galleria Shopping Center - Galleria Pkwy - Sparks - 72 Acres - 428,000 SF Developed - Big Box Retail (Costco / Home Depot) - (D/B)
- Longley Town Centre - Longley Lane - South Reno - 10 Acres - 112,000 SF Retail - 70% Built Out - (D/B)
- Foothills Commerce Center - South Virginia - South Reno - 8.25 Acres - 212,000 SF Showroom Retail - (D/B)
- Newmont Mining Headquarters - Elko Nevada - 55,000 SF Corporate Office Building - (B)
- Western Title - Reno Nevada - 9,000 SF Tenant Improvement - (B)
- RTTC Bldg #2 - Double R Blvd - South Reno - 25,000 SF Tenant Improvement - (B)
- Aspen Plaza - Elko Nevada - 10,000 SF Retail Bldg - (B)

- 5 Taco Bells - Reno / Sparks & Carson Nevada - 12,700 SF - (B)
- 7 Firestone Tire Stores - Northern California / Las Vegas / Reno Nevada - 56,350 SF Retail Buildings - (B)
- Staybridge Hotel - South Reno - 94 Beds - 65,000 SF - (B)
- Hampton Inn Hotel - NW Reno - 86 Beds - 55,000 SF - (B)

**TOTAL COMMERCIAL SQUARE FEET - 2,781,523**

(D/B) = Developer / Builder

(B) = Builder / Contractor







11 ACRE - DOUBLE DIAMOND PROFESSIONAL CAMPUS - 120,000 SF OFFICE CAMPUS



72 ACRE - SPARKS GALLERIA - 428,000 SF POWER CENTER ANCHORED BY COSTCO & HOME DEPOT



72 ACRE - RENO TAHOE TECH CENTER - 4 OFFICE CAMPUSES & TWO HOTELS - 782,000 SF





10 ACRE - LONGLEY TOWN CENTER - 112,000 SF SPECIALITY RETAIL CENTER



9.5 ACRE - VINEYARDS PROFESSIONAL CAMPUS - 92,000 SF OFFICE CAMPUS



75 ACRE - RENO CORPORATE CENTER - THREE OFFICE CAMPUSES / MEDICAL CAMPUS & FLEX OFFICE CAMPUS - 556,500 SF

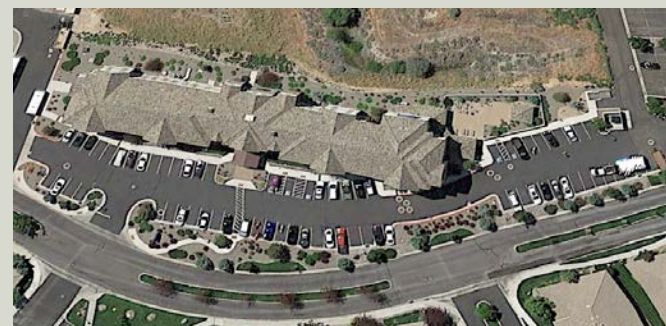




16 ACRE - FOOTHILL COMMERCE CENTER - RETAIL SHOWROOM - 212,000 SF



12 ACRE - SANDHILL BUSINESS CAMPUS. - FLEX OFFICE - 163,000 SF



STAYBRIDGE HOTEL - 94 ROOMS





HAMPTON INN HOTEL - 86 ROOMS



VARIOUS RETAIL BUILDINGS & INTERIORS



SAMPLE OFFICE BUILDINGS

# TANAMERA CONSTRUCTION, LLC

## COMMERCIAL DIVISION

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