



TANAMERA custom homes

Tanamera Construction, LLC “**TC**” (Nevada contractors license #70517) and it’s affiliated California construction company, TD Construction, LLC “**TD**” (California contractors license #1059322), have full service dedicated Design Build Custom Home Divisions established to focus on the design and construction of luxury custom homes and cabin homes within upscale communities throughout northern Nevada and the Truckee California area. With over 24 year’s of experience together, the principals of TC and TD (collectively “**Tanamera**”) have established professional and comprehensive systems for the design, construction management and ongoing warranty of high-end custom homes with a focus of designing high quality, yet cost effective homes for their investors and clients.

Both companies are managed by Kreg Rowe, the founder and Managing Partner of Tanamera, along with his son, Justin Rowe, Mr. Rowe and his son oversee all custom home design work and personally work with company investors and clients to ensure the design and construction of these homes is of the quality and cost competitiveness required by Mr. Rowe.

KEY ATTRIBUTES:

- Builders of over 64 custom homes with a total overall company volume for both companies of over \$1.7 Billion of residential and commercial development & construction experience throughout Northern Nevada and Northern California since 1995;
- Separate custom home divisions of both TC & TD, with TC being a large construction company with over \$100 million in current construction activity, offering both companies better pricing and financial security for their clients compared to smaller custom homebuilding companies;
- Separate warranty departments for both companies focused on taking care of the clients well after construction;
- Exceptional construction management oversight with the collaboration of a team of very experienced professionals (see following page) ensuring timely and quality construction;
- In-house Interior Designers with extensive experience available to cost effectively assist the clients with the numerous interior selections required for a new high-end custom home;
- Third party collaboration with cost competitive architects, engineers and audio/visual home automation professionals;
- Both companies are professionally managed with a personal touch offering timely client responses and consistent oversight of the homebuilding process;
- Both companies have comprehensive design build systems for cost controls and efficiency, saving the client time in the design build process & minimizing the chances of costly construction mistakes;
- Both companies provide ongoing pictures & reporting of the construction progress keeping the client and the appropriate managers consistently informed during the construction process;
- Large experienced accounting department with two CPA’s servicing both companies for accurate and timely financial reporting to the client and the client’s lender;
- Numerous lender relationships and construction financing experience to assist the client in selecting the optimum lender and construction loan program;

KEY MANAGEMENT TEAM

January 2020

Kreg Rowe – Founder & Managing Partner of both TC and TD – Responsible for all custom home pre-construction client relations, client contracting, client / architectural coordination and management, overall home design and HOA architectural approval on behalf of both companies custom home clients. Mr. Rowe holds a BS Degree in Real Estate & Financing and has over 42 years overall experience as a commercial real estate broker, Registered Institutional Investment Advisor, Pension Fund Advisor and 26 years as a real estate developer;

Justin Rowe – Partner & Custom Home Manager – Responsible for overseeing both Custom Home Divisions. In this roll, Mr. Rowe assists his father with the custom home design and HOA approvals and is responsible for the oversight of the Project Managers and Interior Designers. Mr. Rowe holds a BS Degree in Real Estate, Financing and Economics and has over 10 years' experience as a Project Manager for both apartments and custom homes. Mr. Rowe is also a licensed general contractor in both the state of California & Nevada;

Leslie Ghiggeri – Custom Home Project Manager – Responsible for custom home permitting, construction budgeting, management of construction schedules, ongoing construction management and oversight and ongoing client communication following the project design. Ms. Ghiggeri holds a BA in Chemistry and an AA in Architectural Design and has over 11 years' combined experience as a Project Manager for both a large flooring and tile company and as a Senior Custom Home Project Manager for Tanamera (over 3 years);

Kylie Martin – Purchasing Manager - Responsible for all custom home purchasing. Ms. Martin has over 20 years' experience dedicated to purchasing and bidding for such companies as Lennar Homes and Tanamera (over 5 years with Tanamera);

Shiloh Spracklin – Interior Designer - Responsible for working with the custom home clients in the selection of interior improvements. Ms. Spracklin holds a BA in Interior Design and has over 8 years' overall experience with over 6 years with Tanamera and the interior design of over 32 high-end custom homes);

Mick Quilici – Vice President Of Construction - Responsible for overseeing all custom home construction activity and all custom home design elements, purchasing and Field Superintendents. Mr. Quilici attended Butte JC and the University of Nevada and has over 30 years' combined experience in residential & commercial construction. Mr. Quilici began his construction management experience as a superintendent building production homes and has been both a Senior Superintendent and General Superintendent for two of the largest student housing developers in the country overseeing the construction of numerous mid-rise and high-rise student housing projects;

Brett Seabert – Partner & CFO - Responsible for overseeing all accounting functions, client financial reporting & the oversight of all custom home accounts payables & construction financing draws / lien releases and insurance. Mr. Seabert holds a BS in Accounting, is a licensed CPA and has over 34 years' experience in the accounting field including 5 years with Deloitte and Touche, 11 years with several gaming companies and over 18 years with Tanamera as both CFO and a Managing Partner;

Amanda Arguello - Partner and Controller - responsible for overseeing numerous accounting and budgeting functions and assisting Mr. Seabert in his day-to-day duties. Ms. Arguello holds a Bachelor of Science Degree in Accounting, a Master's of Business Administration Degree and is a Certified Public Accountant with over 7 years experience working on and off with Tanamera (over 5 years full time).

ARCHITECTURAL FIRMS Used By Tanamera & Previous Clients

Jeff DeMure & Associates – Chelsea Richardson – (916) 783-3700 – crichardson@jdaarch.com - Granite Bay California

CWX Architects, Inc. – Carlin Williams – (775) 829-7747 - carlin@cw architects.com - Reno Nevada

Lot C Architecture – Jason Wooley – (530) 550-7468 – Jason@lotcarchitecture.com - Truckee California

Nick Sonder Architect – Nick Sonder – (530) 582-4521 – nick@nicksonder.com - Truckee California

Donald Joseph, Inc. – Kevin Brian – (916) 456-2300 – kbryan@donaldjoseph.com - Sacramento California

Ward Young – Larry Young – (530) 587-3859 – lyoung@wyarch.com - Truckee California



CHRONOLOGICAL STEPS & TERMINOLOGY OF BUILDING A CUSTOM HOME

Selection Of A Builder / Architect. One of, if not the most important steps in building a custom home is selecting the right builder / architectural team. A professional builder can help guide you through the entire design / construction process, save you time and protect you from design elements that will add unnecessary costs to the home. A professional builder can also save you the expense of purchasing the wrong home site for your particular home design. Many clients have the perception that they should buy their lot, hire an architect, design their home and then go to several builders for bids to achieve the optimum pricing. In reality, more money and much more time will be saved if the builder is selected early on to help manage the home site acquisition and design process on a team approach with the architect and the client. Just as important as selecting the right builder is the selection of the right architect who knows the area of your new home and has experience designing well thought-out cost effective custom homes.

TANAMERA CONSTRUCTION DESIGN BUILD PROCESS

The Initial Design Process. Upon the decision to employ Tanamera Construction or TD Construction (hereinafter referred to collectively as “**Tanamera**”) under a design / build program and following the purchase of your new home site, it is time to begin the design of your new custom home. Kreg Rowe, the Company’s Founder, has extensive experience in the design of high-end luxury custom homes, office buildings, shopping centers, production homes and apartment communities and will work directly with the client and the architect during this process. The first step will be to work with Mr. Rowe and a recommended architect that Mr. Rowe can provide to design a “floor plan” that meets the client’s needs and desires while at the same time provides the optimum layout to minimize construction costs. Next the architect will design the “elevations” of the home that show the look of the home from all four sides. The style will be based on the client’s preferred look along with potential design requirements of the client’s home community. At the same time the architect will create the basic design of the home’s roof. During this process, Mr. Rowe and his staff will work with the architect to insure the floor plan, elevations and roof designs are cost effective to build. Next the architect will prepare a “site plan” showing how the home will sit on the client’s home site and work with the topography of the site. To properly prepare the site plan, Tanamera or the architect will have commissioned a topography map (sometimes referred to as a “**topo map**”) of the site from a civil engineer detailing the slope of the lot, the lot setback requirements for structures and the location of the various utilities and storm drain. Once the client has approved how the home sits on their lot, the design of the driveway, walkways and patios, Mr. Rowe will authorize the civil engineer to create a “grading plan” showing how the site will be graded and where the utilities will run based on the design of the home. From the grading plan, the landscape architect commissioned by Tanamera or the architect can design the “landscape plan” for approval by the client. The floor plan, elevations, roof plan, site plan, grading plan and landscape plan are collectively referred to as the design development documents or typically “DD’s”. It typically takes approximately 2 to 3 months to create the DD’s satisfactory to the client and Mr. Rowe after several meetings (either in person or electronically) and numerous modifications. The client’s ability to have timely meetings and make relatively quick decisions can greatly expedite this process.

The HOA Architectural Approval Process. Most high-end custom homes are located in higher-end communities managed by an association (“**HOA**”) that requires pre-approval of the design of the home, exterior materials and colors, site grading and landscaping plans before the builder can submit for building permits. These HOA’s have architectural review boards that typically meet once a month to review plans for new homes in their communities. They also typically have an architect on staff to carefully review the DD’s to ensure the general design of the home meets the architectural design requirements of that particular community. Selecting a builder / architect team that has experience working with the client’s HOA will save a lot of time, money and frustration for these boards can be very difficult and they have very subjective discretion on what they will and will not approve. The HOA approval process from start to finish typically takes between 1 to 3 months, depending on how critical the review board is and the experience the design team has working with that particular HOA. Once the DD’s are completed, Tanamera or the architect will make application to the HOA on behalf of the client for review and approval. When possible, it is ideal to also include a 3-D perspective rendering of the home (front and rear) to help the HOA Review Board visualize the completed home. Tanamera can help with producing this rendering that helps both the HOA and the client in visualizing the final look of the home and Tanamera will cover 50% of the rendering cost (typically under \$2,000 in total) if the rendering can be used by Tanamera for marketing purposes.

The Construction Document (“CD”) Process. Once the HOA has approved the general design of the home, Tanamera’s assigned Project Manager (“PM”), with oversight by Mr. Rowe’s son, will take over and will authorize the architect to proceed preparing the detailed construction documents (“CD’s”) required by the local municipality for building permits. At this time, the PM will prepare for the client a preliminary budget for the cost of the home based on the preliminary DD’s approved by the client and the HOA and Tanamera’s best estimate as to the home’s cost based on their experience building in this area. For items yet to be selected by the client (i.e.; cabinets, flooring, counter tops, etc.), the PM will include allowances in its budget for these items based on an average of what other clients have typically chosen. When the architect has completed its detailed construction documents (usually 3 to 4 weeks) they will submit their drawings to a structural engineer commissioned by Tanamera or the architect to perform the required calculations and complete the design of the structural elements of the home. If the architect designed the home to have manufactured roof trusses for cost effectiveness, the structural engineer will need to send their drawings to a truss manufacturer to design the trusses. From start to finish, the structural engineer will typically take 8 weeks to complete the structural design, including the design of the manufactured trusses. During the time that the structural engineer is designing the structural elements of the home, the PM will also work with the client and a mechanical / electrical engineer or design build subcontractors to design the mechanical & electrical elements of the home required for permitting the home. During the CD Process, it will be important for the client to also begin making their selections for the interior materials, improvements and colors of the home (i.e.; appliances, cabinets, plumbing fixtures, lighting, electrical, audio/visual & home automation requirements, flooring, exterior amenities, etc.). Tanamera’s in-house licensed interior designers (which are only charged at Tanamera’s cost to the clients) along with the PM will assist the client in making the proper selections.

The Permitting, Bidding and Loan Closing Process. Once the architect’s detailed construction documents are completed and the architect has received and organized all the final drawings from the structural engineer, the civil engineer, the mechanical / electrical engineer and the landscape architect (referred to as “**Working Drawings**”), the plans are complete and ready to submit to the local municipality to begin the permitting process. This process typically takes between 4 and 8 weeks (depending on the municipality & volume of homes in for permitting) before a building permit is ready and Tanamera is able to commence construction. During the permitting process, Tanamera’s purchasing department, with the assistance of the PM, will take the Working Drawings along with any of the client’s final material and improvement selections and submit them to the various subcontractors and suppliers to bid the cost of the home. The bidding process usually takes between 3 to 4 weeks to obtain all bids, negotiate the bid pricing and compile the bid budget for review and approval by the client. For improvement items not yet selected or finalized by the client at the time the bid budget is prepared or where such items are too far from construction to obtain fixed pricing, the PM will provide allowances in the budget for these particular items. Once the client approves this budget, the client can submit the bid budget to its lender (assuming they are financing the construction of the home) to complete the loan approval process. It usually takes about 2 to 3 weeks from this point for the lender to formally approve its loan and draft the required loan documents necessary to close the loan prior to the commencement of construction. By the time the loan is ready to close, Tanamera is usually in a position to pick up its building permits and commence construction.

The Construction Process. Once the client’s loan has recorded and Tanamera has obtained the required building permits, construction is ready to begin. The initial work is on the home site where Tanamera’s site subcontractor will stake the site for construction, clear and grub the site, remove any trees in the way of the home, excavate the required utility trenches, install the utility lines to the home and form up and compact the building pad for construction of the home. Next Tanamera’s concrete subcontractor will construct the home’s foundation. This whole process from start of the site work to the completion of the foundation typically takes between 4 and 8 weeks depending on the location of the home, weather conditions and the complexity of the work.

Once the foundation of the home is complete, it is time to begin framing the home. This process will usually take between 4 and 8 weeks, again depending on the location of the home, weather conditions and the complexity of the framing job. Once the framing is complete, the PM will schedule a frame walk inspection with the client to make sure the framing of the home is consistent with what the client envisioned. If changes need to be made, this is the time to make them.

Following the completion of the framing is the installation of the rough electrical, HVAC ducting, windows and exterior doors (approximately 3 weeks). This will also be the time that the PM works with the client and the audio-visual professionals selected by Tanamera to design and install all required low voltage wiring necessary for these amenities. Next Tanamera's roofer starts the roofing of the home and Tanamera's appropriate subcontractor wraps the exterior of the home for either stucco, stone, steel or wood siding. This process usually takes between 1 & 3 weeks depending on the materials used for the home's roof and siding. Once the home is wrapped, the rough plumbing, electrical and HVAC ducting is installed (3 to 4 weeks). Again, this is an ideal time for the PM to walk the home with the client to insure all electrical work is as expected and the electrician and audio-visual subcontractor have incorporated all electrical and audiovisual / home automation needs of the client.

After the rough plumbing, electrical & HVAC ducting is complete, the home is insulated, which takes just a few days. Following the insulation, it is now time to begin installing the interior sheetrock and enclosing all the interior walls. This process takes between 1 & 3 weeks depending on the size and complexity of the home. Once completed, Tanamera has the interior walls taped and textured and ready for painting (approximately 2 to 3 weeks). Next the interior doorframes, interior wood trim and cabinet boxes are installed (1 to 3 weeks depending on the amount of trim work and cabinet work required). Next the painters move in and complete the painting / staining of the home (interior & exterior), which usually takes about a week.

Once the painting is complete, it is time to install the cabinet boxes, counter tops for the kitchen & bathrooms along with all required tile work in the home. This process can take between 4 to 8 weeks depending on the amount and complexity of the work. Once completed the electricians and low voltage experts install all the lighting fixtures and electrical plates, the plumber installs the plumbing fixtures and kitchen appliances and the HVAC contractor installs the HVAC units and controllers. This process takes about 2 to 3 weeks.

Finally, the home is ready for the installation of flooring materials (wood, tile, carpet, etc.), the installation of the cabinet doors and the installation of the exterior hardscape (driveways, walkways & patios) and landscape. Once the flooring is complete, the finish carpenter hangs all the interior doors, Tanamera has the home thoroughly cleaned and does a complete punch list review of the home to make sure all the components of the home work properly and all touch-up painting is complete. **From start to finish it typically takes between 14 and 20 months today to complete construction of the home depending on many variables.**

During the entire construction process the PM remains intimately involved working with the client and Tanamera's on site superintendent insuring that mistakes are minimized and construction schedules are followed. The PM manages the construction of the home and the installation of all materials and equipment with the assistance of the onsite superintendent and remains the main point of contact for the client.

The Warranty Process. Only professional custom homebuilders like Tanamera have a warranty department and warranty program that they offer their clients. At completion of the home, the PM does a complete walkthrough of the home with the client, lists any imperfections and completes any required remedial work. During the first 12 months following the completion of the home, Tanamera takes the responsibility to repair any items not functioning properly (with the exception of appliances, HVAC and mechanical items covered by manufacturer's warranties). From year two through the statutory period of repose (currently 10 years) Tanamera will remain responsible to correct any latent defects (defects not seen like broken plumbing in the walls, structural issues with the home, etc.) of the home. For this reason, selecting a professional and "**financially sound**" builder with the likelihood of being in business for some time is a very important element of the custom home construction process.

REFERENCES

SEVERAL COMPLETED CUSTOM HOMES:

1. **Mary Ann Moore** – Schaffer’s Mill #190 – (707) 484-1184 – maryannspringeremoore@gmail.com
2. **Al Schubert** – Schaffer’s Mill #187 – (916) 849-9420 – alsc@vsp.com
3. **Tom Barsi** – Schaffer’s Mill #26 – (415) 902-3863 – tjbars@gmail.com
4. **Brad Lapoint** – Schaffer’s Mill #7 – (415) 699-3664 – blapoint@gsortho.org
5. **Mark Venner** – ArrowCreek #802 – (225) 892-4658 – vennerm@gmail.com
6. **Rob Winkel** - Caughlin Ranch - (775) 690-9160 - rwinkel@mclrenolaw.com



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