





REAL ESTATE DEVELOPMENT CONTEXT ARCHITECTURE

Real Estate Investment Analysis • Property Development Services • Best Practices Project Planning

"It is a distinct pleasure to have you join me on this journey, thank you. My prayer is this is something that changes your life and the lives of those around you."

PROJECT SERVICES - EXECUTIVE SUMMARY

New/Green Development Advisors ("N\GDA") specializes in real estate development consulting, planning, financing and construction management for corporate and individual property owners, religious institutions, non-profit and for-profit organizations. Our clients range from businesses and individuals, to churches and non-profit organizations, all looking for creative and effective solutions to their real estate project and construction challenges.

We specialize in all aspects of the development property process, evaluating opportunities. Client can rely on our Development Property Investment Evaluation delivering forecasts, product summaries, projected cash flows, loan and capital finance summaries making use of the Prohit Application Interface System and Processing Engine, a comprehensive land development software package (www.Tract-PIE.com) that addresses the unique requirements of the residential real estate development industry (single-family homes, condominiums, townhouses, finished lots, etc.). We provide detailed and accurate forecasts and budget analysis projections for single and/or multiple-phase development projects showing how your project generates cash flow, loan flow, balance sheet and profit & loss. Our analysis and forecasts are based on fundamental input variables and are able to reflect a project's potential in the initial planning stages or already underway.

We serve the needs of builders, contractors, developers, lenders, investors, owners, appraisers, and consultants.

As shown on the attached professional summaries, this consultancy's principal has 45 years of experience and implementation of real estate development strategies helping clients maximize the value and use of their real estate, specializing in planning, entitlement, construction project and income property management services.

N\GDA assists business and property owners with selecting the best solutions for their project, in turn-around situations and where involved from the early stages of site selection/site, in use determination. In each of these cases, as the Owner's Representative, performs a variety of functions including, but not limited to:

- Strategic Planning
- Pre-development and mid-development determination of Project Budget and Schedule
- Obtaining Necessary Entitlements and Permits
- Project Team Selection (Architect/Contractor/Consultants) and Contract Negotiation
- Project Management
- Construction Oversight

It is my hope that you, and some of your clients or associates, use this expertise advantageously. I plan to follow up with you by phone in the near future to make sure you received this email, answer any questions you may have, and determine if we may be of service to you.

Ronald J. Ramos, d.b.a. New/Green Development
Advisors



NEW/GREEN DEVELOPMENT ADVISORS

Real Estate Investment Analysis • Property Development Services • Best Practices Project Planning

N\GDA Consultant's Role

Working directly with organizations and companies to develop real estate projects, the primary role of the N\GDA professional development consultant is to manage all or part of the entire real estate development process - from initial concept to the start of operations for the finished project. While other members of the real estate development team perform specific tasks at different stages, the development consultant oversees the entire process.



During development, while other members of the ownership's development team perform specific tasks at different stages the development, the consultant oversees the entire process and is engaged throughout all stages.

Who benefits from the services of a N\GDA Consultant?

Professional real estate development consultants are engaged by a wide range of non-profit and for-profit organizations and companies interested in developing multi-unit residential, health care, institutional, and commercial projects. These organizations and companies include:

- Healthcare agencies and authorities
- Non-profit housing authorities and organizations
- Churches and other faith-based organizations
- Hospitals and personal care/nursing homes
- Colleges and universities
- Community service organizations
- Government departments/agencies
- Private real estate investors/trusts

For many of these types of organizations and companies developing real estate is an infrequent activity. For this

reason, many lack the internal capacity including available time, skills, and knowledge to develop real estate in an efficient manner. Engaging the services of a professional development consultant is a cost-effective method for many organizations and companies to acquire the knowledge and skills necessary to develop real estate without the need to hire new staff or re-direct existing resources.

What does the N\GDA Consultant do?

Working together, the owner and development consultant become the "developer" of the real estate project. While the owner is responsible for decision making, the development consultant takes on the responsibility for managing the entire development process, coordinating the work of the development team, serving as central point for communication and decision making, and providing coaching and advice to the owner. In addition, the development consultant takes on a number of specific tasks either independently or in conjunction with other members of the development team. These tasks normally include:

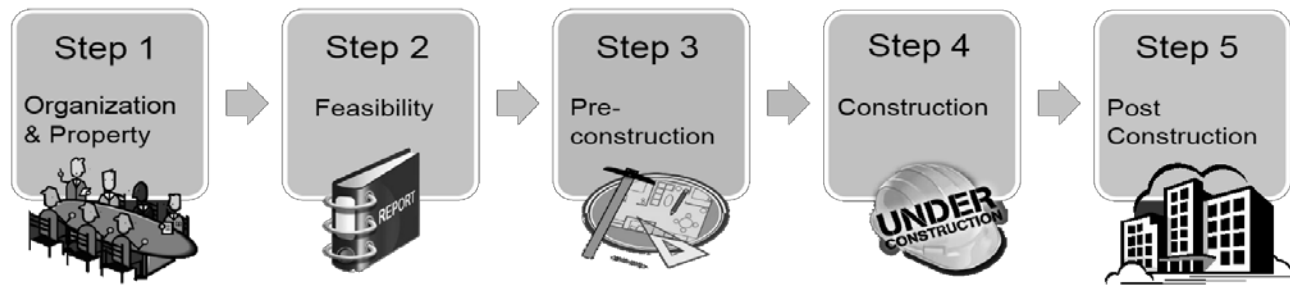
- Oversee the preparation of development program and concept plan(s)
- Undertake market/need/demand analysis
- Identify, evaluate, and assist with negotiating property acquisition
- Assist with project design (particularly from market and budget perspectives)
- Prepare capital and operating cost budgets
- Assist with zoning and other development approvals
- Prepare applications for government assistance
- Prepare marketing materials and coordinate marketing/application/pre-leasing/pre-sales process
- Prepare financing applications and negotiate terms
- Coordinate an acceptable procurement method and construction contract
- Account for all project costs
- Assist with organizing property management

Because each project is unique, it is difficult to list the exact tasks the development consultant may take on. In fact, because development consultants are frequently involved very early in the development process, the exact list of tasks may be impossible to know until the development process has begun, and the full scope of the project is known.



NGDA and the Real Estate Development Process

For most projects, development consultants guide owners and the development team through a Five-step real estate development process.



During the **First Step**, the development consultant helps the owner assemble the development team, identify the project's goals and objectives, secure/define the property to be developed, and develop an initial building concept. The development consultant also assists the owner in assessing its own financial and operational capacity to undertake development of the project.

During **Step Two**, the development consultant works with the owner to assess the project's feasibility. This step typically involves helping the owner with tasks such as: market/need/demand analysis, preliminary designs, preliminary capital and operating budgets, financing applications and negotiations, and zoning/development approvals. The goal of the feasibility stage is to help the owner determine whether it should proceed to the next stage of development.

Once feasibility has been determined, **Step Three** is pre-construction. Deciding to go to pre-construction is normally a major step for an owner as it usually involves significant expenditure of funds for architectural and engineering services. During this stage, the development consultant also helps the owner determine an acceptable construction contract. The goal of step three is to arrive at a final capital cost budget, finalize agreements, and achieve all necessary approvals in order to proceed with construction.

Step Four is construction of the project. During this step, the development consultant participates in construction meetings, helps the owner resolve any construction issues that arise, accounts for all project costs, and facilitates advances from financing agencies. Depending on the project, the development consultant may also need to initiate and coordinate the marketing/pre-leasing/pre-sales process.

The **Final Step Five** in the development process involves assisting the owner with setting up for sales, on-going property management,

initial move-ins, clearing-up construction deficiencies, and finalizing the project's capital cost. Depending on the situation, the development consultant may also need to help the owner initiate staffing or enter into an on-going property management contract.

Because developing real estate is a cumulative process with each step forming a foundation for the next, it is important for the development consultant to be hired by owners as early as possible in the process. Decisions made, or not made, early in the development process can have a major impact later in the process. Awareness of how early decisions impact later in the process is one of the skills a qualified development consultant brings to a project.

How do Real Estate Development Consultants at NGDA get paid?

Typically, real estate development consultants get paid fees based on a percentage of total project cost. The percentage amount depends on the size and complexity of the project, with smaller projects tending to have slightly higher percentages than larger projects.

For many projects, owners ask development consultants to share some of the up-front financial risk associated with developing real estate by deferring payment of fees until the project proceeds to construction. This sharing of financial risk translates into the development consultant assuming more of a partnership role through pre-construction phases of the project. Asking development consultants to share in the financial risk may alter the development consultant's percentage fee calculation.

Developing real estate is a complex process involving years of effort, large sums of money, and the work of many professionals. In recent years, changes in financing procedures, shifting market needs and demands, increasingly more complicated government programs and development regulations, and evolving design requirements have all added to the complexity of the real estate development process. An experienced professional development consultant offers owners the comfort of having someone "on board" who understands the complexities of real estate development and has navigated through the process many times before.

It is not the day you have to
manage, but the moment.

It is not the dragon you have
to slay, but the fear.

And, it is not the path you have
to know, but the destination. *



1257 Highbluff Ave.
San Marcos, CA 92078
(760) 239-1554 (cell)

Focus...on what serves the environment, people, and the ownership's real estate development vision.

**What a relief, huh?*



Real Estate Development Primer

Multiple-step process, real estate development is complicated, lengthy, and risky, sometimes taking years to move a project from the initial planning stages, through construction to final completion. There are plenty of obstacles that can pop up along the way. Yet, development projects also can be highly profitable investment opportunities.

Development projects provide the opportunity to deliver a product that does not currently exist into a market, thus providing the fresh new supply of property uses to satisfy pent-up market demand. When executed well and thoughtfully, a development project can translate into a runaway success story; something that simply is not nearly as possible with an existing asset that is under used.

Sponsors and investors can more confidently assess some of the risks associated with construction by better understanding the “life cycle” of a development project.

Risk across project type and stage

Project type and **stage** are two factors that play a big role in the risk matrix of a given project. The project type can determine the steepness of the risk curve across the project life cycle.

As an example of a project type with relatively low-risk across all stages of the life cycle is a retail “build-to-suit” project. In a retail build-to-suit, the developer secures a long-term credit tenant, such as a McDonald’s or Walgreens and then develops a property to suit that tenant. For these types of projects, construction risk is low because the buildings are uniform with predictable costs, and the leasing risk is almost non-existent because the tenant is already identified and under lease with limited ability to terminate. There may be some pre-development risk depending upon the regulatory hurdles, as described in the Pre-Development section below.

An example project type with relatively high risk, at the opposite end of the spectrum, across all stages is a “speculative” or “spec” project. A spec industrial or spec office project, a developer often may have few or no leasing commitments before commencing construction. Pointing to existing or projected demand for the property after completion is how the developer justifies the project. The leasing risk is high for speculative projects because there are no identified tenants at the outset; the construction risk can be high if the project design is unique; and, the pre-development risk can be high if financing is difficult to obtain or regulatory hurdles abound.

Overall project risk incrementally abates as each step in a development project is completed. In the early part of the cycle there are more potential obstacles and unknowns. Then, as a project nears the construction stage, with many of those potential obstacles addressed and resolved, there is more certainty about execution, costs, and schedule.

Below, we discuss items that are consistent across project types.

Early stage: Pre-Development

At the early stage of a project, the developer focuses on due diligence, research and permitting; the most variable in duration. Because there are many unknowns, investing at this stage carries the greatest and most varied risks.

Some of the common steps in this phase include:

“Focus...on what serves the environment, people, and the ownership’s real estate development vision.”



-
- Market analysis and feasibility studies
 - Land acquisition or securing option rights to purchase land
 - Environmental assessments
 - Surveys
 - Site plans, development plans, and building plans
 - Permitting
 - Some infrastructure improvements
 - Arranging construction financing

Because this stage is the riskiest, pre-development work is usually financed by the project sponsor or a source of seed equity that might get taken out by the construction loan. Investments made during this stage, therefore, provide for higher returns than those made during the later stages. One important note for equity investors is that obtaining construction financing from a bank or other lender is a very rigorous process, and if a developer already has a construction loan arranged, it usually means that a number of major hurdles have been cleared.

Perhaps the greatest impediment to capital formation at this stage is the local jurisdiction permitting. There are usually two distinct approvals required to begin construction: land use approval and building approval.

A land use permit is a governing jurisdiction's approval of the project on a conceptual level. Almost every jurisdiction in the country, with the notable exception of Houston, Texas, has some form of land use regulation, which provides a subject system of sorting and qualifying not only the proposed use of land (retail, industrial, residential, etc.) but also the physical characteristics of the improvements (height, density, setbacks, etc.).

The land use application process can delay a project for months or even years. For this reason, the land use permit, while not the final approval for construction purposes, is often the greatest hurdle to achieve project financing. Some items that might delay land use approval are:

- Rezoning process
- Appeals from neighbors or other interested parties
- Disputes between the developer and the jurisdiction
- An involved design process that requires multiple site plan iterations

By granting a building permit, a jurisdiction is approving a project on a technical level. A jurisdiction, through its engineers, will review building plans to determine whether they meet certain safety standards and conform to current building codes. The building permit application process is relatively speedy compared to the land use process because it is supposed to be based on objective criteria. For this reason, it is less likely to delay fundraising. The building permit is generally the last milestone in the pre-development stage.

Middle Stage: Construction

The middle stage involves constructing the improvements. Since the pre-development tasks have been completed, the project risks at this stage are greatly reduced but certainly not eliminated. Some of the common steps in this stage include:

- Ground-up, Vertical construction
- Project marketing and sales

"Focus...on what serves the environment, people, and the ownership's real estate development vision."



-
- Submitting for and drawing on construction financing
 - Pre-leasing or pre-selling of either commercial or residential
 - Arranging permanent financing (if not done during pre-development)

This snapshot view highlights the risk profile of development projects over time; however, many of the same risks applicable to the purchase or refinancing of an existing building, such as sponsor solvency and expertise, economic conditions, and market factors also apply.

The project typically is financed at this stage by the sponsor, outside investors, and a short-term construction loan. Often, the debt is distributed to the developer in increments called “draws” upon the achievement of construction milestones. Investments and loans made during this stage generally provide lower returns than pre-development investments but higher returns than those made for fully constructed or stabilized buildings.

The certificate of occupancy generally marks the end of the construction phase and allows for the commencement of property operations. Like the building permit, it is based upon objective criteria regarding construction quality and is a fairly administrative process.

Final Stage: Operation

The final stage of the development process, operation, is the first stage of the building’s life. While the pre-development and construction risks may be removed by this point, obtaining tenants is still at risk. Some activities during the final stage include:

- Ongoing marketing and leasing
- Finding a buyer, if not done earlier
- Determining a hold strategy, if not selling
- Ramping up property management
- Achieving stabilization

The project is typically financed at this stage with construction financing or another round of short-term “bridge” financing until the project reaches a threshold called “stabilization,” which is typically defined as a certain occupancy level (perhaps 90% or better) for a certain duration (perhaps three consecutive months). Upon stabilization, so-called “permanent” or long-term financing can be placed and used to take out construction financing. Depending upon the amount of pre-leasing that was accomplished during construction, this can be the least risky stage. For this reason, permanent loans and equity investments will provide the lowest returns.

"Focus...on what serves the environment, people, and the ownership's real estate development vision."

Five Stages of the Real Estate Development Business

1. Enthusiasm
2. Concern*
3. Panic
4. Find the Guilty
5. Punish the Innocent



1257 Highbluff Ave.
San Marcos, CA 92078
(760) 239-1554 (cell)

Focus...on what serves the environment, people, and the ownership's real estate development vision.

** The secret is to keep it in Concern*

WHAT MAKES A GREAT REAL ESTATE DEVELOPER?

You need the Five Q's *

"It's a constant challenge to engage with your market and stakeholders and come up with compelling propositions."

Attributes a real estate developer need:

1. **Cognitive Intelligence (IQ)** a developer needs to be able to harness resources, particularly where there are multiple agendas.
2. **Emotional Intelligence (EQ)** advanced, clearly needed to develop teams of professionals and properties to achieve their potential, through managing your own emotions as well as those of others within your team.
3. **Political Intelligence (PQ)** ability to navigate a way forward through diverse stakeholders' agendas.
4. **Resilience Quotient (RQ)** necessary to cope with the pressures imposed by today's complex business and land-use regulatory environment. It determines how self-aware you are, and how able you are to deal with negotiations, and survive across multiple contexts.
5. **Moral Quotient (MQ)** finally, a becoming, increasingly vital, taking an ethical approach to the way you propose and sponsor developments.

In many markets, especially in less developed markets, these Five Q's come together to inform every aspect of real estate development, and each of them can, in different ways, be nurtured and practiced through learning and development. A balance of the Five Q's appears to be the foundation for an effective and sustainable approach to real estate development.



125 Highbluff Ave.
San Marcos, CA 92078
(760) 239-1554 (cell)

Focus...on what serves the environment, people, and the ownership's real estate development vision.

**** If you do not have all Five Q's, you may well be left behind.***



Summary of Qualifications

Deadline driven, N\GDA are focused individuals, goal-oriented, concerned with quality; industrious and conscientious with a strong work ethic. As a conceptual thinker, develops inventive solutions and provides clear leadership to any organization or project.

Creative problem solvers using own original **N\GDA** ideas and others' imaginative approaches to get the job done; with vast experience, able to see the big picture while being out-of-the-box thinkers and critical evaluators; able to make extraordinarily difficult transactions work.

Positions Held:

Ex. Vice President - COO	StepRing Excavation Technologies	2013 - Present
Principal Consultant - d.b.a.	New\Green Development Advisors	2013 - Present
President - CEO	New\Green Housing Corporation	2006 - 2012
Ex. Vice President - COO	The At vantage Group	2004 - 2006
Vice President - Business Dev.	Hallmark Communities	2003 - 2004
Ex. Vice President - COO	ConstructionJobs.com	2002 - 2003
Ex. Vice President - COO	OTW Software, Inc.	1998 - 2002
Vice President - COO	H & F Aeronautical Technologies	1997 - 1998
President - COO	Trion Capital Corporation	1988 - 1996
President – CEO	Star Development Group	1972 - 1988

“In the positions above, as a driven leader with a proven track record of directing national and global operations while formulating robust strategies, I successfully turned loss into profit and driven market expansion; excelled at reinvigorating productivity through astute management of personnel, encouraging corporate culture based on collaborative teamwork, valuing individual contribution and engendering employee ownership and commitment. I am passionate about leadership development and offer instruction and training in management and leadership principles; committed to coaching and mentoring young professionals.” Ronald J. Ramos, Principal.

Creates an interesting and challenging work environment, where what is valued is not just the ability to predict results with forecasts and plans, but also the ability to generate results for projects and challenges, which were not going to happen otherwise.

Steeped in knowledge and experience.

Proven abilities in strategic planning, managing projects, improving efficiency, team building, marketing, and sales.

Vision, persistence, innovation, commitment, and personal asset leverage.

Core Strengths: Vision & Strategy - Alignment - Operational Oversight - Management & Leadership Training - Turnaround Strategies - Corporate Culture - Team Development - Change Management

Education, Professional & Technological Skills:

Bachelor of Science, Marketing - San Diego State University '68. Associated Students Vice President; initiated into Blue Key National Honorary Fraternity for leadership and scholastic achievement, awarded AMS Man-of-the-Year, selected to be included in Who's Who in American Colleges and Universities for two consecutive years.

Veteran – United States Coast Guard 1960-64.



California General Contractors License

(Lic. 512166)

Project Forecasting, Financial Analysis and Process Management using:

Word ♦ Excel ♦ PowerPoint ♦ Publisher ♦ Visio ♦ Project ♦ Sales Force ♦ Tract-PIE ♦ Income-PIE

Boards & Affiliations:

Member, Board of Advisors

Zementis, Inc

Zementis, Inc. provides progressive decision technology, enabling intelligent decisions in real-time across the entire value chain. The mission is to combine science and software to embrace superior business solutions.

Gerson Lehrman Group Councils

Scholar

The GLG Councils are groups of professionals and consultants, in various industries and specialties, who educate and share insights with financial and business leaders and other organizations and professionals; hold Top 20% indicator in all client interactions.

The Breakthrough Foundation

Facilitator/Fundraiser

Made fundraising presentations throughout the United States and Canada, introducing audiences to the foundation's program objectives for its Youth-at-Risk transformation program, averaging over \$15,000 of pledges per presentation.

Grand Chapter of Theta Chi International Fraternity

National Treasurer

Served on the National Board of Directors for eight (8) years from 2002-2010 including 2 years as National Treasurer for this 58-year old organization which has more than 170,000 alumni and undergraduate members.

Vistage International

Chair

As a business consultant and coach, trained and received certification as a Chair from Vistage Academy improving skills that maximize clients'/group members' returns in both their business and personal lives in the role as a coach - identifying and championing profitable opportunities and delivering solutions that meet personal, corporate and market needs.

Partial List of Completed Commercial, Industrial, Retail Housing, Retirement & Recreation Projects:

Oceanside Commerce Center:	24,000 sq. ft. of commercial buildings on multi-zoned property.
Security Self-Storage:	175,000 sq. ft., 2001unit mini storage in Oceanside, CA.
Vallecitos Shopping Center:	10-Acre Stater Brothers Center, Mission & Bennet in San Marcos, CA.
San Marcos Racquet Club:	74-unit apartment project at Cal-State University, San Marcos, CA.
The Bed & Breakfast Inn at La Jolla:	16-room historical preservation of the Kautz House designed by Irving Gill.
Peacock Shores Convenience Center:	17,000 sq. ft. commercial project in Guadalupe, CA.
First United Methodist Church:	1,500 sq. ft. conversion of office space to commercial including Special Use Permit amendment to use for bridal retailer Here Comes the Bride.
Cambridge Green:	54-unit townhome project on the water at Lake Havasu, AZ
Gleneagles:	286-unit subdivision of land on the golf course in Lake Havasu, AZ.
San Marcos Industrial Park:	27-acre multi-tenant industrial park on Highway 78 in San Marcos, CA. Developed, financed, and constructed 8 buildings totaling 65,000 sq. ft., plus lot sales.
Highland Springs:	150-unit manufactured home development and golf course, Cherry Valley, CA.
Vallecitos:	156-acre commercial, multi-family and 602 single-family Homes project in San Marcos, CA.



Skyloft:	98-homes built in ocean view “clusters” subdivision in Encinitas, CA.
Peacock Hills:	932-units, 850 and 935 sq. ft. retirement/adult homes project. The Property absorbed in three and a half years, with the last phase of 274-homes sold-out in one day!
Peacock Park:	337-homes in the City of San Marcos, CA.
Peacock Valley & Peacock Palms:	559-homes in three projects in Banning and Coachella, CA.
Peacock Ridge:	106-homes community in Oceanside, CA.
Cambridge Greens II:	43-homes project on the lake in Lake Havasu, AZ.
La Colonia de Santa Paula:	128-homes for Cesar Chavez’s UFW-AF of L farm workers in the City of Santa Paula, CA. See project documentary: http://www.youtube.com/watch?v=hbTCkKh_dnc .
Peacock Meadows:	150-single family homes project in Oceanside, CA.
Peacock Gardens:	330-home project in San Marcos, CA.
Colonia Del Parque:	42-home second Santa Paula project of a new design and lot configuration.
Peacock Shores:	67-homes project the homes in Guadalupe, CA pre-sold to Low income buyers from City Hall.
Sun Gardens:	127-home at Riverside County’s Sun City
North Bay at Lake Arrowhead:	175-building sites on 58 acres Lake Arrowhead CA. Site was done in three phases of 41 condominiums, a timeshare project of 67 sites, and land sales.
Gamma Theta Chapter House:	15,091 sq. ft. (with underground parking) student housing facility at San Diego State University.

Current Consulting Projects:

Pacific Sands:	4-luxury condominiums in Oceanside CA with an average price of \$1,968,000. See www.pacificsandsliving.com
1531 Montiel Road:	Re-Subdivision of 3 lots and build 3 additional homes with an average price in the low \$600,000’s in San Marcos CA.
776 Bennett Ave:	Subdivision of 3 lots for remodel of current and build 2 additional homes with an average price in the low \$600,000’s in San Marcos CA.
650 Bennett Ave:	Subdivision of 3 lots with plans to build 2 additional homes with an average price in the low \$600,000’s in San Marcos CA
Ranchos Finisterra:	84-5 acre to 20-acre ranchos sites.
Cypress Ridge Residential RV Resort:	179-space RV Park located in Aguanga CA, approved, and developed as a park model residency rental park.
Waterford Residences:	74-unit workman camp and mobile home project in Watford City, North Dakota.
Diamond Acres:	6.93 ac. R-3 multi-family project in Dickinson, North Dakota.
Cascada Verde:	35-single-family attached townhomes at La Costa Resort in Carlsbad CA with an average sales price of \$692,000. https://www.lee-associates.com/elec/sandiego/LeeLandTeam/AltismaWay/ElevationVideo.mp4



LIST OF SERVICES

N\GDA is committed to providing the highest quality service in the following areas:

Real Estate Development Consulting

- Brokerage
- Market and Feasibility Analysis
- Financing Alternatives
- Risk Assessment
- Site Selection / Relocation
- Developer Selection and Partnerships (RFQ / RFP)
- Monetization of Owned Real Estate
- Sales / Leasing / Acquisitions

Construction Management / Owner's Representation

- Value Engineering
- Green Analysis & Assessment – health, energy efficiency, sustainability
- Strategic Analysis & Planning
- Project Team Selection
 - Architect
 - General and Engineering Contractor
 - Legal Representation
 - Sales & Marketing
- Contract Negotiation
- Project Management
- Construction Oversight

Mediation / Arbitration

N\GDA was formed in July 2008. N\GDA providing financial institutions, landowners, investors, and developers a superior level of real estate development/management services designed to maintain and ultimately maximize the value of their real estate portfolios. Specific value-added services include:

- Project Characterization, Assessment and Analysis
- Asset Maintenance and Management
- Construction and Turn-around Management
- Home and Commercial Sales and Marketing Management

Through N\GDA strategic affiliations, we are able to align our knowledge of real estate development assets and experience in complex assignments with other organization's infrastructures, network of market specialists and offices, and cutting-edge technology. The result is a superior level of development advisory services that is unparalleled in the industry.

Please contact me at (760) 239-1554 or ron.ramos@newgreenadvisors.com



REAL ESTATE DEVELOPMENT CONTEXT ARCHITECTURE

Real Estate Investment Analysis • Property Development Services • Best Practices Project Planning

_____, 2022

Project Advisory Agreement

This independent contractor/project advisory agreement (herein "**Agreement**") is made effective as of the above date by and between _____ located at _____, CA 9_____ and Ronald J. Ramos, d.b.a., New Green/Development Advisors, 1257 High Bluff Avenue, San Marcos, California 92078.

In this Agreement, the party who is contracting to receive the services shall be referred to as "_____" and "_____", collectively as "Owner", and the party who will be providing the services shall be referred to as "Ramos" or "Consultant".

The services rendered by Ramos shall include analysis and consultation services on real estate development projects during feasibility and due diligence process, in advance and during the development and construction of new for-sale or for-rent homes to be constructed on properties in which ownership expresses an interest.

The consultant may perform a wide variety of tasks directly related to the development of privately financed projects from feasibility analysis, acquisition, and design through construction, sale, and occupancy. These activities shall include but will not be limited to entitlement processing, scheduling, market and product design analysis, planning, costs analysis and construction oversight including communications with site superintendents, general contracting professionals, specialty experts, service providers and sub-contractors.

The objective of this relationship is to build a real estate development business by achieving approvals for and delivery of cost-effective, on- time, quality developed real estate to the market at the highest achievable return on the Owner(s)' investments. The purpose of this relationship is to create predictable outcomes, taking the bold steps of (1) urgency, (2) honesty, (3) communication, (4) having fun, and (5) facing the brutal facts.

1. RESPONSIBILITIES:

- Responsible for coordinating project analysis, entitlement process and oversight, and enabling the new construction from inception to completion as coach, due-diligence analyst, and adviser;
- Serve as liaison between Owner(s), professional service providers, City administrators and contractors to communicate planning, design requirements and project approvals and requests;
- Provide direct technical assistance to Owner(s) including project scope, cost estimates, proforma analysis, development assistance, and coordination with government programs and procedures;
- Provide oversight support of new construction including scheduling and coordination for plan check, general contractor's requests for building inspections, permitting and site preparation;
- Initiate and administer project activities including review of project budget, recommending, and selecting professional services providers; taking an advocacy position for the project and Owner(s);
- Coordinate and encourage the production of feasibility cost estimates, financial proformas, completion schedules and project implementation budgets with Owner(s);
- Prepare and/or review draft entitlement contracts, project development agreements and other project documents for review and Owner(s)' approval;
- Monitor project feasibility cost and expense budget reports prepared for Owner(s) including variance analysis



- Perform other duties and support functions as needed commensurate with business and project circumstances.

2. QUALIFICATIONS:

- Forty-Six (48+) years of experience in residential project development, construction, and land improvement work.
- Proven expertise in project management and home construction, with the ability to understand and analyze cost projections, prepare budgets and schedules.
- Knowledge of the housing and real estate development process, architectural plans, permitting, budgeting and costs control, plan check and inspections, contracting, funds control and accounts payable.
- Excellent written and oral communications skills.
- Ability to work with Owner(s), contractors, government regulators, engineering and design teams, homeowner associations.
- Demonstrated process management and supervisory ability.
- Knowledge of Windows and Microsoft Office, and scheduling software.
- Knowledge of a range of federal, state, utilities and local housing regulations and resources.
- Experience in managing employees, third party vendors and contractors.

3. COMPENSATION:

The compensation to Ronald J. Ramos, d.b.a. New Green\Development Advisors, or its assignee, for the project(s) listed in **"Exhibit A"** shall be in accordance with **"Exhibit B"** attached hereto and incorporated by reference.

4. TERM/TERMINATION.

This agreement may be terminated by Client by giving 30 days' notice in writing of its intention to terminate. Client will have no liability in respect of costs incurred following the expiration of such notice, and/or:

- a) By either party upon giving notice in writing to the other if the other party has a receiver or administrative receiver appointed or passes a resolution for winding up (otherwise than for a bona fide scheme of solvent amalgamation or reconstruction) or a court of competent jurisdiction makes an order to that effect or if the other party becomes subject to an administration order or enters into a voluntary arrangement with its creditors or ceases or threatens to cease to carry on business.
- b) In the event that either party or any employee or subcontractor of the Consultant is in breach of this Agreement or that such breach is rectifiable, that party will have the opportunity to rectify said breach within 14 days of the occurrence and notice of the breach. If the party in breach fails to rectify the breach within 14 days, the other party will be entitled to terminate this agreement immediately.
- c) Should the Consultant or any of its employees or subcontractors or agents are guilty of gross misconduct, Client will be entitled to terminate this agreement immediately.



- d) Upon termination of this agreement each party will promptly return to the other all materials, data, and other property of the other held by it. The Consultant will ensure that all such property held in possession by it or any of its employees or subcontractors are promptly returned to Client.

5. RELATIONSHIP OF PARTIES.

It is understood by the parties that Ramos is an independent contractor with respect to _____ and _____, and not an employee and will not be provided fringe benefits, including health insurance benefits, paid vacation, or any other employee benefits, for the benefit of Ramos.

6. WORK PRODUCT OWNERSHIP

Any copyright-able works, ideas, discoveries, inventions, patents, products, or other information (collectively, the "Work Product") developed in whole or in part by Ramos in connection with the Services anticipated by this Agreement shall be the exclusive property of Ramos. Upon request, Ramos shall agree to terms and sign all documents necessary to confirm or perfect the exclusive ownership to _____ and _____ to the Work Product.

7. CONFIDENTIALITY

Ramos will not at any time or in any manner, either directly or indirectly, use for the personal benefit of Ramos, or divulge, disclose, or communicate in any manner any information that is proprietary to _____ and _____. Ramos will protect such information and treat it as strictly confidential. This provision shall continue to be effective after the termination of this Agreement. Upon termination of this Agreement, Ramos will return to _____ and _____ all records, notes, documentation, and other items that were used, created, or controlled by Ramos during the term of this Agreement.

8. NOTICE

All notices, requests, demands or other communications required or permitted by the terms of this Agreement will be given in writing and delivered as follows:

a. Owner:

b. Consultant:

Ronald J. Ramos, d.b.a., New\Green Development Advisors
1257 High Bluff Avenue
San Marcos, California, 92078 Fax: 760.471.2358
Email: ron.ramos@cox.net

or to such other address as any Party may, from time-to-time notify the other.

9. NON-COMPETE AGREEMENT

For a period of six (6) months after the termination of this Agreement, Ramos will not directly or indirectly engage in any business that is directly associated with Owner. This covenant shall apply to the geographical area that includes the County of San Diego; Ramos agrees that this non-compete provision will not adversely affect the livelihood of Ramos.

10. ENTIRE AGREEMENT.

This Agreement contains the entire agreement of the parties, and there are no other promises or conditions in any other agreement whether oral or written.



11. SEVERABILITY.

If any provision of this Agreement shall be held to be invalid or unenforceable for any reason, the remaining provisions shall continue to be valid and enforceable. If a court finds that any provision of this Agreement is invalid or unenforceable, but that by limiting such provision it would become valid and enforceable, then such provision shall be deemed to be written, construed, and enforced as so limited.

12. APPLICABLE LAW.

This Agreement shall be governed by the laws of the State of California.

BOTH CONSULTANT AND OWNER WISH TO AVOID THE COSTS AND LENGTHY DELAYS WHICH WOULD RESULT IF THE CONSULTANT FILED A LAWSUIT OR INSTITUTED ARBITRATION TO COLLECT CONSULTANT'S DAMAGES FOR TERMINATION, CANCELTION, OR BREACH OF THIS AGREEMENT. THEREFORE, IN THE EVENT OF TERMINATION, CANCELTION, DEFAULT OR BREACH OF THIS AGREEMENT BY OWNER, CONSULTANT SHALL BE ENTITLED TO RETAIN AN AMOUNT EQUAL TO THE AGGREGATE PAYMENTS MADE BY OWNER HEREUNDER, AS LIQUIDATED DAMAGES ("LIQUIDATED DAMAGES"). THE ADDITIONAL REMEDIES PROVIDED TO CONSULTANT UNDER THIS AGREEMENT IN EXHIBIT "B", THE LIQUIDATED DAMAGES AND CONSULTANT'S RIGHT TO TERMINATE THIS AGREEMENT SHALL CONSTITUTE CONSULTANT'S SOLE AND EXCLUSIVE REMEDY IN THE EVENT OF OWNER'S DEFAULT UNDER THIS AGREEMENT WHICH RESULTS IN OWNER'S FAILURE TO CONTINUE THE RELATIONSHIP DESCRIBED IN THIS AGREEMENT AND CONSULTANT WAIVES ANY OTHER RIGHTS TO SPECIFIC PERFORMANCE OR DAMAGES.

13. SIGNATORIES.

This Agreement shall be signed by _____ and _____ personally and as an officer on behalf of _____ and by Ronald Ramos, Owner d.b.a. New Green/ Development Advisors, or its assigns.

This Agreement is effective as of the date first above written.

Its: _____

Agreed: _____

Ronald J. Ramos, d.b.a., New\Green Development Advisors, or assigns

Agreed: _____



"EXHIBIT A"

Parcels that are the subject of this Agreement:

Additional properties may be added to the above list by mutual agreement.

Initials: _____

Initials: _____



"EXHIBIT B"

Compensation

The purpose of the relationship created by this Agreement is to **produce revenue and value** from the holding or sales of property acquired, developed and/or improved by Owner. The compensation to Consultant for project services is based on **dollar-volume produced** and shall be equivalent to 3% of the retail sales price of each project or final appraised value, drawn against monthly during the term of this Agreement and the development of the properties; and finally, the balance payable from cash disbursements to the Owner in the form of preference payments and profit disbursements, or refinancing after construction loan payoffs.

For the services rendered by the Consultant as contemplated by this Agreement, on a project-by-project basis, the Owner will provide a monthly compensation draw to the Consultant of \$ _____ **per month**, with first month payable as a retainer with the signing of this agreement and continuing monthly thereafter until completion, or termination of this agreement according to paragraph 4 above. All payments drawn shall be deducted from the total payable estimated in the project pro forma to be \$ _____.

With the addition of projects, the monthly draw will be adjusted accordingly by agreement between the parties. In the event consultant receives any payments from real estate agents or loan brokers in the form of commissions and finder's fees, those will be applied as part of the draws, to the benefit of the Owner. Consultant specifically does not encourage such compensation from others.

Consultant will have earned and be entitled to 1.5% of the final sales price of the property upon recordation of construction financing and/or the issuance of each building permit. The other amounts due shall be considered earned as of the issuance of the certificate of occupancy, and all payable at the close of each escrow from its proceeds, or proceeds from permanent financing, less amounts drawn as described above.

Success Compensation

Acquisition of additional projects through Consultant's effort shall include compensation as above, plus 2% of the project acquisition cost earned as of the start of professional (Engineering, planning, architecture, etc.) services and/or the acquisition of the property itself, payable upon acquisition of any form of development financing.

Provision of Support and Reimbursement of Expenses

In addition to the Compensation, the Consultant will be entitled to the following additional support and compensation for performing the Services. The Client agrees to provide the Consultant the following functions:

- I. Owner, or its selected contractor, shall provide estimating, purchasing, construction contract preparation, and construction supervision, as well as allowable mileage and business-related expenses reimbursement.
2. The Consultant will be reimbursed from time to time for all reasonable and necessary expenses incurred by the Consultant in connection with providing the services hereunder. The Consultant will furnish statements and vouchers to the Owner for all such reimbursable expenses.

Should termination of this agreement occur at any time or for any reason other than malfeasance, Consultant shall be entitled compensation, accordingly, with the above milestones and the stage-of- completion of the project but no less than 1.5% of the final sales prices payable as in the first paragraph in this Compensation Section immediately at the time of the termination.

Initials: _____

Initials: _____

RONALD J. RAMOS

- 1257 Highbluff Avenue - San Marcos, CA 92078 - Phone: (760) 239-1554 -
- E-Mail: ron.ramos@newgreenadvisors.com -

SUMMARY OF QUALIFICATIONS

With over 50 years of experience in the real estate development industry, Ron has expertise in construction, land development, land acquisition, planning, entitlement, market research, product design, advertising, and sales. But, according to others, he isn't just in the business of building homes and developing communities, he's weaving an impactful legacy of housing focused on creating healthier initiatives for communities, people, and the planet.

“As a real estate developer and homebuilder, you have to love your customers, you have to love your employees, you have to love your trade partners—because they're the ones who make it all happen and we live to make their lives better,” he tells everyone. “You have to love to build.”

Deadline-driven focused individual, goal-oriented, concerned with quality, industrious and conscientious with a strong work ethic. As a conceptual thinker, develops inventive solutions and provides clear leadership to any organization or project.

Creative problem solver uses own original ideas and others' imaginative approaches to get the job done; with vast experience, able to see the big picture while being an out-of-the-box thinker and a critical evaluator; able to make extraordinarily difficult transactions work.

POSITIONS HELD

MANAGING MEMBER	TRIM TAB HOUSING LLC	2020 - PRESENT
PRINCIPAL CONSULTANT	NEW\GREEN DEVELOPMENT ADVISORS	2013 - PRESENT
PRESIDENT - CEO	NEW\GREEN HOUSING CORP.	2006 - 2012
EX. VICE PRESIDENT - COO	THE AT VANTAGE GROUP	2004 - 2006
VICE PRESIDENT - BUS. DEV.	HALLMARK COMMUNITIES	2003 - 2004
EX. VICE PRESIDENT - COO	CONSTRUCTIONJOBS.COM	2002 - 2003
EX. VICE PRESIDENT - COO	OTW SOFTWARE, INC.	1998 - 2002
VICE PRESIDENT - COO	H & F AERONAUTICAL	1997 - 1998
PRESIDENT - COO	TRION CAPITAL CORP.	1988 - 1996
PRESIDENT - CEO	THE RAMOS/JENSEN COMPANY	1972 - 1988

Resume of RONALD J. RAMOS

“In the positions above, as a passionate leader with a proven track record of directing local, national, and global operations and formulating robust strategies, I have successfully turned loss into profit and driven market expansion. I excel at reinvigorating productivity through astute management of personnel, engendering corporate culture based on collaborative teamwork, valuing individual contribution and engendering employee ownership and commitment. I am passionate about leadership development and offer instruction and training in management and leadership principles. I am committed to coaching and mentoring young professionals.”

Creates an interesting and challenging work environment where what is valued is not just the ability to predict results with forecasts and plans, but also the ability to generate results for project challenges, which were not going to happen otherwise.

Steeped in knowledge and experience.

Proven abilities in strategic planning, managing projects, improving efficiency, team building, marketing, and sales.

Vision, persistence, innovation, commitment, and personal asset leverage.

Core Strengths - Vision & Strategy - Alignment - Operational Oversight - Management & Leadership Training - Turnaround Strategies - Corporate Culture - Team Development - Change Management

EDUCATION & PROFESSIONAL SKILLS

BACHELOR OF SCIENCE, MARKETING - San Diego State University ‘68. *Associated Students Vice-President: initiated into Blue Key National Honorary Fraternity for leadership and scholastic achievement, awarded AMS Man-of-the-Year, selected to be included in Who's Who in American Colleges and Universities for two consecutive years.*

Veteran – United States Coast Guard 1960-64. *Served aboard the U.S.C.G Cutters Morris (W-47) and Ponchartrain (WHEC-70).*

California General Contractors License

Lic. # 512166

PROJECT FORECASTING, FINANCIAL ANALYSIS REPORT WRITING

TractPIE - IncomePIE - Word - Excel - PowerPoint - Publisher - Smart Draw - Visio - Project - Sales Force

BOARDS & AFFILIATIONS

Virginia United Methodist Housing Development Corporation

Member, Board of Directors

Virginia United Methodist Housing Development Corporation (“VUMHDC”) was founded in 1975 as a 501.C(4) non-profit by authorization of the Virginia Conference of the United Methodist Church (“UMC”). The purpose of VUMHDC was to address the growing need for affordable housing in Virginia as a developer and operator. <https://vaumhdc.org/>

ProSession

Member, Board of Advisors

ProSession has the technology, connections, and imagination to create the planet's most inspiring sports streaming platform. ProSession aims to create a lifestyle brand where viewers can learn about the mind, body, and spirit of the best athletes in the world through immersion video sessions. The ProSession brand represents the elite side of learning and perfecting sport and hopes to become the gold standard for modern sports education and entertainment. ProSession is on a mission to build an iconic company within the sports industry and change the world one ProSession at a time. <https://www.prosession.net/>

Zementis, Inc

Member, Board of Advisors

Resume of RONALD J. RAMOS

Zementis, Inc. provides progressive decision technology, enabling intelligent decisions in real-time across the entire value chain. The mission is to combine science and software to embrace superior business solutions. www.zementis.com

Gerson Lehrman Group Councils

Scholar

The GLG Councils are groups of professionals and consultants, in various industries and specialties, who educate and share insights with financial and business leaders and other organizations and professionals; hold Top 20% indicator in all client interactions. <https://glg.it/>

The Breakthrough Foundation

Facilitator/Fundraiser

Made fundraising presentations throughout the United States and Canada, introducing audiences to the foundation's program objectives for its Youth-at-Risk transformation program, averaging over \$15,000 of pledges per presentation. The program known as (and for) Youth at Risk was developed in concert with the communities. Youth At Risk made an agreement with The Breakthrough Foundation to produce Youth At Risk courses in cities across the United States, a slam dunk given that The Breakthrough Foundation was already committed to empowering young people. Youth At Risk continues to deliver its programs in cities across the country.

Grand Chapter of Theta Chi International Fraternity

National Treasurer

Served on the National Board of Directors for eight (8) years from 2002-2010 including 2 years as National Treasurer for this 165-year-old organization which has more than 170,000 alumni and undergraduate members.

Vistage

Chair Certified

A Vistage chair and business consultant seeks to maximize group members' returns in both their business and personal lives; identifying and champion profitable opportunities and delivering solutions that meet corporate and market needs.

COMPLETED COMMERCIAL, INDUSTRIAL, RETAIL HOUSING, RETIREMENT & RECREATION PROJECTS

Oceanside Commerce Center:	24,000 sq. ft. of commercial buildings on multi-zoned property.
Security Self-Storage:	175,000 sq. ft., a 2001-unit mini-storage in Oceanside, CA.
Bed & Breakfast Inn at La Jolla:	A historical site designed and built by Irving Gill in 1914, the 16-room world-class boutique hotel in La Jolla, California remodeled and operated in a bed and breakfast format.
Vallecitos Shopping Center:	10 -ac. Stater Brothers Center, Mission Avenue, San Marcos, CA.
Peacock Shores Center:	17,000 sq. ft. commercial project in Guadalupe, CA.
First United Methodist Church:	1,500 sq. ft. conversion of office space to commercial including Special Use Permit amendment to use for bridal retailer Here Comes the Bride.
San Marcos Industrial Park:	27 -acre multi-tenant industrial park on Highway 78 in San Marcos, CA. Developed, financed, and constructed 8 buildings totaling 65,000 sq. ft., plus lot sales.

Resume of RONALD J. RAMOS

Highland Springs:	150 -unit manufactured-home development and golf course, Cherry Valley, CA.
Vallecitos:	156 -ac. commercial , multi-family and 602 single-family homes project in San Marcos, CA.
Skyloft:	98 -luxury homes built in ocean view “clusters” in Encinitas, CA.
Peacock Hills:	932 -homes of 850 and 935 sq. ft. retirement/adult homes project. The property absorbed the 932 units in three and a half years, with 274 of the homes sold in one day!
Peacock Park:	337 -homes in the City of San Marcos, CA.
Peacock Valley & Peacock Palms:	559 -homes in three projects in Banning and Coachella, CA.
Peacock Ridge:	106 -homes community in Oceanside, CA.
Cambridge Greens:	43 -homes project on the lake in Lake Havasu, AZ.
La Colonia de Santa Paula:	128 -homes for Cesar Chavez’s UFW-AF of L/CIO farm workers in the City of Santa Paula, CA. See project documentary: http://www.youtube.com/watch?v=hbTCckh_dnc .
Peacock Meadows:	550 -homes project in Oceanside, CA.
Peacock Gardens:	176 -homes in San Marcos, CA.
Colonia Del Parque:	42 -homes second Santa Paula project of a new design and lot configuration.
Peacock Shores:	67 -homes project the homes in Guadalupe, CA pre-sold to low-income buyers from City Hall.
Sun Gardens:	127 -homes at Riverside County’s Sun City
NorthBay at Lake Arrowhead:	58 -ac. (175 building sites) Lake Arrowhead CA. Site was done in three phases of 41 condominiums, a timeshare project of 67 sites, and land sales.
Gamma Theta Chapter House:	15,091 sq. ft. (with underground parking) student housing facility at San Diego State University.
<u>CURRENT & CONSULTING PROJECTS:</u> Acquisition, capitalization, interim financing, strategic planning, sales & marketing.	
Pacific Sands:	4 Luxury condominiums on North Pacific Street with an average price of \$1,700,000. See: www.PacificSandsLiving.com .
Montiel Homes:	8 -Single-family homes in San Marcos CA.
Bradford Run RV Resort:	179 -space Park Model RV Park located in Aguanga CA. Unit sales, space and storage rental with 5-acre commercial site and additional development property.
Waterford Residences:	74 -unit workman camp and mobile home project in Watford City, North Dakota.

Resume of RONALD J. RAMOS

Diamond Acres:	6.93 ac. R-3 multi-family project in Dickinson, North Dakota.
Cascada Verde:	35 -unit luxury townhome project in the Carlsbad CA neighborhood of La Costa. See: https://www.youtube.com/watch?v=dDHROmlIxGs
Ocean:	17 -unit luxury flats in the Carlsbad Village-by-the-Sea community.
Hill Haven:	10 -unit single-family homes in Loma Alta district of Oceanside CA
Casa de Vista Amplia:	5,049 sq. ft. spec. home on 3 acres in Rancho Santa Fe, CA to sell at \$4.1M

HISTORY- PAST PROJECTS

The following describes the residential homebuilding projects for which I had responsibility for and successfully completed either acquisition or disposition of the property:

RANCHOS FINISTIERRA

87 estate homes of 2,200-3,600 sq. ft. on 5–20-acre parcels selling from \$550,000 to \$700,000 in East San Diego, CA.

ORANGE GLEN

24 homes of 1,700-2,500 sq. ft. priced from \$250,000 to \$325,000 located in El Centro, CA.

LOMA ALTA VILLAGE

14 homes of 1,900 – 2,400 sq. ft. on 6,000 sq. ft. parcels two miles from the beach in Oceanside, CA.

LAS BRISAS

Seven Luxury Ocean Condominiums priced from \$900,000 to \$1,400,000 at the beach in Oceanside, CA.

CLEVELAND ROW HOMES

Two single family dwelling homes on 2,200 sq. ft. priced at \$1,100,000 in the redevelopment area of Oceanside three blocks from the beach and a proposed five-star resort.

THE GREENS AT SOBOBA SPRINGS

50 Duplex lots on 11.5 acres located on the 18th fairway of the newly renovated Soboba Springs Golf Resort in San Jacinto, CA. These 1,800 sq. ft. duplex units will sell in the mid \$300's.

MISSION TRAILS ESTATES

17 equestrian lots on 27 acres in Santee, CA. These 2 to 4-acre view parcels will be sold or developed into homes ranging in size from 3,000 to 4,000 sq. ft. and priced from \$600,000 to \$800,000.

The following describes (other than homebuilding) projects, which I had P&L responsibility for and successfully completed:

HIGHLAND SPRINGS:

Improvements on a 150-unit manufactured-home development and golf course in Cherry Valley, California.

Resume of RONALD J. RAMOS

THE BED & BREAKFAST INN AT LA JOLLA:

A historical site designed and built by Irving Gill in 1914, the 16-room world-class hotel in La Jolla, California remodeled and operated in a bed and breakfast format.

SECURITY SELF-STORAGE:

A 175,000 sq. ft., 2001-unit mini-storage in Oceanside, California.

SAN MARCOS RACQUET CLUB:

A 74-unit apartment building in San Marcos, California.

OCEANSIDE COMMERCE CENTER:

24,000 sq. ft. of commercial buildings on multi-zoned property.

SKYLOFT - PACIFIC VIEW PROPERTIES:

Luxurious 98 detached homes "cluster" community on a Leucadia, California bluff overlooking the Pacific Ocean. Skyloft featured extensive recreational amenities, including tennis courts, pool, spa, saunas, and several acres of landscaped and natural open space. The single-family residences ranged from 1,800 to 2,400 square feet in five floor plans of one, two, and three levels.

PEACOCK HILLS - WESTERLY DEVELOPMENT COMPANY:

850 and 935 square foot retirement/adult homes, Peacock Hills in Oceanside, California were developed as a limited partnership with Genstar. Formed in 1976, the property absorbed 932 units by the end of 1979. The now famous Peacock floor plans featured two bedrooms, one bath, and one-car garage on a 4,095 square foot lot. The final phase of Peacock Hills comprised of 274 homes, sold out in 7 hours on opening day.

PEACOCK PARK - VALLECITOS DEVELOPMENT COMPANY II:

337-unit planned development of two-bedroom homes in the City of San Marcos, California. The all-adult community featured the Peacock floor plans in a detached configuration.

PEACOCK VALLEY AND PEACOCK PALMS - PEACOCK VALLEY COMPANY:

Developed three properties of 559 homes in Banning and Coachella, California. Both offered zero-lot line and single-family detached homes in separate age restricted and family communities. After successful 187 unit and 28 unit starts, the plans were revised to include vaulted ceilings, tile roofs, and three and four-bedroom, family-styled homes.

PEACOCK RIDGE - PEACOCK RIDGE COMPANY:

A 106-home community of two- and three-bedroom, two bath homes in Oceanside, California. Construction started in May 1982 and was completed in the spring of 1985.

LA COLONIA DE SANTA PAULA:

128 homes in the City of Santa Paula, Ventura County, California. The 21-acre site was built as a farm labor camp in the 1920's for agricultural workers and their families. Working closely with residents, the landowner Blue Goose Growers, and city officials built the site in 1984 using the detached cottage configuration of the two bedrooms, one bath Peacock floor plans. The project was sold out several months in advance of construction. A joint venture with David Miller of Miller's Outpost fame, the project served to meet many needs of the community, the residents, as well as satisfying the community consciousness of the Ramos/Jensen Company and its employees.

Resume of RONALD J. RAMOS

PEACOCK MEADOWS - PEACOCK MEADOWS COMPANY:

Started in the first quarter of 1984, entailed the construction of 550 single family homes on the 80-acre Williams Ranch in Oceanside, California. The first 114 one- and two-story homes had stucco exteriors with wood trim, seven floor plans ranging from 1,102 and 1,816 square feet offering up to 2 ½ baths.

PEACOCK GARDENS - PEACOCK GARDENS COMPANY:

Also formed with Community Savings and Loan's venture capital arm, Community Ventures, the property had 176 homes in San Marcos, California. The 943 to 1210 square foot homes were designed to meet the needs and desires of today's entry-level buyer, mature couples, and growing families. One hundred seventeen homes were completed and sold out by the summer of 1987. The remaining lots were sold off to another developer and the partnership was dissolved with all debts paid, all customer service obligations met, and bonds exonerated. Joint venture partner Community Savings and Loan was taken over by the FSLIC and sold to Mellon Bank. Again, with great difficulty, the project was completed with little return to the developer, but with complete resolution of construction loan payoff and capital return.

COLONIA DEL PARQUE:

A second Santa Paula project commenced in 1986 and involved the construction and sale of 42 homes of a new design and lot configuration. This project was marketed to agricultural workers as well. The homes were pre-sold prior to starting the improvements.

PEACOCK SHORES:

In Guadalupe, California, a 67-home project averaging using the same homes as were sold in Colonia Del Parque in Santa Paula. The homes were pre-sold from City Hall to agricultural workers.

SUN GARDENS:

127 home community of single-family homes on the side of Riverside County's major mountain range where the year-round climate is unexcelled and the metropolitan area of San Diego and Los Angeles just 75 miles away. Floor plans ranged from 868 to 1374 square feet. This project commenced construction in the spring of 1988 and was sold to Watt Industries during the land development stage.

NORTHBAY AT LAKE ARROWHEAD:

Originated in 1988 when Arrowhead Capital Partners, Ltd. purchased a tract of 58 acres (175 building sites) of land in Lake Arrowhead. Arrowhead Capital Partners, Ltd. divided the site into three Phases: Phase I, totally completed, was the sale of 41 condominiums (41 sites). Arrowhead Capital Partners, Ltd. Built Phase II, a timeshare project of 67 sites. In 1990, the timeshare project was sold to a large timeshare company, Glen Ivy Resorts, then again to Sunterra in 1996.

CAMBRIDGE GREENS - LAKE HAVASU CAPITAL PARTNERS:

Trion Capital Corporation commenced an offering of limited partnership interests on September 23, 1988 and closed the offering in December 1988. The maximum offering amount of \$700,000 was subscribed and sold in private placement transactions to non-affiliated individuals and entities. Partnership was formed for the purpose of acquiring and renovating 43 condominiums located on the lake in Lake Havasu City, Arizona. This distribution was made on capital invested for only 277 days. Total distributions of \$1,087,800 were paid to investors while a five-year old eyesore in the city was transformed into a success.