

RESUMES

DERRICK L. TILLMAN

DEVELOPMENT TEAM, MANAGING PARTNER

GENERAL QUALIFICATIONS

Mr. Tillman, Founder and President of Bridging the Gap Development, LLC (BTG), leads the company's mission to rebuild healthy, sustainable communities through residential & commercial development by "bridging the [real estate and opportunity] gaps]" in a community. In order to achieve this goal, he guides the development of a variety of projects including multi-family affordable housing, mixed-income, and market rate rental and homeownership properties; community and cultural spaces; as well as commercial real estate. BTG also has over 100 new units slated for new construction in 2018-2019. As a board member of the Housing Alliance of Pennsylvania, Mr. Tillman continues to work to ensure all Pennsylvanians, especially the most vulnerable, have access to a home within reach. He is dedicated to tackling blight, homeownership, energy efficiency, affordable housing, and homelessness. The Housing Alliance of PA supports all of our efforts, including education, coalition building, research, and advocacy with the goal to make a safe and decent home available for all Pennsylvanians.

BTG has also been able to use its business acumen to innovatively train many unemployed and underemployed individuals with construction and/or weatherization skills. BTG, itself a Minority Business Enterprise, is committed to providing opportunities to other M/WBE enterprises.

HISTORY

BTG was founded in 2006 and is a diversified real estate development firm based in Pittsburgh. To date, BTG has redeveloped over 85 units which include multi-family, commercial and single-family properties. Additionally, we previously were a partner in a weatherization business that weatherized over 900 homes throughout seven counties in Pennsylvania within a three year period. This multi-million dollar weatherization business had contracts with Gas and Electric utility companies, Housing Authorities and County Action agencies to perform services for homeowners and tenants to make their homes more energy efficient. We performed services for residents in Pittsburgh, Allegheny, Armstrong, Butler, Washington, Greene and Franklin Counties prior to selling our interests to focus on Development.

Overall, Tillman believes his unique combination of brokering commercial and residential deals as well as owning and operating several successful companies gives him a great advantage in business and serving his clients. A product of the environment he is providing for, Tillman knows what it is like to be unable to obtain employment and is very familiar with the communities he is developing. Tillman identifies mentorship as a key component and as a way to assisting people to get on tract to reaching their potential.

Expertise: Real estate Development, Real estate Sales and acquisition, Real estate Negotiation, Real-estate Rehabbing, Commercial Brokerage & Leasing, Property Management, Sustainable Design/Construction and Weatherization, Union Negotiation, Networking, Restaurant Management & Operations, Marketing.



YEARS OF EXPERIENCE

15



DEGREES

B.S., 2004, Information Science, University of Pittsburgh

LICENSES/ CERTIFICATIONS

Residential and Commercial Realtor, Pennsylvania

PROFESSIONAL AFFILIATIONS

Pennsylvania Housing Alliance Board

Mayor's City of Pittsburgh Equitable Development Committee

Inclusionary Zoning Executive Committee

Housing Opportunity Trust Fund Board

Financial Freedom Ministry Leader - Macedonia Church of Pittsburgh

GENE BOYER

DEVELOPMENT TEAM, PARTNER

GENERAL QUALIFICATIONS

Gene Boyer brings a 20-year background as a Project Manager in commercial construction to the HB Development team. He began his career in construction in the mid-1990's during Pittsburgh's "Plan B" urban renewal initiative that saw the transformation of downtown Pittsburgh from a business only / shutdown at 6 PM city, to the thriving downtown dining, living and entertainment destination we enjoy today.

Mr. Boyer worked on numerous projects including demolition of buildings to make way for what is now known as Piatt Place, as well as the conversion of the former One Mellon Bank building into a Lord & Taylor department store. That building currently houses PNC Bank's Pittsburgh call center. Prior to becoming VP of Business Development at Nello Construction, Mr. Boyer spent three years in the DC / Northern VA market securing and managing high-end corporate and law firm interior fit outs. Mr. Boyer brings an extensive construction background to the team as well as strong team building and leadership skills. Mr. Boyer oversees all aspects of construction for the HBD team, as well as sourcing deal opportunities and capital partners and negotiating with investors and lenders.

EXPERIENCE

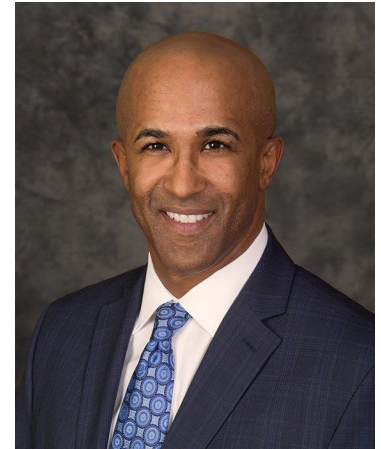
CORPORATE INTERIOR EXPERIENCE:

- Hedge Fund Interior Fit Out – Bethesda MD
- 4,000 sq. ft. interior build out of shell space in occupied 20 story building
- Key project elements:
 - 90-foot. metal panel "circulation spine"
 - Required weekend (roof of elevator car) lift of 23 - 4'x8' steel panels, custom rolled to create 90' radius through space.
 - Combination of marble, granite & wood flooring. Extensive floor profiling
 - 600 linear feet of glass butt glazed wall panels
 - Four month construction timeline

LAW FIRM EXPERIENCE:

- 300 lawyer firm in Bethesda MD
 - 40,000-square-foot, occupied multi-phase interior renovation - \$8.5M
 - Combination of complete interior gut and re-do, as well as selective redesign / renovations
 - Key project elements:
 - High-end flooring and wall covering
 - Over 2,000 linear feet of butt glazed glass partitions
 - Telescoping glass door systems for conference rooms
 - LUTRON Daylight harvesting system
 - High speed Wi-Fi communications system
- 200 lawyer firm in Washington DC:
 - 22,000-square-foot occupied interior renovation
 - Multi-phase project with zero operational interruptions
 - Key project elements:
 - Downtown DC construction – Historic Registry Building
 - Custom fabricated exterior window frames to match custom profile.
 - High-end custom interior finishes
 - Six-month construction timeline

*Project names omitted due to confidentiality agreements.



YEARS OF EXPERIENCE

23



EDUCATION

Penn State University 1984 – 1986, Business Administration

LICENSES/ CERTIFICATIONS

Army Corps of Engineers
Construction Quality
Management for Contractors

OSHA 30

Design Management
Fundamentals

PROFESSIONAL AFFILIATIONS

National Association of
Industrial and Office Properties

Design / Build Institute of
America

Master Builders AIA / MBA
Joint Committee

JEFFREY STEIN

DEVELOPMENT TEAM, PARTNER

GENERAL QUALIFICATIONS

Mr. Stein founded a privately held boutique hotel management company and served as President and Chief Operating Officer from 1991-2013. In addition, he brings over 30 years of diversified hospitality and building experience, including construction and management of single and multi-unit property operations for hotels, restaurants and healthcare facilities.

Mr. Stein has held past management and executive positions with Marriott Corporation, Marriott International, Marriott Management Services and CapStar. Other areas of expertise include: Asset Management, Commercial Office Leasing, Corporate and Franchise Contract Negotiation, Labor Unions, Presentation and Training, Franchise Quality and Service Compliance, Development and Implementation of Marketing Plans and Cost Controls in all areas of Hotels, Restaurants and Healthcare facilities.

He has planned and implemented over \$70,000,000 in property renovations for New Construction, Conversions, and Franchise-mandated projects.

EXPERIENCE

Re-launched a top 60 list hotel ownership and management company with 17 properties and annual revenues of \$78 million; sourcing third-party hotel management opportunities, off-market hotel acquisition opportunities, ground-up development opportunities, and sourcing equity. Specialties include; municipal development projects and funding, upper education college and university development projects and funding. Sourced over \$500 million in 2014-2019.

INCLUDED IN THE DEAL FUNNEL:

- Twenty hotel off-market deals
- Ten University and College opportunities (\$170 Million Dollar Bonding Raise)
- Two full-service hotels for fee's negotiated at \$500K
- Brokered six skilled aging homes for fees with a value of \$120 million dollars
- Sourced over 218 acres of off-market land for development
- Equity resources to include investors with minimum antes of \$800K-\$3 million dollars.
- National hotel shows to include; ALIS (CA) and NYC Hotel Show (NY).

CORPORATE INTERIOR EXPERIENCE:

- Urgent Care Medical Facilities Multiple Sites averaging 3,000 square feet
- Voinovich Group Estimator \$2-\$10 Million dollar build-outs.
- D'Burgh Hospitality renovations. Multiple hotel sites to include full property building and FFE renovations. Numerous projects \$500K- \$7.5Million dollars

*Project names and areas omitted due to confidentiality agreements.



YEARS OF EXPERIENCE

30



EDUCATION

Kent State University 1981 – 1984, Business Administration

CERTIFICATIONS

Steven Covey Certification
 Select Research Staff Perceiver Specialist Certification
 Ohio State University Union Certification
 General Manager Certifications:

- Marriott Full Service, Hilton Hotels, Courtyard by Marriott, Fairfield Inn by Marriott, Choice Hotels, Cendant Hotels, Starwood Hotels and Resort

PROFESSIONAL AFFILIATIONS

PA Travel Association Sponsor
 Visit Pittsburgh Sponsor