

THOMAS DEVELOPMENT CO.
The Leader in Sustainable Real Estate Development

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MEMORANDUM

TO: Ron Bohannon
Donna Bohannon

CC: Angie Ferguson
Andy Erstad

FROM: Tom Manschreck

DATE: July 25, 2022

RE: Testimonial for Tierra West

We have been developing affordable apartment communities for 32 years. We have worked with many civil engineering/surveying firms. While many have possessed the correct technical skills to accomplish that part of the development process, very few engineers have the "feel" for the dynamics involved with the developer, their capital providers, permitting jurisdictions, architects, and general contractors.

In other words, many look at their scope as being executed in a vacuum.

We first met Ron Bohannon and the Tierra West team in Albuquerque, New Mexico about 6 years ago asking them to handle a fairly small rezoning matter on a parcel we needed to pick up as part of an overall development for which (sadly enough) we had already engaged another civil engineering firm.

Mr. Bohannon went to the neighborhood meetings, fully engaged with the development team as though Tierra West had the totality of the civil engineering and land-use planning scope.

Not surprising, the rezone was successful.

Since then, the Tierra West team primarily led by Ron Bohannon and Vinnie Perrera have become trusted and repeat overall consultants for all our work in New Mexico.

Mr. Bohannon has accompanied us on due diligence site selection trips scouting out other opportunities, is currently handling a rezoning application in the city of Las Cruces, and a planning zoning application involving two variance requests.

Since our inception, I have handled 99% of all our public meetings, neighborhood meetings, etc.

I have tremendous confidence in Mr. Bohannon's capabilities, ability to "read" planning and zoning commissioners, city council members, and neighborhood associations and provide a thoughtful response without just, as I sometimes see consultants in these contexts, simply agreeing with the "ask" in the meeting.

Tierra West has our highest recommendation for all aspects of civil engineering and land-use planning and consulting. They remain our sole source provider for these scopes in New Mexico, and we are currently exploring opportunities to engage them in the other three states in which we do business, Arizona, Montana, and Idaho.

TCM:sw/eac