



HS Development Group

Luxury Multi-Family Real Estate

Multifamily at The Cutting Edge and Beyond



MARQUIS ON WESTHEIMER
HOUSTON, TEXAS

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RESERVE @ AUTUMN CREEK
FRIENDSWOOD, TEXAS



Company Overview

HS Development Group is a Houston-based vertically integrated development, construction and asset management firm specializing in a broad array Class A assets from garden style wrap and podium multifamily products to private student housing and active adult living communities. With a history of successful developments and a depth of industry specific experience, the principals of HS bring a combined 60 years of industry experience and continue to create properties with well thought out and cutting edge designs. We take pride in our dedication to deliver properties characterized by luxury, quality and professionalism. Each apartment home in our portfolio features a choice of exquisite living spaces, the finest finishes and market leading amenities.

RETREAT AT CITY PARK

DENVER, COLORADO



Corporate Philosophy

Our Commitment | HS is committed to the success of our lenders, investors, and partners. Our understanding of their unique requirements, goals and objectives and needs helps us ensure their success.

At HS, our goal is to provide maximum value through excellence in product quality, service, innovation, and ethical standards. We constantly seek opportunities where the development of long-term relationships with capital providers, partners, vendors, and sub-contractors will lead to success through our commitment to serving their special needs and promoting their success.

Our Philosophy | HS applies the best people and the best practices to each property we develop and construct. We understand how to provide superior results and combine efforts and talent to maintain this high standard. HS's history and track record illustrates a level of attention and commitment that is unparalleled and is the benchmark that other companies follow.

Our Leadership | HS's executive team has held management positions in national, publicly traded and private firms. We possess over 60 years of cumulative experience and have been involved with the development, construction and property management of over 15,000 multifamily units from Houston, Texas to Dover, Delaware.

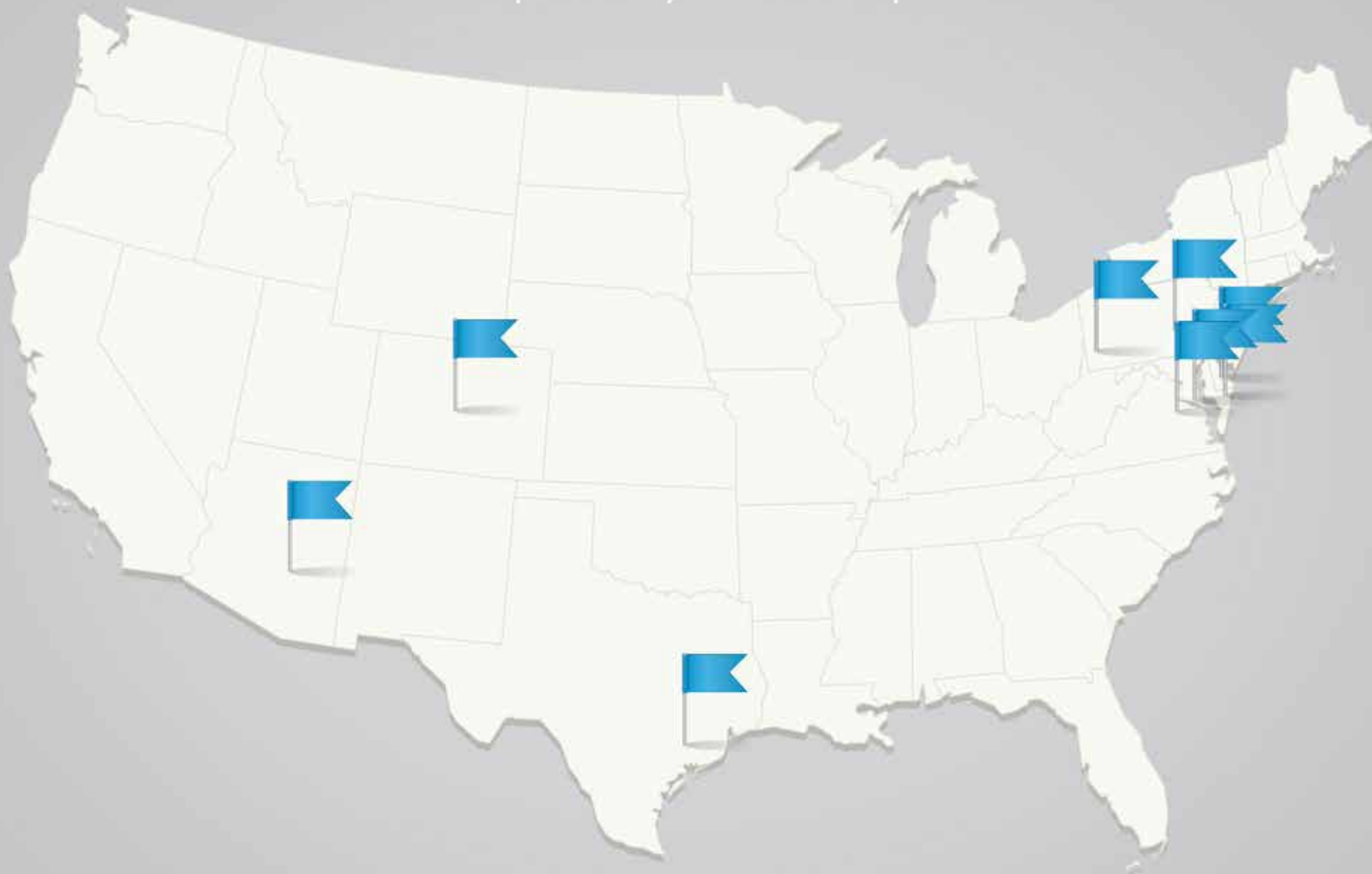
The company has evolved with the achievements of our senior personnel who have spent virtually their entire careers in the multi housing segment of the industry. The company has one of the most experienced staffs in the industry with expertise in development, finance, property management, construction and other specialties. Our history and track record in the industry translates into what we pride ourselves on the most; a level of attention and commitment to our business associates that is unparalleled.

THE RETREAT AT SPEEDWAY

Tucson, Arizona



Company Footprint



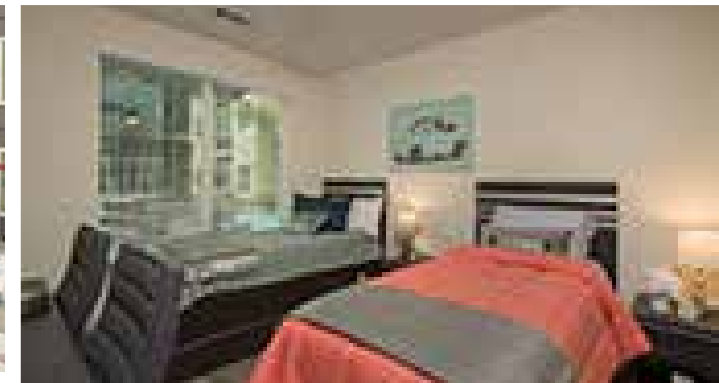
Houston, TX | Denver, CO | Frederick, VA | Salisbury, MD | York, PA | Phoenix, AZ | Lexington Park, MD | Dover, Delaware

Current Development & Construction Pipeline

THE EDGE OF LANGHAM CREEK
HOUSTON, TEXAS



THE ICON I
HOUSTON, TEXAS





THE ICON I
HOUSTON, TEXAS



TARLENTON STUDENT HOUSING
STEPHENVILLE, TEXAS



Scope of Services

- Acquisition Development
 - Market Research, Analysis & Feasibility
(Ground Up Construction & Acquisition/Rehab)
 - Site Selection
 - Due Diligence
 - Financial Modeling & Forecasting
 - Capital Structure Coordination
 - Strategic Product Positioning
 - Site Planning
 - Design & Design Build
 - Zoning & Permitting
- Construction Services
 - Budget Preparation
 - Architectural and Engineering Coordination
 - Value Engineering
 - Hands-on Construction Management
 - Quality Control
 - Cost Certification
- Asset & Property Management
 - Property Management Company Selection and Oversight
 - Management Plan Preparation
 - Operations and Capital Budget Preparation
 - Detailed Monthly Financial Reporting
 - Human Resource Management/Extensive Supervision of On-Site Teams
 - Lease-up Management
 - Comprehensive Marketing Plans and Campaigns
 - Training & Education
 - Software & IT
 - Bulk Purchasing Programs
 - Master Insurance Programs
 - Risk Management

Former Development & Construction Pipeline

RETREAT AT CITY CENTER
ARORA, COLORADO



BIARRITZ
HOUSTON, TEXAS



The HS Team

For over 30 years Stephen has served as a commercial real estate and public company executive materially involved in the areas of finance, investment, development, acquisition and property management. Stephen currently serves as a principal and officer of HS Development Group (HS), Tier One Commercial Real Estate (Tier One), Brightlane Corp. (BTLN) and New Regional Planning (NRP).

As a director of development and finance, HS Development Group (HS) and Tier One Commercial Real Estate (Tier One) has combined have over \$100 million of Class A student, conventional and active adult living multifamily properties under construction and in the development pipeline. As a Shareholder, Director, President and CEO of the US Security and Exchange Commission (SEC) fully reporting public company Brightlane Corp. (BTLN) has market value of listed securities in excess of \$18 million. Brightlane's business plan is focused on acquiring portfolios, constructing, servicing, managing, selling and financing affordable single family homes nationwide. Bright currently trades on the OTC QB Market with a target date of Spring 2018 to uplist to NASDAQ. As Partner and CFO of the Houston based New Regional Planning (NRP), Stephen directs the financing activities of the firm's development, investment, management and leasing platforms. NRP owns and operates Class A suburban office and retail properties in Texas and Mississippi with portfolio market value in excess of \$100 million.

Prior to the above roles, Stephen served as Regional Director for Imperial Capital Bank/Bancorp (NYSE), launching the Texas/Rocky Mountain commercial real estate lending platform as part of the firm's national expansion. In that capacity, he opened and managed four commercial real estate loan production offices (Dallas, Austin, Denver & Kansas City) covering the Texas, New Mexico, Oklahoma, Arkansas, Colorado and Kansas market areas and funded in excess of \$500 million of structured debt (construction & bridge) and portfolio permanent credit facilities up to \$20 million for all core property types.

Prior to Imperial, Stephen was President of the family business, The Helm Companies, directing the ground up development, re-development, financing and management of small retail and Class A, B & C multifamily. During his tenure with the family enterprise, Stephen secured over \$60 million of FHA (221 D-4 & 223F) and conventional bank debt as well as LIHTC, private and mezzanine equity financing and supervised the management of a multifamily portfolio of 6 properties comprising over 900 units.

Stephen has earned the National Apartment Assoc. CAPS Designation and is an CPM Candidate. Steve holds an MBA from the Cox School of Business, Southern Methodist University and a BBA – Finance from the University of Texas at Austin.

For over 35 years Harold has served senior management and principal roles in the commercial real estate and construction industries. Such activities have involved directing the development and construction of large scale real estate projects including Class A conventional, student, active adult living multifamily, office, retail, parking garages, bank facilities and a marina.

As a director of development and construction for HS Development Group (HS) and Tier One Commercial Real Estate (Tier One), Harold currently is overseeing \$100 million of Class A student, conventional and active adult living multifamily properties under construction and in the development pipeline.

From 1995-2017, Mr. Sowell has constructed and developed over 15,000 units nationwide including Texas, Arizona, Maryland, Colorado, Delaware, Pennsylvania and Virginia. Such experience has accrued from his affiliations with HS Construction Services LLC, Cornerbrook Development & Construction, Allied Orion Group and most recently HS Development and Tier One Groups.

Harold served as President of Construction for Cornerbrook Development for over 5 years and in such capacity constructed/developed Streamsong Apartment Homes, 300 Class units in Katy, Texas and Summerbrooke Apartment Homes, 376 Class A units in Kemah, Texas. Additionally, Sowell has completed projects for the City of Houston's Community Development Block Grant (CDBG) and the Texas Department of Housing Community Affairs (TDHCA) affordable housing programs. These developments include Villa del Prado, 118 units and Zollie Scales Manor, 152 units.

Prior to Cornerbrook, Harold was a Partner in and President of Construction for the prominent national and Houston based Allied Orion Group for over 15 years. The financial range of Mr. Sowell's construction and development experiences with Allied Orion ranged from \$9,000,000 to \$47,000,000 million. These projects included construction types from conventional garden style to complex podium structures. The geographical scope of properties developed included Houston, Texas, Tucson, Arizona and Denver, Colorado. As a Principle of Allied Orion, Harold coordinated with partners and was a key member of the firm's strategic business planning committee which formulated the company's initiatives and direction in the areas of asset/property management, development and construction. Under Harold's tenure the company achieved portfolio scaling from 6,908 units to almost 22,000 units. Mr. Sowell worked closely with development in the disciplines of site selection, feasibility studies and project financial and feasibility analysis.

RETREAT AT CYPRESS STATION
ARORA, COLORADO



RETREAT AT THE HEIGHT

ARORUA, COLORADO



RETREAT AT WESTCLIFF
COLLEGE STATION, TEXAS





VILLAGES OF TOWNE LAKE
HOUSTON, TEXAS



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