

GORMAN & COMPANY, LLC



CORE PURPOSE AND VALUES



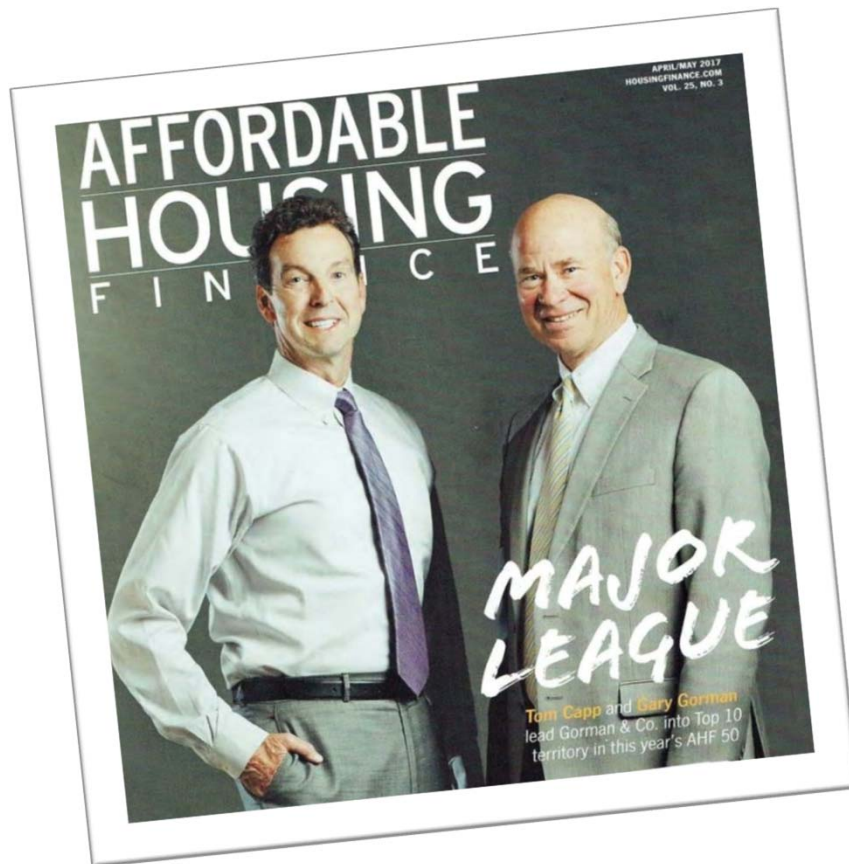
■ Core Purpose

- Initiate strategies and implement solutions to revitalize communities and build strong neighborhoods.

■ Core Values

- We create and protect the best reputation at all costs
- We treat our people as our most important asset
- We provide first class service to our customers at all times
- We provide value and quality to meet or exceed customer expectations
- We maintain financial discipline to preserve and build long term economic strength
- We act in an honest, respectful, responsive and professional manner at all times

ABOUT GORMAN & COMPANY



- Top 10 Affordable Housing Developer in U.S.
- Offices in Milwaukee, Denver, Phoenix, Chicago and Miami
- 6,387 units in 84 Projects in 7 States. 60 Managed by Gorman
- 11 Projects Under Construction in AZ, CO, FL, IL, & WI
- 11 Projects Yet To Close in 2018 in AZ, NM, CO, AR, & WI (7 Closings in 2017)

ARIZONA



Bowman Senior Residences – 48 Units
Nogales, AZ

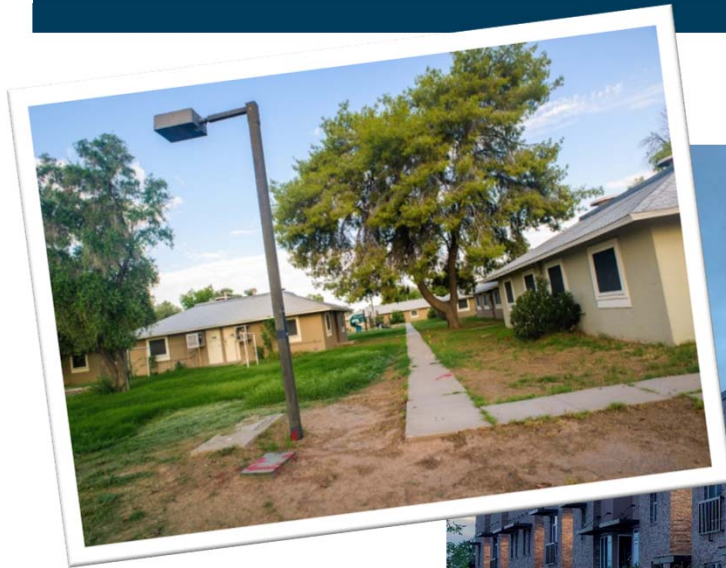


Gracie's Village – 50 Units
Tempe, AZ



Lofts at McKinley – 60 Units
Phoenix, AZ

ARIZONA



Escobedo at Verde Vista – 70 Units
Mesa, AZ

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Coffelt Homes – 301 Units
Phoenix, AZ

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Mesa Heights – 58 Units
Yuma, AZ

GORMAN & COMPANY



- KEY OPPORTUNITIES / CONSTRAINTS
 - Promoting Growth & Expansion While Managing Overhead
 - Recruitment & Retention in a Tight Job Market
 - New Leadership / Org. Structure
 - Evolving Corporate Culture
 - Stability / Consistency of Revenues
 - Property Management Expansion (AZ, FL, CO)
 - Refreshing
 - Expansion of State Markets
 - New Project Types (Workforce, Market Rate, Hotels, EB-5 etc.)
 - HUD's Rental Assistance Demonstration (RAD) Program

ARIZONA MARKET



ANY QUESTIONS?

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