

QUALIFICATION NARRATIVE

Mark J. Wasley - Finance and Development Management Consultant

Mark Wasley is a finance and development management executive and former CPA with KPMG Peat Marwick. He has a strong personal and professional relationship with the Truckee community and within the Truckee – North Lake Tahoe region. Whether in business or through his local goodwill activities, Mark achieves his goals with diligent planning, strategic negotiation and reliable delivery.

Mark has proven success in finance and development management from pre-acquisition through project completion and on to project operations of multiple master-planned communities. In leadership roles, he has been responsible in securing nearly \$250 million in public infrastructure (Mello-Roos) financing and nearly \$500 Million in direct project development financing. With his developed knowledge, intellect, integrity and tenacity, Mark has negotiated and achieved over \$20 Million in direct project savings.

Mark specializes in the following service areas:

- Real Estate Development Management
- Financial Management and Project Feasibility Analysis
- Development Financing Structuring and Implementation ☒
- Life-of-Project Financial Modeling ☒
- Property Acquisition and Sale Negotiations
- Tax and Property Tax Analysis and Management
- Finance Team Management

Mark's accomplishments with East West Partners/Tahoe Mountain Resorts (Truckee-Tahoe), Serrano Associates (El Dorado Hills-Folsom) and Developed Knowledge (Roseville, Rocklin, Granite Bay), afford him both local and regional familiarity and make him ideally suited to assist KTRK with long-term financial modeling, appraisal support development feasibility analysis, as well as other financial analysis. His professional, local and in-depth knowledge of Truckee - North Lake Tahoe as a mountain resort community and destination as well as the community infrastructure and local real estate development dynamics will help assist in valuable components of the Clear Capital Lease Feasibility and Capital Facilities Plan Forecast models.

Truckee Tahoe Airport District

Clear Capital Lease Feasibility - Development Cost Estimate

12/30/14

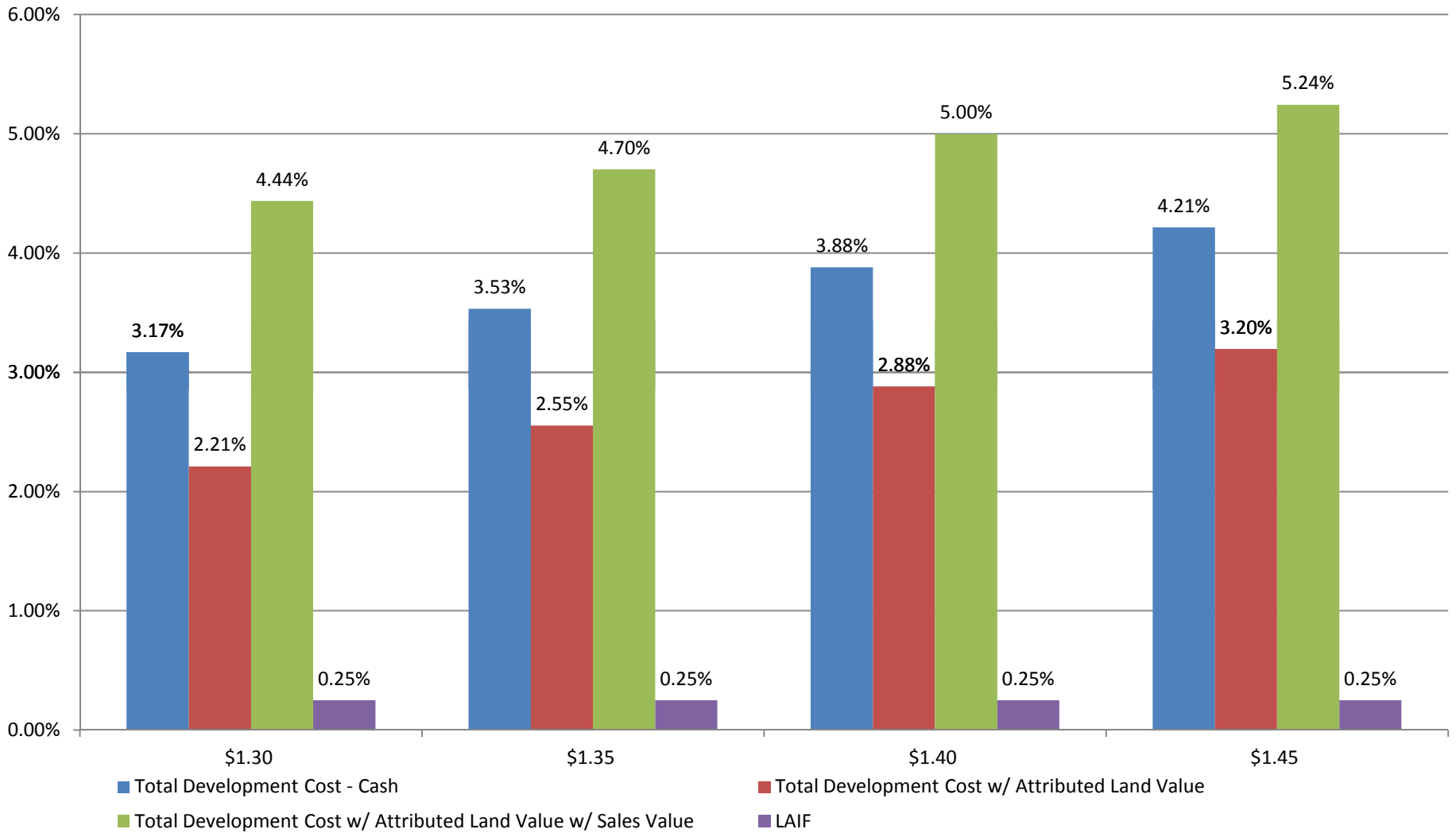
			<u>before Contingency</u>	<u>Contingency</u>	<u>with Contingency</u>
<u>Direct Hard Cost</u>					
	<u>Cost/Sq.Ft.</u>	<u>Gross Sq. Ft.</u>			
Construction Cost - Core & Shell	155	10,530	1,632,000	163,200	1,795,200
Construction Cost - Basic T.I.s	25	10,530	263,000	26,300	289,300
Total Direct Hard Cost	180	10,530	1,895,000	189,500	2,084,500
<u>Soft Cost</u>					
	<u>% of Hard Cost</u>	<u>Hard Cost</u>			
Softcost & Permits	20.00%	1,895,000	379,000	37,900	416,900
Mitigation & Impact Fees	5.00%	1,895,000	95,000	9,500	104,500
Total Soft Cost			474,000	47,400	521,400
<u>Sitework</u>					
Parking Lot and On-Site Utilities			250,000	25,000	275,000
Landscape Allowance			75,000	7,500	82,500
Total Sitework			325,000	32,500	357,500
Total Direct Cost			2,694,000	269,400	2,963,400
<u>TTAD Project Allocations</u>					
	<u>Project Share</u>	<u>Estimated Cost</u>			
Underground of Utilities Allocation (if any)	33.33%	100,000	33,000	3,300	36,300
Streetscape Allocation (if any)	33.33%	100,000	33,000	3,300	36,300
Long-Term Parking Allocation (if any)	25.00%	600,000	150,000	15,000	165,000
Total TTAD Project Allocations			216,000	21,600	237,600
Total Development Cost - Cash			2,910,000	291,000	3,201,000
<u>Total Development Cost w/ Attributed Land Value</u>					
Total Development Cost - Cash					3,201,000
Attributed Land Value					450,000
Total Development Cost w/ Attributed Land Value					3,651,000

Truckee Tahoe Airport District
Clear Capital Lease Feasibility - Return Summary
12/30/14

Lease Rate/Square Foot	Scenario			
	\$1.30	\$1.35	\$1.40	\$1.45
<u>Cash Flow Returns w/ TTAD Allocations</u>				
10 Year Lease	(1,798,000)	(1,729,000)	(1,665,000)	(1,600,000)
20 Year Lease	22,000	179,000	330,000	482,000
30 Year Cash Flow w/ no assumed sale	1,926,000	2,183,000	2,439,000	2,691,000
<u>Cash Flow Break Even (Years)</u>				
Total Development Cost - Cash	20	20	19	18
<u>Internal Rate of Return (IRR %)</u>				
Total Development Cost - Cash	3.17%	3.53%	3.88%	4.21%
Total Development Cost w/ Attributed Land Value	2.21%	2.55%	2.88%	3.20%
Total Development Cost w/ Attributed Land Value w/ Sales Value	4.44%	4.70%	5.00%	5.24%
<u>Total Development Cost w/ Attributed Land Value</u>				
Total Development Cost - Cash				3,201,000
Attributed Land Value				450,000
Total Development Cost w/ Attributed Land Value				<u>3,651,000</u>

Truckee Tahoe Airport District Clear Capital Project Analysis - Return Comparison 12/30/2014

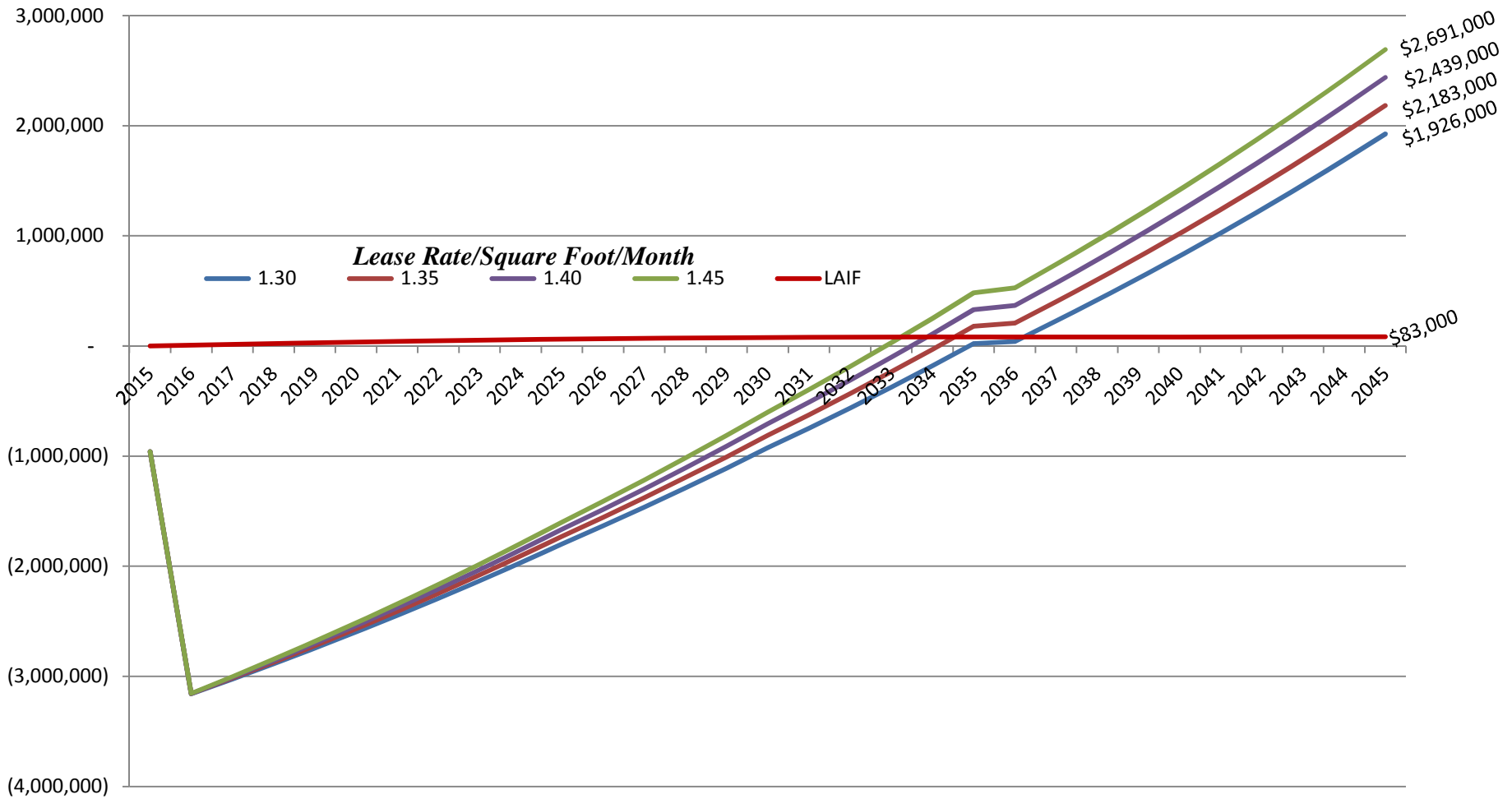
Lease Rate - Return Comparison



LAIF - Assumes Funds invested in LAIF @ 0.25% rate

Truckee Tahoe Airport District Clear Capital Project Analysis - Break Even Chart 12/30/2014

Lease Rate - Break Even



All Scenarios above include initial investment of \$3,201,000, the return of the \$3,201,00 and the return thereon.
 All Lease Rate Scenarios above assume that TTAD maintains ownership of the building after 30 years.
 LAIF - Assumes Funds invested in LAIF @ 0.25% rate