



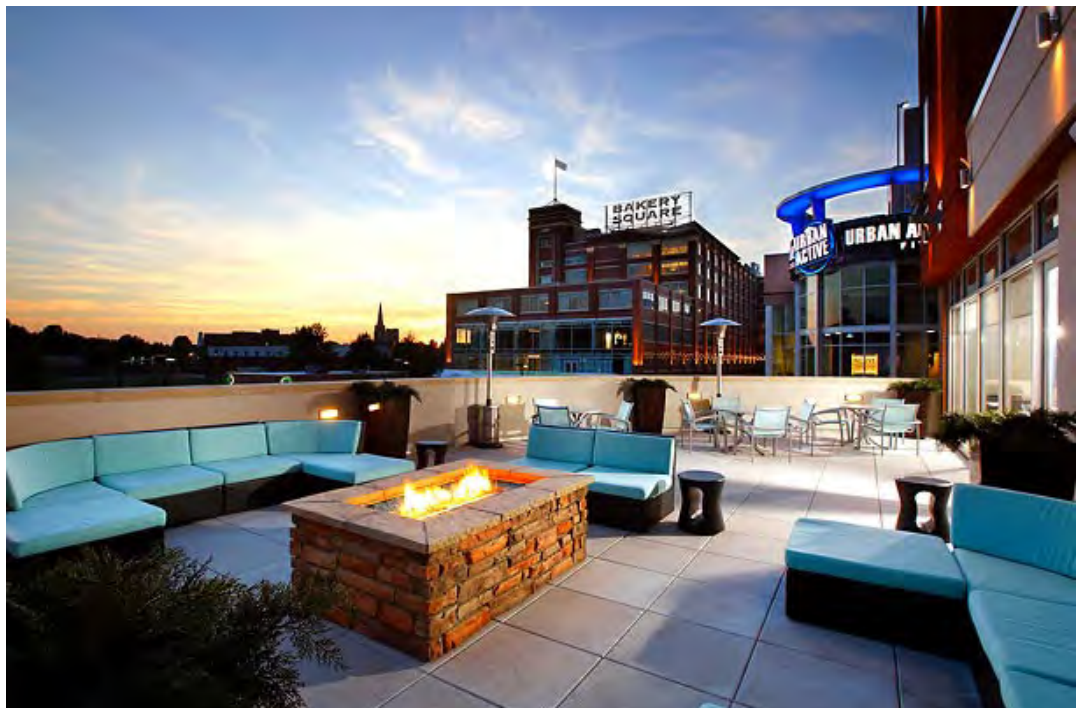
Capstone focuses on the development and acquisition of institutional-quality lodging assets that are affiliated with top-tier national lodging brands. They selectively pursue ground-up development opportunities in markets with high barriers to entry and strong economic fundamentals. Capstone’s acquisition strategy focuses on properties where they can create incremental value through renovation, re-branding, repositioning, and intensive asset management.

ACQUISITIONS

Capstone acquires full-service and select-service hotels in the top twenty-five metropolitan areas in the United States. Capstone actively targets opportunities to acquire core, core-plus and value-add assets below replacement cost, and where revenue and operating margin improvement are achievable through focused, aggressive asset management.

INVESTORS

Capstone’s projects are funded by a variety of capital sources including institutional private equity, sovereign wealth, and high-net worth individuals. Additionally, Capstone acquires existing hotel assets through a recently-formed joint-venture with a U.S. pension fund advisor.





NORMAN JENKINS

Founder & President

Norman Jenkins is the founder of Capstone Development. Prior to the launch of Capstone, Mr. Jenkins was Senior Vice President, North American Lodging Development, and a Corporate Officer of Marriott International, Inc. In his role as SVP, Mr. Jenkins led complex development projects including transaction structuring, financing and real estate acquisition. Upon joining Marriott in 1992, Mr. Jenkins was a Senior Manager in Marriott's Corporate Internal Audit group. His other executive roles include: Tax Director; Acquisition Executive; Finance Director; Vice President & CFO, Ramada International; Vice President, Global Operations, Ramada International; and Vice President, Owner & Franchise Services. Mr. Jenkins is a frequent industry conference speaker and serves on numerous boards.



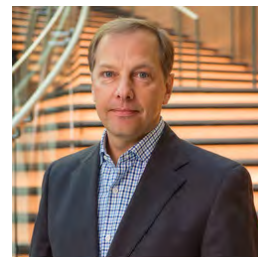
Mr. Jenkins was also the architect of Marriott's industry-leading Diversity Ownership Initiative ("DOI"). The DOI is responsible for doubling the number of diverse-owned Marriott hotels over a three-year period to 500 hotels, resulting in a diverse-owned company becoming Marriott's second largest franchisee.

Mr. Jenkins began his professional career at McDonald's Corporation where he held management positions in finance and operations. He serves on a number of boards including the Howard University Board of Trustees, and the Suburban Hospital Board of Trustees. Mr. Jenkins holds a BBA in accounting from Howard University, an MBA from the George Washington University and is a certified public accountant.

DARREN LINNARTZ

Managing Partner

Darren Linnartz joined Capstone in 2012 bringing over 20 years of experience in hospitality and real estate development. Prior to joining, Mr. Linnartz was Principal of Green River Partners, a real estate development firm he founded in 2008 to make opportunistic real estate investments in the hospitality space. Prior to that, he was the founding president of Revolution Development, a real estate company formed with AOL co-founder Steve Case to own and develop a \$1 billion destination resort in northwest Costa Rica. He was responsible for overseeing all development activities including land acquisition, entitlement, design, financing, and deal structuring, including managing all relationships with investors, lenders, government officials and business partners.



Prior to joining Revolution, Mr. Linnartz served 15 years with Marriott International, Inc., most recently as Vice President of Real Estate Development, where he was responsible for the delivery of over US\$1 billion of complex hotel and residential projects, from feasibility through completion. Prior to that, Mr. Linnartz held positions in the Development Planning, Sales and Marketing, and Operations areas of Marriott. Mr. Linnartz received a Bachelor of Business Administration degree from Louisiana State University (1989).



Marriott Marquis Hotel, Washington, DC

Capstone, along with its partners Quadrangle Development and a sovereign wealth fund, completed the Marriott Marquis Hotel in May 2014. The \$520 million hotel, which is connected to the Washington Convention Center, comprises 1,175 guest rooms and over 100,000 square feet of meeting and function space. The development combined new construction with the adaptive reuse of an existing office building listed on the National Register of Historic Places.



Courtyard by Marriott, Washington, DC

Capstone, along with its partner Quadrangle Development, is currently developing a mixed use project on a site located at 9th Street NW and L Street NW. The \$230 million project includes a 310-room Courtyard by Marriott hotel, a 190-room Residence Inn by Marriott hotel, and 230 residential units. The project is located in the Shaw Historic district and includes the redevelopment of a number of historic buildings located along 9th Street NW. Capstone recently completed the PUD process and is currently overseeing the design and financing of the project, which is projected to break ground in 2015.



SpringHill Suites Pittsburgh Bakery Square, Pittsburgh, Pennsylvania

Capstone acquired the 110-room SpringHill Suites Pittsburgh Bakery Square in 2013 in partnership with an institutional investor. The hotel was developed in 2010 as part of the Bakery Square mixed-use project, an innovative adaptive reuse of an historic Nabisco biscuit factory. Bakery Square now includes 216,000 square feet of class-A office space, 136,000 square feet of retail space and the SpringHill Suites.



The Fairfield Inn & Suites Manhattan Midtown, New York, New York

The Fairfield Inn & Suites Manhattan Midtown was developed in 2013 and is located adjacent to Penn Station and Madison Square Garden. Capstone provides asset management services to the hotel's private institutional owner.

NovaVentures

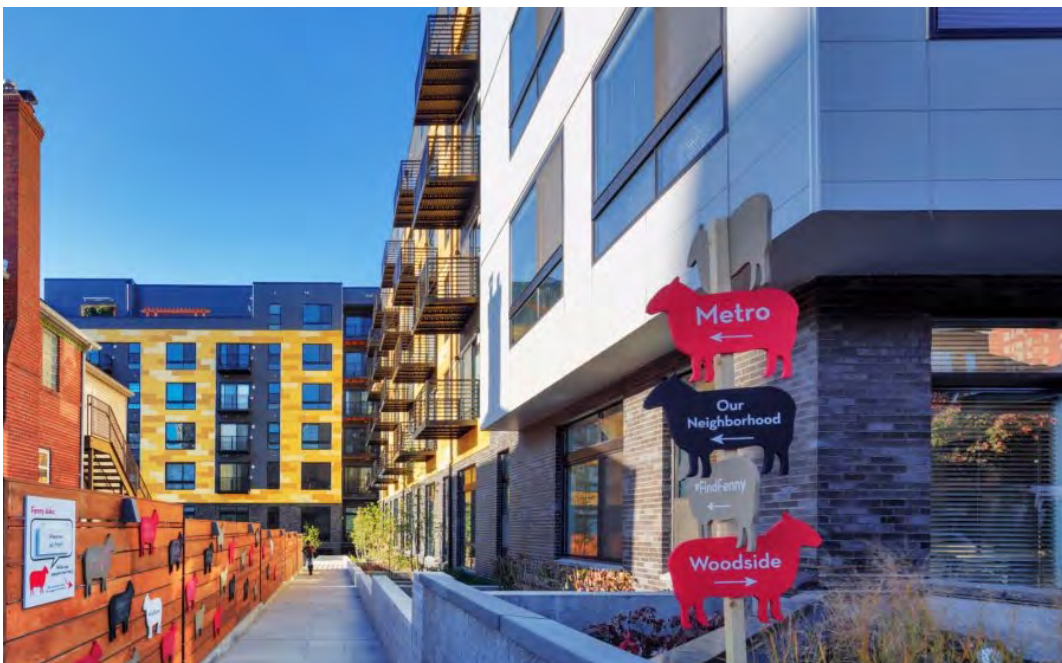
an award winning real estate development company

Nova Ventures, Inc. (Nova), is a successor corporation to Nova-Habitat, Inc., a 26-year old diversified development organization that is based in Chevy Chase, Maryland. Since its inception in 1992, Nova’s mission has been to acquire and redevelop complicated, challenging, and under-utilized properties in the Washington, DC metropolitan area with a focus on quality site planning, urban design, and architecture.

In every project that we undertake, we emphasize working collaboratively with our neighbors in the local community and our planning and regulatory officials. Our dedication to this endeavor has resulted in a great reputation for completing challenging projects that contribute to and enhance the urban fabric of the community where the projects are located.

NovaVentures is neighbor in each community they do business in, proud of the relationships that have been established with neighbors, community leaders, planning officials, and other professionals within the development industry.

Nova is capable of developing a wide variety of product types. We have established a substantial portfolio of redevelopment projects that span the spectrum from single-family townhouse, condominium, and multifamily residential, to senior independent and assisted living, to large-scale mixed use redevelopments. We have experience in both for-profit and affordable development projects.





ED NOVAK

President and Founding Partner

Ed Novak formed NovaVentures in 1992 and has 25 years of experience in real estate development and private equity investment. Previously engaged in corporate strategic planning and new business development, Ed has primarily focused upon urban mixed use development and redevelopment projects in the greater Washington DC region over the past 15 years. Ed served as the Director of Development for the Marriott Corporation from 1983-1992, working as part of the venture team that formed the senior living services division of the company.

Ed received a Bachelors of Science from Carnegie Mellon University and graduated with honors from Carnegie Mellon University's Masters in Business Administration (MBA) program. He is an investor and co-owner in many local businesses, including Mad Fox microbrewery in Falls Church, Virginia.



DAMON OROBONA

Partner

Damon Orobona identifies new development opportunities for Nova-Habitat and assists in navigating the entitlements process. Prior to joining Nova-Habitat, Damon was a well-regarded attorney that represented companies before elected and appointed officials. Damon is among a select group of land use professionals nationwide who are licensed to practice law and are AICP certified.

Damon studied real estate finance at Georgetown University, law at St. Thomas University, and urban planning at Harvard University. He is the president of the American Planning Association's National Capital Chapter and the vice-chairman of Georgetown University's real estate alumni association. Damon regularly speaks at conferences and universities around the country on real estate development and urban planning topics.

The Portals Complex (A Republic Family of Properties Project)

The Portals is a \$1 billion mixed use development. It is being developed under a land disposition agreement, in cooperation with the DC Redevelopment Land Agency.

Fenwick Station; Silver Spring (Completed 2014)

In late 2010, Nova-Habitat was the successful bidder (out of 9) for a 1.75 acre site in the central business district (CBD) of downtown Silver Spring. The property was owned and operated by the United States Postal Service and included a 14,000 sf building that served as a local retail post office, and a carrier distribution center for approximately 52 postal carriers. Nova-Habitat contracted to acquire the property for \$7.2M in 2010 and subsequently secured zoning and development for \$7.2M in 2010 and subsequently secured zoning and development approvals for a 6 story, 310 unit luxury multi-family apartment project. Nova-Habitat partnered with Insight Property Group to complete the financing and construction of the project, “Fenwick Station,” which opened in August, 2014.



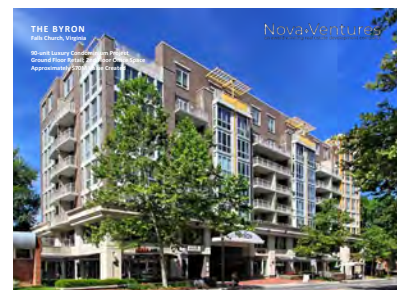
The Kensington of Falls Church (Completed September 2016)

In January 2013, Nova-Habitat contracted to acquire the existing Burger King restaurant at 700 West Broad Street in downtown Falls Church. Nova-Habitat evaluated numerous redevelopment options for the ¾ acre site. In May 2014, Nova-Habitat received special exception and rezoning approvals for a 5 story senior assisted living residence with a ground floor public café and art gallery. Nova-Habitat partnered with Kensington Senior Living to complete the financing, construction and operation of the project. The project is projected for completion in September 2016.



The Byron; City of Falls Church (Completed 2006)

In 2003, Nova-Habitat acquired the Red Lobster restaurant on Broad Street in downtown Falls Church. After evaluating various redevelopment options, Nova-Habitat received zoning approvals to construct a \$60+ million mixed-use project consisting of 90 luxury condominium units and approximately 22,000 square feet of retail and office space on the 2.0 acre site. Nova-Habitat pre-sold over 50% of the residential condominiums and broke ground on the project in August 2004. In June 2005, at approximately 50% completion, Nova-Habitat sold a majority interest in the project to JPI, a multi-billion dollar development company. Nova-Habitat remained as a development partner in the project through completion in late 2006. The eight penthouse units in the Byron, which sold for \$1.0 to 1.4 million in 2006, continue to be the most valuable condominiums in the City of Falls Church.



McGUIREWOODS

Tier 1 Ranking of Best Law Firms 2015

U.S. News

Best Lawyers

For 180 years, McGuireWoods has provided the highest quality legal service and sound strategic guidance. Clients include public and private companies, private individuals, and government and nonprofit organizations around the world.

Over a decade named as 'Client Service A-Team'

BTI Consulting

Global Reach | McGuireWoods has more than 1,000 lawyers in 21 offices, and our lawyers and staff speak 44 languages. We cross borders, practices and industries in the U.S., UK, Belgium and around the world, collaborating with colleagues and managing resources in 128 countries.

Brand Elite 18

2014 BTI Consulting

Experience, Business Focus and Value | Our continuous growth testifies to our lawyers' experience across business and industry, as well as our ability to deliver an excellent legal product — efficiently and at a fair price. Some of our clients have been with us for nearly 50 years, which speaks to the level of service we provide and the mutual loyalty we engender.

'Litigation Powerhouse'

2013 edition of BTI

Litigation Outlook

Client Service | In 2014, the firm ranked for the eighth time among BTI's "Client Service 30" list of law firms serving Fortune 1000 companies. In the report McGuireWoods is named among "Leaders of the Best" for the firm's breadth of services, providing value for the dollar, and handling client problems. McGuireWoods is also among a select group of law firms in the country to be named to BTI's Client Service Standouts list.

Top 20 Law Firms

2014 Law360

Pro Bono and Community Involvement | Every year lawyers across the firm provide pro bono work, including matters related to the death penalty; child support; veterans; asylum and immigration; housing law; domestic violence; wills and powers of attorney; court-appointed criminal defense; and varied counseling, corporate, and industry work for nonprofit groups. As part of the firm's commitment to community service, we also provide legal services, volunteers, and support to local community groups everywhere we do business.

Value in Management, Technology and Discovery | In addition to offering extensive legal capability and unique experience, the firm also invests significantly in technology and process innovation. This investment optimizes project management and program delivery. Our document collection and discovery processes are among the most sophisticated and efficient available today. Clients not only receive senior-level, hands-on discovery advice, but also the unique services of in-house professionals experienced in running advanced trial presentation software in front of a jury.

Value Through Alternative Fee Arrangement | McGuireWoods was an early adopter and is a strong proponent of offering a wide range of value billing arrangements and fee structures. More than 51 percent of major clients are billed under one or more AFA, and more than 30 percent of all new firm matters are opened on an alternative fee basis.

McGUIREWOODS

LAND USE

From McGuireWoods offices across the country, we advise clients on the zoning, development and environmental aspects of a potential site, and assist clients with real estate acquisition, leasing and/or financing for development projects. We can provide such geographically and professionally wide-ranging assistance to our clients because our formidable land use team includes 25 attorneys and five professional urban planners with advanced degrees and significant experience in planning, zoning and development.

We have an active land use litigation practice, representing clients who challenge local land use decisions as well as local governments in the defense of their land use decisions. In addition, we represent clients in coordination with our government relations team to draft, review and promote or deter proposed state or local legislation that affects our clients.

We frequently handle zoning and development matters for commercial and retail developments such as regional shopping malls. In addition, we have obtained zoning and development approvals for new communities, office and industrial parks, hotels, multi-family and group housing and planned residential and commercial mixed-use developments.

McGuireWoods has also been active in representing business clients and local governments regarding economic development initiatives and urban infill and redevelopment projects. We support this traditional land use practice with a strong litigation team with extensive experience in land use litigation. Among our recent projects, we have served as legal counsel to a large number of regional malls and shopping centers addressing matters of zoning, site plan approval, parking, leasing and subleasing, and general build out of store facilities. In addition, we have provided legal counsel for various restaurants, banking, and retail uses involving auxiliary zoning approvals, site conversions, expansions and relocations of existing or planned stores and operations.



McGUIREWOODS

REAL ESTATE

McGuireWoods' diverse real estate practice demonstrates our skills in a wide range of traditional and nontraditional real estate transactions. The scope of our transactional representation spans all aspects of real estate acquisition, development, financing and disposition, including acquisition, sale, leasing and financing transactions, as well as project finance, construction, public-private partnerships, negotiation of local and state incentives and privatization transactions. Our transactional practice is complemented by our land use expertise, as well as the capabilities of our Environmental Solutions Group and the ability of McGuireWoods Consulting to negotiate financial incentives with federal, state and local governments.

- **Leasing** | Our work ranges from administering the documentation of ongoing leasing programs for property management or property-owning clients to negotiating specialty leases for corporate mergers, acquisitions or dispositions.
- **Tenant Work** | Work includes drafting and negotiating build-to-suit leases, space leases, ground leases and subleases.
- **Landlord Work** | We represent clients who own and manage properties for lease. We have streamlined leasing procedures for landlords who require adherence to their forms for a particular project or type of lease. This standardization relieves our clients from much of the burden of lease negotiation and administration.
- **Specialty Leasing Work** | We often join multi-disciplinary teams of lawyers representing clients in corporate acquisitions, dispositions or mergers. We also handle transactions driven by tax or financing objectives, such as lease-option arrangements devised to accommodate deferred purchase price payments.
- **Leasing Litigation** | Attorneys in our Commercial Litigation Department have significant experience in litigating in state and federal courts all types of leasing disputes, ranging from common area maintenance claims, lease audits, enforcement actions and evictions to construction-related build-out disputes.
- **Site Acquisition; Surplus Property Disposition** | We have represented various Fortune 500 companies in their nationwide acquisition and development of sites. We negotiate the various purchase contracts and related easements, declarations and ancillary legal documents and assist with due diligence. Our representation includes negotiation of prototypical or form agreements for clients that require consistency across their portfolios.

- **Real Property Acquisition and Disposition in M&A Transactions** | We are active members of teams representing clients in mergers, acquisitions, divestitures and other strategic transactions involving real property assets. The transactions in which we have participated include developed and undeveloped property across the country and internationally, from office buildings to manufacturing plants, warehouses, power generation facilities and millions of acres of timberland.
- **Land Use and Zoning** | Among our recent projects, we have provided legal counsel for various banking and retail uses involving auxiliary zoning approvals, site conversions, expansions and relocations of existing or planned operations. We support this traditional land use practice with a strong litigation team with extensive experience in land use litigation.
- **Construction** | Our construction lawyers have drafted and reviewed all forms of construction-related contracts, including design-build, construction management (agency and at risk), program management and project management. Our “in the trenches” experience helps us assist clients with finding practical business solutions to their daily challenges.
- **Construction Litigation** | We have extensive experience prosecuting and defending all types of disputes at the local, state and federal levels and in arbitration and mediation.
- **Green and Responsible Development/Smart Buildings** | We have been involved in many aspects of sustainable and energy efficient development and have accumulated extensive experience throughout the United States and overseas in developing and implementing environmental solutions, including dealing with issues regarding the use of gray water, recycling and energy efficiency as well as solar access and wildlife protection.
- **Public-Private Partnerships** | For many years, McGuireWoods has assisted with developments involving public-private partnerships between public entities or governmental agencies and private parties. Many of the projects have involved the development and financing of corporate real estate facilities for private users.
- **Tenant-in-Common Transactions** | We have been selected to provide national representation for several leading TIC sponsors. We have rendered the opinions typically required by lenders in these transactions (including reasoned opinions relating to waiver of partition rights and other TIC-specific issues of state law) from several of our offices.
- **HUD Housing Programs** | Our experience includes Sections 221(d)(3) and 236 interest subsidy programs for new construction of income restricted projects; Titles IV and VII and X programs for new communities and land development; full insurance and coinsurance under Sections 221(d)(4) and 223(f) for new construction and refinancing of multifamily projects; Section 11(b) refundings; and Section 202 HUD financial assistance program for elderly housing.

McGUIREWOODS

(MWC) is a wholly owned subsidiary of the McGuireWoods law firm, founded in 1998 it provides government relations, public relations and infrastructure and economic development services to clients throughout the United States. Over the past sixteen years, MWC has grown to become the largest and most diverse public affairs firm in the country.

MWC is widely recognized for its expertise in working with clients to develop successful public-private partnerships. Virginia is widely regarded by many states as a leader in developing the statutory and operational framework now being used across the country for public private partnerships. The firm has earned national and even international credentials for its leading role that the MWC team played in the drafting of the Virginia legislation, the development of the operating guidelines, the successful representation of clients pursuing these projects, and in advising public entities on the use of these partnerships.

Virginia's public private partnership statute is emerging as the national model for use by states looking to meet their pressing infrastructure needs. For example, the both the Georgia and Pennsylvania transportation partnership statutes are nearly identical to the Virginia law. Utah has adopted the PPEA statute for development of information technology projects. Ohio, North Carolina, Florida, and Colorado are actively pursuing or have also passed similar PPP statutes.

Below is an abbreviated list of projects where McGuireWoods Consulting has successfully represented clients for public private partnership projects:

Centex Construction (now Balfour Beatty): PPEA for new medium security prisons in VA. MWC provided government relations assistance to secure bond funding for three new medium security prisons that will be built through the PPEA and successfully amended legislation to ensure that the PPEA is used for future facility construction by the Department of Corrections. These projects cost nearly \$250 million.

Donley's Inc.: PPEA parking garage in downtown Fredericksburg, VA. MWC provided advice to Donley's and government relations assistance related to the company's successful proposal to construct a \$6.5 million parking deck in the city's historic downtown. The McGuireWoods law firm also served as legal counsel to Donley's for the execution of the comprehensive agreement.

Balfour Beatty Construction: MWC provided assistance related to the replacement of Western State Hospital for the Virginia Department of Mental Health, Mental Retardation and Substance Abuse Services. This \$125 million project is located in Staunton, Virginia, and was opened in the last year.

Hess Construction/Haskell Development: MWC provided assistance in proposal development and government relations support related to the construction of the Stafford Learning Village that included the Margaret Brent Elementary and Mountain View High School's \$55M development.

Gregory A. Riegle

PARTNER



Greg is managing partner of the McGuireWood’s Tysons Corner office and practices commercial real estate law with a concentration in land use, zoning and redevelopment matters. He began his real estate career as a professional urban planner. Prior to joining McGuireWoods, he worked extensively in the public and private sectors. Collectively he has more than 25 years experience in the real estate development industry.

EDUCATION

George Mason University School of Law, JD, 1999

Michigan State University, MA, Urban Planning, 1989

Michigan State University, BA, 1987

ADMISSIONS

Virginia

HONORS

Selected for inclusion in The Best Lawyers in America, Land Use & Zoning, Utilities, Real Estate Law, Woodward/White, Inc., 2010-2013, 2015

Selected for inclusion in America’s Leading Lawyers for Business, Real Estate: Zoning/Land Use, Northern Virginia, Chambers USA, 2008-2016

Named to “Virginia Rising Stars,” Real Estate, Super Lawyers, Thomson Reuters, 2008-2009

AFFILIATIONS

American Planning Association

Board Member, Tysons Partnership

Appointed by the Fairfax County Board of Supervisors to serve on “Reston Master Plan Task Force”

Appointed Member, Route 28 Station - South Work Group

Appointed “Michigan Ambassador,” Business Lenders for Michigan

He has substantial experience representing major land developers, owners, companies, institutions, lenders and landlords. He works closely with clients to conduct feasibility analysis, analyze applicable development requirements, prepare necessary development-related applications, and present such proposals in meetings and public hearings before decision-making boards and commissions. He has extensive contacts with local government officials, as well as influential community and civic groups, and is able to anticipate, identify and creatively address issues related to the acquisition, development and disposition of real property.

He provides clients with the analysis and advice necessary to complete all legislative and administrative approvals associated with the land development processes. His skill in drafting, negotiating and reviewing development agreements, proffers, zoning opinions and easements enables clients to complete the required processes with minimized and accurately qualified risk.

He has facilitated developments that include office and industrial parks, shopping centers, regional shopping malls, hotels, restaurants, residential subdivisions, master planned communities, and elderly housing uses. He routinely handles the proceedings for necessary rezonings, special exceptions, special permits, variances, Comprehensive Plan Amendments, appeals and Zoning Ordinance Amendments before numerous local government authorities in Northern Virginia and the Washington DC area.

Much of Greg’s work and accomplishments are closely tied to the region’s existing and expanding rail transit corridors. He is particularly well versed in the planning, economic and design considerations that are unique to real estate development in transit oriented areas. In addition to representing owner and developers, he has been appointed by local governments to serve as an industry representative on many of the Task Forces and Work Groups charged with redrafting the governing planning and zoning regulations to recognize the opportunities associated with well planned and economically viable transit oriented development.