

APOLLO PROPERTY MANAGEMENT, LLC.

Structured Management

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We treat your money the same way we treat our money. We watch every penny of it!

PROVEN TRACK RECORD



Profile

Apollo Property Management, headquartered near Cleveland, Ohio, specializes in the management of market-rate apartment communities, student-housing apartment communities, and condominium homeowner associations. Apollo was formed in 2004 by a group of talented professionals with over eighty years of combined property

management experience. The Apollo team has significant experience in leasing, marketing, and managing multi-family communities, and has a proven track record of successful property management engagements in several markets throughout the United States. Apollo currently manages properties in Ohio, New York, Pennsylvania, South Carolina, and Florida.

MISSION STATEMENT

Apollo Property Management has a commitment to excellence. This commitment is demonstrated by our focus on the interests of the property owners with whom we work, and by the professional and responsive service we provide to residents.

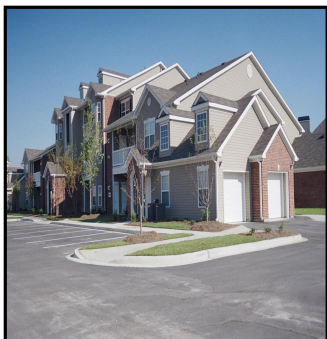
*Maximize your returns,
or turn around the
performance of your
asset. We make it
happen.*

HANDS ON APPROACH

At Apollo Property Management, we promote and deliver quality and distinction. Our teams of dedicated employees work in synergy to meet each property's uniquely formulated strategic management plans.

For each community we work with, we build a strategic property management plan to aid in the property's overall performance. We can then closely monitor, analyze, and review operating results. Our system then measures, evaluates, and adapts to meet each individual property's objective. Our management teams are always positioned to take advantage of new opportunities, and to reduce the impact of the latest industry threats.

A goal of our approach is to provide a valued living experience to residents. We also dedicate ourselves in meeting owner's objectives of growth and sustainability. Our "hands-on" approach contributes to asset profitability, team productivity, community stability, and conscientious maintenance of the physical properties.



OUR EMPLOYEES

Our talented employees are aware of the important responsibility that Apollo Property Management has to its owners and residents at each community. Apollo employees understand that their individual contributions are part of a collective responsibility, and this understanding allows each employee to share a common vision of our objective.

Every organization's success is based on the performance and capacity of its people. A positive attitude, professional competence, and industry expertise ensure high performance. We have knowledgeable people that are well-trained and highly qualified. Extensive and continuous training

allows us to stay ahead of new trends and regulations within the multi-family apartment industry.



Our teams work in synergy to meet each properties uniquely formulated strategic management plans.

EXPERIENCED ACCOUNTING DEPARTMENT

Apollo's accounting team is comprised of individuals with diverse real estate and property management backgrounds. Apollo's accounting services include, among other things, rent collection, bill payment, occupancy reports, and monthly financial reports. Financial performance guidelines are regularly monitored, allowing us to focus on maximizing profits to their

fullest potential. Consistent review of expense accounts in our portfolio occasionally reveals disproportionate expenses that are quickly investigated and corrected. Apollo also uses modern leasing and accounting software at all properties, and newly added properties are set up with those capabilities.

ADVERTISING AND MARKETING

Apollo employs marketing initiatives that capture the interest of prospective renters and maximize leasing traffic. Proven methods, knowing which incentives to offer, when to use them, and our understanding of market conditions help us create effective advertising.

Knowing which advertising media produce the best results allows us to use the most cost-effective programs for our properties. If property websites need to be established or im-

proved with online application, rent payment, or other capabilities, we possess industry contacts to facilitate those improvements.

Apollo hosts various social events that are a great time for residents and also play an important role in resident retention efforts. These open houses, sporting-event parties, summer cookouts, and holiday parties help to develop a sense of community.





All the slick financial and marketing techniques in the world are no substitute for an army of satisfied customers. We do not ever make the mistake of thinking of buildings, computers, consultants, or even us as employees as our company's greatest assets. We realize our greatest assets are our customers, because without customers there is no company. It's really that simple.



KEY PERSONNEL

Paul E. Kiebler IV, President –

Paul is the majority owner and managing partner of Apollo. He was a licensed real estate appraiser in the states of Ohio, Illinois, and Michigan and was an Associate Member of the American Appraisal Institute. He graduated from The Ohio State University in 1992 with a Bachelor's Degree in Real Estate and Urban Analysis.

Paul is also the owner of Kiebler Properties, which is known for its best-of-class portfolio of premier real estate, including apartment, student housing, resort, and new residential communities. Highly respected for its planning and stewardship of the projects in its portfolio, Kiebler Properties fulfills roles as developer, manager, investor, and partner in the com-

munities in which it operates.

Paul has been the managing member or president of companies that have constructed over 2,000 multi-family units located in Ohio, Pennsylvania, South Carolina, and Florida. Additionally, he presently controls several apartment complexes that contain more than 1,820 units.

Paul has developed various projects including Ventana Hills Apartments (470 units), Ridgebrook of Concord (30 units), Berkley Manor Apartments (252 units), Gateway Crossing Apartments (256 units), Foxmoor (223 units), The Village of Sewickley Hills (100 units), Woodcreek Farms Apartments (176 units), and Slippery Rock Student Housing / The Ivy Apartments (632 student beds).

Paul is also the majority owner of Peek'n Peak Resort and Spa, a golf and ski resort located in Clymer, New York. Peek'n Peak is a full-service, four-season resort located in the southern tier of western New York. The resort encompasses over 1,100 acres and includes 27 ski runs, two 18-hole golf courses, a 107-room hotel with restaurant and bar, several ski lodges, approximately 260 privately-owned condominiums, and sufficient real estate to develop an additional 800 to 1,000 condominiums.

Ray Theiss, Chief Financial Officer / General Counsel -

Ray is a seasoned business executive with extensive experience in real estate, distribution, technology and service industries. His background includes strategic planning, mergers and acquisitions, operational review and restructuring, and financial performance improvement. He has over 20 years of diverse experience serving public and private companies, with a particular focus on middle-market companies.

Prior to joining Apollo, Ray served as the President of Gladstone Management Services, a turnaround and crisis management firm. There he specialized in providing middle-market companies with executive management talent to assist in start-up, corporate renewal, and liquidation efforts. He has served in CEO, COO, and CFO roles with a variety of companies.

Previously, Ray was a partner in a real estate development, acquisition, and management company that owned or operated more than 25 neighborhood shopping centers and apartment complexes throughout the Midwest. Additionally, Ray served as Executive Vice President of the leading international distributor of automotive transmission parts with revenues of \$250 Million and 30 locations across North America. Prior to that, he was engaged in the full-time practice of law, with an emphasis on real estate, mergers and acquisitions, and corporate planning. Previous to that he was a real estate audit and tax planning professional with Deloitte & Touche.

Ray holds a Bachelor's degree in Accounting from Kent State University; a Master's degree in Economics from Case Western Reserve University; and a Juris Doc-

tor degree from the Cleveland-Marshall College of Law. He is a frequent lecturer on a variety of business, economic, and legal topics. He is a licensed attorney; a certified public accountant (inactive); a member of the Turnaround Management Association; and a member of the Association for Corporate Growth.

KEY PERSONNEL

Jason Wasserbauer,
Vice President
Director of Operations

Jason has a vast amount of experience in the rental industry. He began as a general manager in the fast paced car rental industry. He soon moved his sights to property management where he began his 10 year property management career as a Regional Property Manager and Director. Over the years, Jason has worked with many different types of multi-family housing. He is well versed in the affordable housing industry, as well as market-rate communities. His intimate knowledge of the industry helps Apollo Property Management shape and mold solid organizational policies and procedures. He is a specialist in building individual property strategic

business plans.

Before his involvement with Apollo Property Management, Jason worked with other prominent property management firms in the Cleveland area. He joined Apollo in 2009. He is an accredited Certified Occupancy Specialist (COS), and he has a BA in Business Management from Walsh University.

Gerri Mansueti,
Regional Property Manager /
Training Coordinator –

Gerri has worked in property management since 2001, and has been with Apollo since its inception. During that time, she has held positions as Leasing Consultant, Leasing Manager, Assistant Property Manager, and Property Manager, in addition to her current

position of Regional Property Manager.

Gerri has experience with newly-constructed and stabilized rental communities, for-sale condominium communities, and homeowner association management. Gerri currently oversees the day-to-day activities at many properties and is typically at one of the communities working with the property managers. Among other things, she administers the new employee training programs and assists in solving uncommon leasing or tenant issues. Gerri holds a Pennsylvania Real Estate License and holds a Certified Apartment Manager (CAM) designation with the National Apartment Association. (NAA).



Christopher Hulten, Controller -

Chris has been with Apollo since 2007. He is a graduate of Baldwin Wallace College and holds a CPA license from the State of Ohio. He has over 14 years of broad experience in accounting and financial management, analysis, reporting, banking relations, acquisitions and financing, audit coordination, compliance, and tax return preparation for both public and private companies involved in real estate development and property management. In addition to his real estate industry experience, he has also worked in similar capacities in the manufacturing and hospitality industries.

accurate management of payables and receivables. Chris also manages payroll and benefits for the employees at all properties. He procures and manages the medical and dental benefit packages for Apollo, and has achieved savings and efficiencies that are passed on to new clients.

Ed Samaan, Project Manager /
Operations Manager -

Ed has been with Apollo since its inception in 2004. He is a graduate of Mount Union College and holds a Bachelor's Degree in Business Management. He performs various functions for the company including rehabilitation/construction management, coordination of apartment turnover for resident move-ins, coordination of projects with maintenance personnel, project budgeting and analysis, communication with municipalities and local agencies, and management of insurance policies and other property business issues. He is also experienced with develop-

ment and construction of communities from their conceptual stages to completion, and has worked as a project manager in that process.

Ed's role includes finding and working with suppliers and tradesmen and negotiating sound contracts with favorable pricing for the properties. Whether your property needs direction for standard apartment turnover at a rate of a few units per month, rapid turnover in a seasonally time-sensitive property such as student housing, or special improvement or remodeling projects, he can handle those initiatives on time and on budget.

We set property objectives needed in every area where performance and results directly and vitally affect the survival and prosperity of a community.

Chris currently handles virtually all of the above-mentioned responsibilities for Apollo. He manages the accounting for over 10 communities and oversees the accounting staff at the corporate office. He and his staff are in frequent communication with the property site personnel to ensure timely and



Experience, Commitment, Results!

Apollo Property Management, LLC.
10823 Mayfield Road
Chardon, Ohio 44024

Phone: (440)286-7162
Fax: (440)286-9570

Find us at
WWW.APOLLO-PROPERTIES.COM

Proven Track Record

Apollo possesses the experience and resources to effectively manage Class A to Class C multi-family communities. Apollo has a history of successfully leasing-up newly-constructed apartment communities and improving occupancy and profitability in existing or underperforming properties. Apollo is also seasoned in condominium association management and can provide stability and sound management to both small and large associations. We are proud to be Apollo Property Management! Let us produce results for you!

