



Company Description and Services

Mango Rhodes Land Advisors is a locally owned and operated boutique real estate brokerage and advisory firm based in the Austin-San Antonio corridor. MRLA provides commercial real estate advisory and consulting services related to entitlements, utilities, and land development. MRLA also provides specialized brokerage services for select clients. We concentrate on projects and properties that present opportunities to strategically maximize value through knowledge of market trends and jurisdictional development processes. From concept to construction, acquisition to disposition, we have the experience, knowledge and understanding of current local market demands, political conditions, and development regulations to make virtually any project successful.

Real Estate Brokerage Services

Mango Rhodes Land Advisors provides a variety of real estate brokerage services focused on specialized properties and works with a client base that has been vetted for experience and understanding of the intricacies and nuances of commercial real estate and land development. Brokerage services include acquisition, disposition, and leasing of real estate in accordance with applicable laws. MRLA can also facilitate financing through our network of commercial mortgage and private equity lenders.

Real Estate Development Consulting Services

MRLA provides the following services related to commercial real estate consulting, entitlement, permitting and development coordination:

- Identify properties and analyze potential development opportunities including, but not limited to, identification of appropriate use, market trends, utility availability, development potential and current and future potential value.



- Research ordinances and plans of the City and/or County and advise Clients regarding issues necessary to complete project development and process for consideration of development permits.
- Prepare for and attend meetings with Clients, Property Owner(s), City and/or County staff, elected and appointed officials, and other consultants, as necessary.
- Review and coordinate preparation and submittal of any necessary development related applications, documents, plans, or exhibits to the City, County and other jurisdictional authorities, as necessary for development of Client's Project.
- Coordinate with other consultants regarding jurisdictional review and issuance of comments regarding development related applications, timely response to comments and resubmittal of revised development related applications and plans addressing review comments.
- Receive and review estimated development costs from project consultants and analyze and provide analysis included anticipated expenses and projected revenues based on identified development and market parameters.
- Receive, review, and respond to correspondence from Client, City and/or County staff, elected and/or appointed officials and other consultants related to development of Client's properties and/or projects.
- Attend meetings of the City, County and other necessary jurisdictional organizations and present projects and properties, as needed.
- Provide project coordination with Client and other project consultants, as necessary.
- Attend preconstruction meetings with Client, contractor(s) and other project consultants to review and discuss project, as requested.
- Perform site visits, as requested by Client, to verify conditions and project status, coordinate with Client, contractor(s) and other project consultants during development of Client projects and properties.
- Provide general real estate development consulting services, not otherwise specifically identified, at the request of the Client.

Bio

Amanda Cowin is a licensed Realtor and Notary Public in the state of Texas with over 15 years of banking, commercial lending, and real estate experience. She attended Missouri State University and Missouri Valley College. Mandy began her professional career as a local bank teller for a regional bank in Southeast Missouri. She was quickly promoted and found her talent in Commercial Lending. In 2016 Mandy saw an opportunity to advance in her career and relocated for a position at a local bank in Austin, TX, as a Business Banking Associate. She was quickly recruited by a commercial real estate hard money lending company as their first Loan Associate. Within a couple of months, Mandy presented the company with a solution to bring loan servicing away from a third-party service and manage it in-house. She facilitated the purchase of the company's new software, as well as setup the program and trained the



employees. She was promoted to Loan Servicing Manager and managed a loan portfolio of +\$74mm consisting of all commercial and multifamily construction loans. Mandy then took an opportunity to work with a commercial real estate investor and helped found a new real estate investment and development company. That company grew quickly and consisted of commercial property acquisition, management, and disposition. She became the Director of Operations and scaled the company by implementing systems and processes to standardize recurring items. In 2019 Mandy formed her own real estate consulting company in Bentonville, AR. She offered her clients Business Operations Consulting, CRM Creation, and Contract Transaction Management. She also provided property site analysis reports and marketing material. Through her background and experience in Business Operations and Commercial Real Estate, Mandy is able to provide her clients with incomparable service.

Thomas K. Rhodes, CCIM, is a certified commercial real estate professional with over 16 years of experience as a development and entitlement consultant and commercial REALTOR®. He graduated from Texas State University with a Bachelor of Science degree in Geography with an emphasis on Urban and Regional Planning. After graduation, Thomas spent approximately 2 years working as a planner for the City of San Marcos. After leaving the City, Thomas became a private consultant representing property owners and developers across the state through the entitlement and permitting processes. In 2008, Thomas co-founded ETR Development Consulting, LLC, a land planning, entitlement, and development consulting company providing due diligence services, permitting coordination and development management services for clients. His work has included single family master planned communities, multifamily residential and a multitude of nonresidential (commercial and industrial) properties. In 2013, Thomas joined a nationally recognized real estate brand, leading the commercial sales and leasing team. During this time, Thomas earned the designation of Certified Commercial Investment Member (CCIM) completing all required courses and passing the national exam in 2015. In 2017, Thomas founded TKAR Commercial Real Estate Services to focus on providing acquisition, disposition, leasing and development services for specialized clients and properties. In 2018, the partners of ETR chose to shut down operations and Thomas began consulting as an independent project manager and owner's representative representing developers of large master planned communities. Through his background and experience in the commercial real estate industry, Thomas is able to provide unparalleled service and a unique perspective for every real estate transaction.



Current Projects & Clients

Client: REAL Holdings, LLC

Real International's purpose is to bring forth a conduit for its investors to directly access institutional quality commercial real estate investments without being limited to a REIT or Fund. Our model allows accredited investors to have selective participation in the best possible real estate investment options.

Real International Investment Group has managed and invested over \$50 million equity in a real estate investment portfolio with a total of 600+ million in value. Our investment focus ranges from Multifamily, Retail, Hospitality Hotel, Resorts to Single-Family Rental Communities. We sponsor real estate asset acquisition, ground-up development, and the land development in Central Texas strong markets like Austin, DFW, San Antonio and Houston with our partners.

With our extensive experience and relationships within the real estate investment community, Real International brings our clients the best possible real estate investment opportunities that only institutional investors can participate in. Rigorous due diligence in the early stage of project investment, service, and investment report in the mid-term of the project, bring value and risk aversion to investors.

Real International also acts as a cultural liaison for individuals and business that want guidance bridging the language and culture gap between Texas and Asia in order to make successful and profitable connections.

Client: BVRT Utility Holding Company, LLC

BVRT Utility Holding Company is a holding company with assets in water-related infrastructure utilities and operations headquartered in San Antonio, TX. We are dedicated to working with regional and local water authorities, communities, developers, and landowners to provide water and water resources recovery services within Central Texas.

BVRT recognizes a real and urgent need to build and develop new sustainable water, water resource recovery and recycled water resources and infrastructure in Texas Triangle communities. To deliver these resources and enhance the economic and environmental vitality of the communities we serve, we have developed new models to build, own and operate water resource utility systems

BVRT was formed in 2013 and currently owns 7 water resource utility companies, 6 in operation and 1 in design and permitting. In 2021 Texas Water Services Company (TWSC), a wholly owned



subsidiary of Cal Water Service Group (NYSE: CWT), the third largest publicly traded water utility in the United States, became the single largest investor in BVRT.

MRLA has been retained by BVRT to lead its business development efforts in Texas. MRLA works with small municipalities and water utility providers to establish wholesale and/or franchise wastewater agreements to establish BVRT to be the wastewater utility provider. Utilizing our experience and relationships in the region, we work with developers and builders to establish service and management contracts to provide wastewater treatment services to master planned communities throughout the region at a substantial cost savings for the project.



Past Projects & Clients

Thomas Rhodes

Mixed Use Master Plan Communities

Brookfield Residential Properties- Blanco Vista Subdivision, San Marcos and Paso Robles (Kissing Tree) Subdivision, San Marcos

Lazy Oaks Ranch, LP – La Cima San Marcos Subdivision, San Marcos

Multifamily Projects

Capstone Collegiate Communities- Capstone Cottages of San Marcos

Landmark Properties / Retreat Holdings- The Retreat San Marcos

Casey Development / Darren Casey Interests- Uptown Square Apartments, San Marcos

Celmark Development Group, Inc.- View on the Square, San Marcos

JaVaStone Capital Holdings – Thorpe Lane Lofts, San Marcos

Retail/Office/Commercial Projects

County Line Partnership- South Walnut Commercial Development, New Braunfels

Lumberton Investments- CVS, Bastrop

Communicare Health Centers- West Campus, San Antonio and Kyle Campus in Kyle, TX

First Lockhart National Bank- First Lockhart National Bank, Lockhart

Amanda Cowin

Consulting

Cignus Real Estate – Bentonville, AR

Savant Development -Bentonville, AR

Vita Development Group – Aspen, CO

Only Epic Holdings, Inc – San Marcos, TX

Previous Positions Held

Director of Operations- Only Epic Holdings, San Marcos, TX

Loan Servicing Manager – Thrive FP, Austin, TX

Business Banker – American Bank of Commerce, Austin, TX

Lending Specialist – First Midwest Bank, Poplar Bluff, MO