

TEAM PROFILE

Cindy Hammer, Operations Manager/Owner has a passion for planning and effective communication, using energy efficient and sustainable methods and materials, and delivering a very high level of customer service. Cindy's 9 years of experience as General Contractor and 13 years of experience in real estate sales has contributed greatly to her knowledge of design, building science, and implementing best practices.

In 2011, Jim Roloff joined Bluestone as Project Manager/Partner. Jim came from a reputable Madison area custom home building company where for 17 years he managed both new construction and remodeling work. Jim's past work reflects a wide variety of projects at all levels of finish and price, ranging from modest energy efficient starter homes to million dollar plus custom homes, including multiple MABA Parade of Homes entries. Jim also has a passion for using energy efficient and sustainable methods and products. He is continually perfecting techniques and processes whenever better methods and materials become available. Jim has a remarkable natural tendency and talent of working well with a diverse range of personality types and backgrounds.

At Bluestone our commitment to our Client does not end when the project is completed. Our written warranty is backed by a service system which will insure that any concerns the owner may have will be dealt with in a prompt professional manner.

Bluestone is a member of the FOCUS on Energy New Homes Program and the Wisconsin Green Built Home Program. We are also a member of the Madison Area Builders Association, South Central Wisconsin Builders Association, Wisconsin Builders Association, and the National Association of Home Builders.

For our financing partner, we will work closely with Summit Credit Union to assist Buyers with lending. Summit Credit Union's mortgage department has participated in down payment assistance programs in order to help low and moderate income individuals obtain the dream of homeownership. They have also been a long time participant in Home Buyers education through involvement with the Home Buyers Round Table of Dane County. Please see attached summary of Summit's financing package.

Kelly Pfeil, Restaino & Associates will help market the properties. Kelly has been a full time agent for over 9 years and represents both buyers and sellers. Almost half of her clients are first time buyers. One of Kelly's strengths is educating first time buyers on the entire process. Kelly also has experience in marketing developments. She partnered with other agents in marketing the Ridges of Pheasant Branch Condominiums in Middleton for 5 years, and would form a similar team to market Mosaic Ridge.

Jim Roloff, Project Manager will be the single point of contact for the Mosaic Ridge projects:

Jim Roloff
Project Manager
Bluestone Custom Homes
5609 Herro Ln.
Madison, WI 53716
608-490-0525

EXPERIENCE

Bluestone has constructed 18 homes ranging from 1,200 sq ft to 2,500 sq ft. With his previous employer Jim Roloff supervised the construction of over 100 homes in this size range. While most of the homes that Jim has constructed prior to employment with Bluestone have been at higher price points, this was largely due to them having a higher level of finish. The 18 homes built by Bluestone in the size range above were all within the \$130,000 to \$220,000 price range.

While most of the lots we have built on are above 10,000 sq ft. The two homes built for NHS of Beloit and the one home built for WPHD were all built on lots ranging from 8,000 to 10,000 sq ft. Jim has also overseen the construction of multiple homes on smaller PUD lots for his previous employer.

Bluestone has built 7 homes in the past 5 years that are certified by the FOCUS on Energy New Homes Program. Two of those homes were built for the Neighborhood Housing Services of Beloit in 2011 and one was built with Wisconsin Partnership for Housing Development, Inc. in 2013. We have built 4 homes that are certified by the Green Built Homes Program. Jim has built numerous FOCUS and Green Built Home certified homes under his previous employer. The following is a list of certified homes built by Bluestone:

- 259 N. Water St, Evansville, WI – 1,550 sq ft; \$185,000; FOCUS and Green Built Certifications
- 245 Noahs Arc Ct, Evansville, WI - 1,550 sq ft; \$185,000; FOCUS and Green Built Certifications
- N678 Mt. Hope Rd, Brodhead, WI – 1,900 sq ft; \$210,000; FOCUS and Green Built Certifications
- 820 Parker Ct, Beloit, WI (NHS) – 1,200 sq ft; \$126,000; FOCUS On Energy Certification
- 823 Parker Ct, Beloit, WI (NHS) – 1,200 sq ft, \$134,000; FOCUS On Energy Certification
- 176 Lincoln St, Janesville, WI (WPHD) – 1,700 sq ft; \$185,000; FOCUS On Energy Certification
- 704 Orchard View Dr, Evansville, WI – 1,550 sq ft; \$180,000, FOCUS and Green Built Certifications

Note that the 3 homes built by NHS and WPHD were Green Built Home certifiable, but they chose not to certify. It should also be noted that while most of the work performed by Bluestone prior to 2011 was in Rock County, since Jim's hire, we have made a successful effort to focus in

Dane County, and primarily the Madison market, where his contacts and knowledge of the market are strongest.

Many of our Clients have been first time home buyers with moderate incomes, and we have worked with many minorities and disadvantaged people. We are very in tuned to building and pricing affordable, quality, energy efficient homes and pricing within appraised market values. Along with that, we are very experienced in process involved in obtaining mortgage financing.

Many of the subcontractors we work with are smaller emerging businesses and some are minority-owned businesses, including Bluestone Custom Homes, which is woman-owned.

REFERENCES

Financial References:

Steve Eager
President
Union Bank and Trust-Evansville
P.O. Box 15 -2 East Main Street
Evansville, WI 53536
608-882-5200

Angie Stewart
The Title Team
2851 Liberty Ln
Janesville, WI 53546
608-741-7000

ProBuild Middleton (Larry)
1987 Pleasant View Road
Middleton, WI 53562
608-836-1941

Nonn's Design Showplace (Kris)
7550 Graber Rd
Middleton, WI 53562
608-836-8833

Coyle Carpet One (Dave)
250 W. Beltline Hwy.
Madison, WI , 53713
608-257-0291

Client References:

Kathy Kamp, Executive Director
Wisconsin Partnership for Housing
Development
Madison, Wisconsin 53703
Phone: 608-258-5560 x 34

Joy Bosco, Deputy Director
Neighborhood Housing Services of Beloit
Beloit, WI 53511
608-362-9051
JBosco@nhsofbeloit.org

TJ and Katie McDaniel
245 Noahs Arc Ct.
Evansville, WI 53536
608-314-7637

Professional References:

Scott Sailor, Focus on Energy Inspector
Home Performance Testing
608-241-5425

Dave Wortenweiler
Building Inspector, City of Evansville
608-290-9665