

# *Gentry Mills* CAPITAL



**GENTRY MILLS CAPITAL, LLC** is a real estate investment firm whose purpose is to seek out, package and provide quality commercial real estate investment opportunities to investors represented by investment professionals in the financial services industry.



# WE HAVE OVER 150 YEARS OF COMBINED EXPERIENCE IN THE COMMERCIAL REAL ESTATE AND SECURITIES INDUSTRY.

Discover our quality investment opportunities and unsurpassed customer service for yourself today.

## Meet Our Team:

### William P. "Billy" Glass – Managing Partner/President

Mr. Glass specializes in raising debt and equity capital for commercial real estate investment programs. Over the years Mr. Glass has worked diligently to develop and maintain long-lasting relationships with broker-dealers and advisors.

- 37 YEARS IN THE COMMERCIAL REAL ESTATE BUSINESS
- 28 YEARS WORKING WITH REG D OFFERINGS

### Robert Scott Palmer – Partner

Mr. Palmer specializes in opportunistic acquisitions and has served on Investment Committees at two prestigious real estate investment companies. Partnering with Mr. Glass at Gentry Mills Capital his focus is creating value through the innovative structure of real estate acquisitions and dispositions.

- 42 YEARS IN THE COMMERCIAL REAL ESTATE BUSINESS
- 35 YEARS SPECIALIZING IN REAL ESTATE INVESTMENT ACQUISITIONS AND DISPOSITIONS

### Rebecca L. Welch – Sr. Vice President

Ms. Welch is involved in raising debt and equity capital for commercial real estate investment programs through the broker-dealer community. She also manages the due diligence process for each offering and the development of marketing material to communicate effectively with advisors to bring new products to market.

- 35 YEARS EXPERIENCE IN THE COMMERCIAL REAL ESTATE BUSINESS
- 25 YEARS EXPERIENCE WORKING WITH REG D OFFERINGS

### Chris Reeves – Investor Relations Associate

Mr. Reeves provides client service assistance to Financial Advisors and their clients and manages the "back office" procedures for Gentry Mills Capital including investor correspondence, investor reporting and distributions.

- 26 YEARS EXPERIENCE IN CLIENT SERVICES
- 6 YEARS EXPERIENCE WORKING WITH REG D OFFERINGS

### Joshua P. Glass – Sales Associate

Mr. Glass joined Gentry Mills Capital in March 2015 as a Sales Associate after working five years with a nationally-known, non-profit organization where he assisted the founder in raising funds from various high net worth individuals and corporate sponsors. Mr. Glass is part of the Sales Team marketing Gentry Mills Capital investment programs to financial advisors in the financial services community.

- 8 YEARS EXPERIENCE RAISING FUNDS FROM HIGH NET WORTH INDIVIDUALS
- 6 YEARS EXPERIENCE WORKING WITH CORPORATE SPONSORS
- 3 YEARS EXPERIENCE WORKING WITH REG D OFFERINGS

# Our Investment History

PROGRAM	AMOUNT OF OFFERING	DATE OFFERING COMMENCED	PROJECT STATUS	HOLD PERIOD	IRR/ARR (EQUITY)* INTEREST (DEBT)
<b>Hilton Garden Inn - Houston Energy Corridor</b> Equity Offering through Gentry Mills Investment (Houston Energy Corridor), LP	\$2,588,000	09/29/2006	SOLD 10/20/2011	5 Years	IRR 6.85% ARR 7.2%
<b>Hilton Garden Inn - Houston Energy Corridor</b> Debt offering through Gentry Mills Finance (Houston Energy Corridor), LLC – Note Issued	\$3,839,000	10/12/2006	REDEEMED NOTES 10/20/2011	5 Years	9.00% Interest Full Payment
<b>Embassy Suites Hotel - Downtown Houston</b> Equity Offering through GMI (ES 14), LP	\$13,070,175	11/16/2007	SOLD 05/11/2011	3.5 Years	IRR 11.64% ARR 9.68%
<b>Embassy Suites Hotel - Downtown Houston</b> Debt offering through Gentry Mills Finance (ES 14), LLC– Note Issued	\$13,063,584	07/23/2009	REDEEMED NOTES 03/22/2013	3.6 Years	8.5% Interest Full Payment
<b>The Plantation Apartments — Phase I</b> Equity Offering through GMI - 192 Mission, LP	\$3,117,571	06/03/2011	ACTIVE	3-5 Years	Currently Operating
<b>Residence Inn by Marriott - Austin Mueller</b> Equity Offering through GMI - Mueller Hospitality, LP	\$4,311,203	10/27/2011	SOLD 10/15/2015	4 Years	IRR 16.62% ARR 20.11%
<b>The Plantation Apartments — Phase II</b> Equity Offering through GMI - 108 Mission, LP	\$2,942,760	07/03/2012	ACTIVE	3-5 Years	Currently Operating
<b>The Sam Houston Hotel – Downtown Houston</b> Equity Offering through GMI - ALH 20, LP	\$5,729,412	07/23/2012	SOLD 07/31/2015	3.5 Years	IRR 9.75% ARR 9.79%
<b>Bay Vista Apartments Phase I – Corpus Christi, TX</b> Equity Offering through GMI – Bay Vista Apartments I, LP	\$5,660,583	09/16/2013	ACTIVE	3-5 Years	Currently Operating
<b>Bay Vista Point Apartments – Corpus Christi, TX</b> Equity Offering through GMI – 164 Corpus, LP	\$3,777,117	09/16/2013	ACTIVE	3-5 Years	Currently Operating
<b>Hampton Inn &amp; Suites – Atlanta Airport – Atlanta, GA</b> Equity Offering through GMI – Camp Creek, LP	\$4,428,027	01/10/2014	SOLD 04/29/2016	2.2 Years	IRR 12.05% ARR 12.48%
<b>Fairfield Inn &amp; Suites – Cambridge, OH</b> Equity Offering through GMI – Pine Hill Crossing, LP	\$3,846,154	05/22/2014	ACTIVE	3-5 Years	Currently Operating
<b>Aloft Hotel Broomfield Denver – Broomfield, CO</b> Equity Offering through GMI – Broomfield 139, LP	\$6,995,427	07/24/2014	SOLD 07/23/2018	4 Years	IRR 11.42%** ARR 11.62%**
<b>Hampton Inn &amp; Suites UCF – Orlando, FL</b> Equity Offering through GMI – Orlando, LP	\$4,182,359	10/27/2014	SOLD 10/12/2016	2 Years	IRR 17.94% ARR 17.43%
<b>Hilton Garden Inn – Overland Park, KS</b> Equity Offering through GMI – Overland Park, LP	\$5,879,411	10/27/2014	SOLD 1/17/2017	2.25 Years	IRR 16.59% ARR 17.31%
<b>Hampton Inn &amp; Suites – Lake Mary, FL</b> Equity Offering through GMI – Lake Mary 125, LP	\$6,110,084	02/26/2015	SOLD 6/19/2017	2.5 Years	IRR 15.54% ARR 15.84%
<b>Hilton Garden Inn St. Louis Shiloh/O'Fallon, IL</b> Equity Offering through GMI – Shiloh/O'Fallon, LP	\$4,926,923	12/08/2015	ACTIVE	3-5 Years	Currently Operating
<b>Element by Westin – Palmdale, CA</b> Equity Offering through GMI – Palmdale Hospitality, LP	\$5,177,515	04/29/2016	ACTIVE	3-5 Years	Currently Operating

\*IRR - Internal Rate of Return & ARR - Annual Rate of Return

\*\*After release of the "Hold Back" funds as required by the purchase and sale agreement to pay any post-closing expenses that might arise, the final ARR and IRR could increase depending on the amount of the final distribution.

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PROGRAM	AMOUNT OF OFFERING	DATE OFFERING COMMENCED	PROJECT STATUS	HOLD PERIOD	IRR/ARR (EQUITY)* INTEREST (DEBT)
<b>Courtyard by Marriott – Ronkonkoma – Long Island, NY</b> Equity Offering through GMI – Long Island 154, LP	\$11,909,938	03/09/2016	ACTIVE	3-5 Years	Currently Operating
<b>Aloft Hotel Baltimore/Washington International Linthicum Heights, MD</b> Equity Offering through GMI – BWI, LP	\$7,439,217	07/12/2016	ACTIVE	3-5 Years	Currently Operating
<b>Hampton Inn &amp; Suites – Annapolis, MD &amp; Hilton Garden Inn – Fredericksburg, VA</b> Equity Offering through GMI – AF, LP	\$11,084,116	10/07/16	ACTIVE	3-5 Years	Currently Operating
<b>Homewood Suites by Hilton – Ronkonkoma, NY</b> Equity Offering through GMI – Long Island HWS, LP	\$10,088,757	01/12/17	ACTIVE	3-5 Years	Under Construction
<b>TownePlace Suites by Marriott – Irving, Texas</b> Equity Offering through GMI – TPS Irving, LP	\$5,888,757	04/28/17	ACTIVE	3-5 Years	Under Construction
<b>TownePlace Suites by Marriott – Portland, TX</b> Equity Offering through GMI – Portland 121, LP	\$7,332,966	06/28/2017	ACTIVE	3-5 Years	Currently Operating
<b>Hyatt Place Hotel – Washington, D. C.</b> Equity Offering through GMI – NOMA, LP	\$14,979,328	08/01/2017	ACTIVE	3-5 Years	Currently Operating
<b>LaQuinta Del Sol, Lakeway, TX</b> Equity Offering through GMI – Lakeway 109, LP	\$4,415,385	11/02/2017	ACTIVE	3-5 Years	Under Construction
<b>Hampton Inn &amp; Suites, Harrison, NJ</b> Equity Offering through GMI – Harrison 165, LP	\$14,220,534	06/01/2018	ACTIVE	3-5 Years	Currently Operating

\*IRR - Internal Rate of Return & ARR - Annual Rate of Return

## Contact Information:

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William P. Glass "Billy"



Rebecca L. Welch "Becky"



Joshua P. Glass



Chris Reeves

**TO LEARN MORE ABOUT GENTRY MILLS CAPITAL AND OUR CURRENT PROJECTS,  
visit us at [gentrymillscapital.com](http://gentrymillscapital.com) or call 972-759-8725.**

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