



# About Newland Communities

Newland Communities is a privately owned company that develops residential and urban mixed-use communities from coast-to-coast. With expertise in creating a special sense of community, Newland brings to life the unique history, culture and traditions of the land they develop. Newland believes it is their responsibility to create enduring, healthier communities so people may live life in ways that matter most to them. With offices in 18 US cities, Newland has been successful largely because they have created a portfolio of communities with geographic diversity and a wide range of homes and amenities to meet the needs of all different types of families. Newland Communities is headquartered in San Diego, California, and currently has nearly 40 active communities underway in 14 states.

## Executive Leadership

**Robert B. McLeod** is Chairman and Chief Executive Officer of Newland Communities and the true visionary behind the company's evolution and growth. Four Regional Presidents, the Senior Vice President of Union Park, Newland's Las Vegas infill community, and the Chief Marketing Officer report to Bob. Newland's assets encompass over 138,500 single-family, multi-family and urban residences, over 10,000 acres of parcels earmarked for future residential development and over 4,000 acres targeted for commercial and mixed-use development in 25 cities and 14 states. Bob is the principal leader of Newland's new community start-ups, including the company's extensive visioning and planning process. He also focuses his energy in continuing to mentor Newland's core teams in the achievement of the company vision throughout the creation of each community. He has a personal passion for sharing his years of experience with Newland's young team members. Previously he was President and Chief Executive Officer of Genstar Land – U.S.A., Newland's predecessor company, where he had complete responsibility for all residential and commercial development activities in the United States, including 28,000 acres in 20 master-planned communities in five states. Bob is a graduate of the University of California at Berkeley.

**LaDonna K. Monsees** is Vice Chairman and President of Newland Communities. LaDonna is responsible for the oversight of Home Office executive leadership, asset management of the communities and leadership of the company's direction toward sustainable development. She also manages American Newland Communities' investment in other businesses. LaDonna previously held dual titles of Vice Chairman and President, responsible for the company's financial and administrative management and its numerous partnerships. From 1983-1987 she held similar responsibilities as Chief Financial Officer for various entities owned by Genstar Development, Inc., Newland's predecessor company. LaDonna began her career as a Certified Public Accountant with Deloitte, Haskins & Sells. She graduated magna cum laude with a degree in Accounting from the University of West Florida.

**Derek C. Thomas** is Vice Chairman of Newland Communities. He provides leadership for the company's overall investment strategy, and leads the creation and coordination of all equity and debt relationships, focusing on the parent company's continued strategic growth through acquisitions and the formation of new businesses. Derek previously held dual titles of Vice Chairman and Chief Operating Officer, establishing and guiding the company's operating strategy. For 23 years, prior to joining Newland in 1995, he was a consultant and accountant specializing in the real estate industry. From 1985-1994, he served in the Chicago and San Diego offices of Kenneth Leventhal & Company, becoming partner-in-charge of real estate consulting in 1991. He provided advice on business strategies and financial transactions to real estate developers, owners, lenders and financial institutions. Derek is a Certified Public Accountant and holds an MBA degree in real estate finance from DePaul University in Chicago, Illinois.

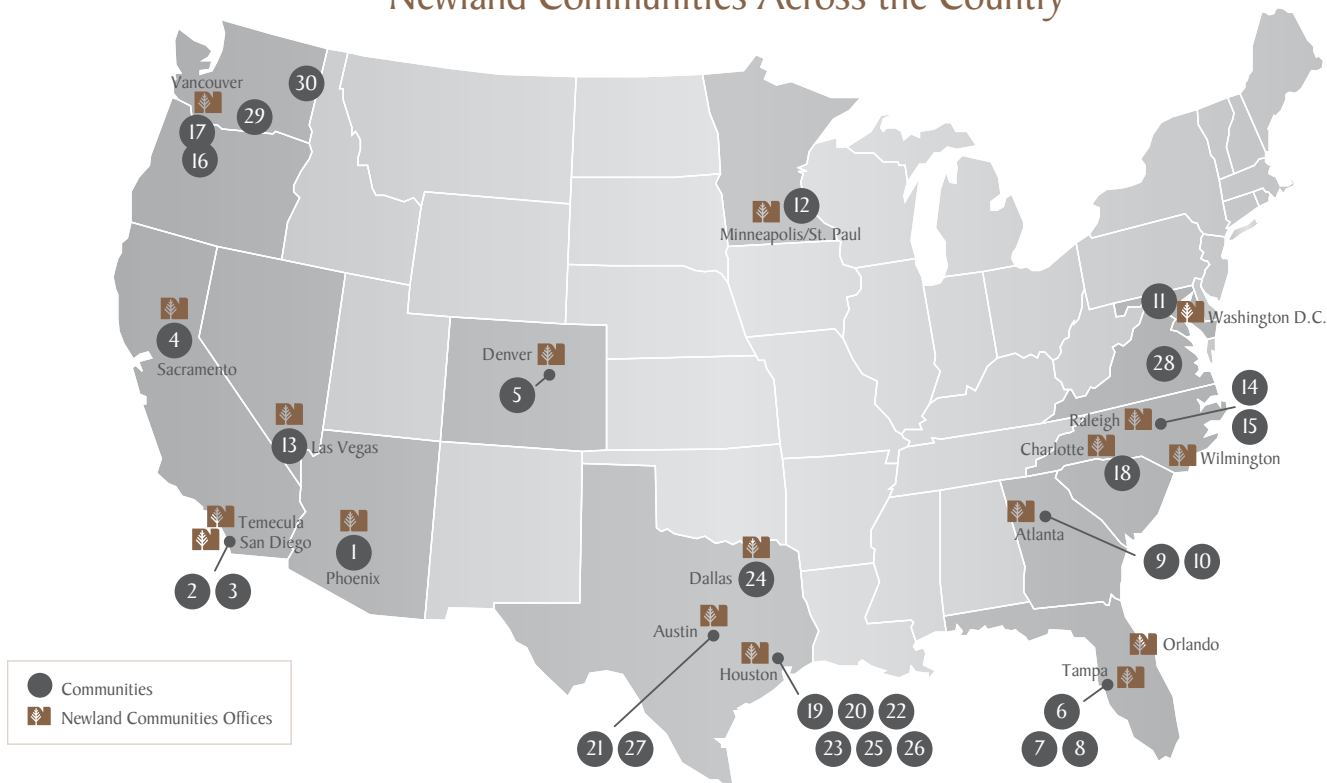
## Continued Growth and Success

- **1968-1986** Newland's predecessor company was Genstar Land Company (USA), the US property division of Genstar Corporation.
- **1986-1987** Genstar Corporation is acquired, and the US property division is put up for sale. The management of Genstar's US division form The Newland Group, Inc. and enter into a partnership with American General Realty Investment Corporation and acquire Genstar's US Land assets which include 19 communities and land projects across the US.
- **1988-1993** The Newland Group, Inc. acquires three communities in Columbia, SC, Charlotte, NC and Tampa, FL.
- **1993-1994** The partnership between The Newland Group, Inc and American General Realty Investment Corporation is dissolved and the assets partitioned. Many of The Newland Group's principals and managers form Newland Associates, Inc. and Newland Capital Advisors LLC.
- **1995-1998** Newland receives \$60 million from the California Public Employees Retirement System (CalPERS) for residential acquisition and development. This capital is invested in five California community developments.
- **1999** Newland changes its name to Newland Communities, LLC. Hunt Realty Corporation of Dallas acquires an interest in Newland Communities, LLC, and American Newland Communities LP is formed. Newland receives over \$200 million from CalPERS for residential acquisition and development.
- **2000** Along with CalPERS, with the support of IHP Capital Partners, Newland purchases Genstar Land Company for \$223 million. The assets consist of 34 land development projects in seven states.
- **2002** Newland acquires residential communities in Chapel Hill, NC and Flowery Branch, GA.
- **2003** Newland acquires 31 land development projects in seven states from Terrabrook, a Dallas-based land development subsidiary of Westbrook Partners LLC.
- **2005** Newland acquires the first 3,750 acres of Estrella in Goodyear, AZ, which when completed in 2030 will total about 20,000 acres and will include around 50,000 homes.
- **2006** Newland raises over \$400 million of equity for investment in existing communities and new developments. Major new acquisitions include undeveloped land in Rock Hill, SC, Wilmington, NC, Charlotte, NC, Apollo Beach, FL, and Fredericksburg, VA.
- **2007** Construction begins at Union Park in Las Vegas, NV, a 61-acre mixed-use development, with the groundbreaking of the Frank Gehry designed Lou Ruvo Brain Institute. Newland purchases undeveloped land in Cherokee County, GA, Rock Hill, SC, Bend, OR, Land O'Lakes and Lithia, FL.



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# Newland Communities Across the Country



## Arizona

1 ESTRELLA  
Goodyear, AZ  
623.386.1000  
estrella.com

## California

2 4S RANCH  
San Diego, CA  
858.674.1030  
4sranch.com

3 PASEO DEL SOL  
Temecula, CA  
951.693.9292  
paseodelsol.com

4 WHITNEY RANCH  
Rocklin, CA  
916.543.8501  
whitneyranch.net

## Colorado

5 STONEGATE  
Parker, CO  
303.200.4154  
stonegatecolorado.com

## Florida

6 FISHHAWK RANCH  
Lithia, FL  
813.685.7500  
fishhawkbranch.com

7 MIRABAY  
Apollo Beach, FL  
813.645.1000  
mirabay.com

8 WATERSET  
Apollo Beach, FL  
813.620.3555  
watersetfl.com

## Georgia

9 STERLING ON THE LAKE  
Flowery Branch, GA  
770.967.9777  
sterlingonthelake.com

10 WINDERMERE  
Cumming, GA  
770.888.9463  
discoverwindermere.com

## Maryland

11 CLARKSBURG  
TOWN CENTER  
Clarksburg, MD  
301.515.8200  
clarksburgmaryland.com

## Minnesota

12 STONEMILL FARMS  
Woodbury, MN  
651.998.0226  
stonemillfarms.com

## Nevada

13 UNION PARK  
Las Vegas, NV  
702.220.8090  
unionparkvegas.com

## North Carolina

14 BRIAR CHAPEL  
Chapel Hill, NC  
919.361.2626  
briarchapelnc.com

15 CHURTON GROVE  
Hillsborough, NC  
919.361.7000  
churtongrovecnc.com

## Oregon

16 RIVERRIM  
Bend, OR  
541.389.0700  
riverrim.net

17 TARALON  
Happy Valley, OR  
503.283.9672  
taralon.com

## South Carolina

18 LAKE SHORE  
ON LAKE WYLIE  
Tega Cay, SC  
704.887.5940  
lakeshoreonlakewylie.com

## Texas

19 CINCO RANCH  
Katy, TX  
281.395.2200  
cincoranch.com

20 EAGLE SPRINGS  
Humble, TX  
281.812.8189  
eaglespringsonline.com

21 FALCON POINTE  
Pflugerville, TX  
512.244.6667  
falcon-pointe.com

22 GRAYSON LAKES  
Katy, TX  
713.575.9000  
graysonlakes.com

23 SEVEN MEADOWS  
Katy, TX  
281.693.7777  
sevenmeadows.com

24 STONEBRIDGE RANCH  
McKinney, TX  
972.529.5997  
stonebridgeranch.com

25 SUMMERWOOD  
Houston, TX  
281.225.0025  
summerwoodonline.com

26 TELFAIR  
Sugar Land, TX  
281.325.0032  
telfair.com

27 TERAVISTA  
Round Rock, TX  
512.310.7421  
teravista.com

## Virginia

28 LADYSMITH VILLAGE  
Ruther Glen, VA  
804.448.4529  
ladysmithvillage.com

## Washington

29 CREEKSTONE  
Kennewick, WA  
509.735.3737  
creekstonewa.com

30 EAGLE RIDGE  
Spokane, WA  
509.443.8108  
homeateagleridge.com

9820 Towne Centre Drive, Suite 100  
San Diego, CA 92121

858.455.7503  
newlandcommunities.com



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