

**CONLIN**  
PROPERTIES, INC.  
3721 SW 61<sup>st</sup> Street, Suite A  
DES MOINES, IA 50309  
(515) 246-8016

**MANAGEMENT BACKGROUND**

Conlin Properties, Inc. ("Conlin Properties") was incorporated in May of 1986. Initially, James Conlin began his career in property management in 1968 with the purchase of 5 rental homes on the south side of Des Moines. Conlin Properties is owned by Jim and his wife, Roxanne B. Conlin. The company is based in Des Moines and manages a portfolio of properties throughout the Central Iowa area.

**PRESENTLY**

The company primarily manages a portfolio of multifamily properties and homeowner associations. This is comprised of 6.5+MM square feet of residential property and includes approximately 6,000 units. The company holds a real estate broker's license with the State of Iowa. Affiliated companies of Conlin Properties, Inc include:

- Conlin Development Group, LLC – developer
- Conlin Construction Services, LLC – construction management
- Conlin Community Management – homeowner association management

**MANAGEMENT STYLE**

The management company employs a centralized style of management and relies on strong training of its on-site staff members. Its corporate office staff includes a COO, President, a Vice President, Property Supervisor, Director of Human Resources, Controller, Director of Home Owners Associations, and various support staff. All property managers are well trained in fiscal financial management of rental and association property.

**PROFESSIONAL ALLIANCES**

Greater Des Moines Homebuilders Association  
National Homebuilders Association  
Greater Iowa Apartment Alliance  
Chamber of Commerce – many central Iowa communities

**ASSET MANAGEMENT**

Conlin Properties, Inc., is a fee-based asset management company. Primary goals encompass providing safe and affordable housing in conjunction with managing real estate to enable asset appreciation.

**TAX CREDIT DEVELOPMENT**

Conlin Properties is one of the largest developers of tax credit funded apartments in the State of Iowa. Over 30 properties have been developed throughout central Iowa, beginning in 1991, including rehabilitation and new construction. In addition, the company retains several fee-based clients in their portfolio and serves in a consulting capacity to many area non-profit developers. The current portfolio includes nearly 2000 LIHTC units.

## **SAMPLE OF PROPERTIES MANAGED BY CONLIN PROPERTIES**

**Chapel Ridge West – West Des Moines**



**Hilltop Apartments – Des Moines**



Canterbury Heights Senior – Pleasant Hill



## **KEY PERSONNEL**

### **James C. Conlin**

Mr. Conlin is the founder, owner and Chief Executive Officer of Conlin Properties. His personal resume is enclosed.

### **JB Conlin**

JB, the son of Jim and Roxanne Conlin, has worked with his father for more than 25 years building the portfolio and managing the family's various business obligations. Currently, JB serves as the Chief Operating Officer for Conlin Properties with the understanding he will transition to CEO in the future. JB has extensive knowledge in all facets of the multifamily business which include the design and construction of apartment complexes. JB holds a Finance degree from the University of Iowa and completed the University's Executive MBA program in 2013.

### **Bret L. Mills**

Mr. Mills serves as President for Conlin Properties, Inc., Conlin Development Group, and Conlin Construction Services. He joined Conlin Properties in 2011 after serving as the Director of the Iowa Department of Economic Development (IDED) for the state of Iowa. Prior to working in economic development, Bret served as the Executive Director of the Iowa Finance Authority (IFA) for five years after serving two years as the CFO. Prior to joining IFA, Mr. Mills worked at the Iowa Treasurer of State's office for fifteen years, the last nine as a Deputy Treasurer. He has also enjoyed his service to various community organizations. Bret has bachelor's degrees from the University of Iowa and Drake University as well as an MBA from Drake University. He is a licensed CPA in Iowa and has earned the HCCP designation as well as NDC's Housing Development Finance Professional.

### **Beth Ehlers**

Ms. Ehlers serves as Vice President for Conlin Properties overseeing the portfolio of residential units which includes all LIHTC units, market rate apartment units, and Home Owner Association units. She has 20 years of experience with the Conlin organization and has a proven track record of achieving profitable results. Beth has extensive real estate and tax credit management experience with the professional designations of HCCP, NCP, and CAM and holds an active real estate license. She oversees the tax credit compliance department and insures that client properties adhere to strict IRS and Iowa Finance Authority's reporting requirements. Beth is active in the central Iowa apartment industry and recently served as the President of the Central Iowa Apartment Alliance.

## **JAMES C. CONLIN BIO & RESUME**

Mr. Conlin began his real estate career in 1966 as a real estate sales manager with Cooper Realty in Des Moines. Therafter, he joined Stanbrough Realty and remained with Stanbrough through 1971. During that time, he began to build his personal real estate portfolio which later became what is known today as Conlin Properties. In 1972, he continued his expanding his career growth by serving as a Vice President/Sales Manager with Iowa Realty, opening sales offices in the Des Moines area. In 1981, he organized his own companies, The Conlin Companies. In 1986, he opened Regency Management and Investment. In January of 2000, the portfolio and company name was incorporated into Conlin Properties, Inc.

In 1989, he launched into real estate development and construction through his development arm, The Phoenix Group, Ltd. This company began in single family land development and then progressed into commercial and multi-family construction. The name was changed in 2000 to Conlin Construction Services, LLC.

Mr. Conlin began development of affordable housing through the Section 42 / LIHTC program in 1991 with 24 units in southwest Des Moines. Since then, he has successfully completed many projects in central Iowa.

His personal real estate portfolio includes almost 3000 housing units in central Iowa, as well as commercial properties. He and his spouse, Roxanne Barton Conlin, reside in Des Moines.

### **REFERENCES**

Mr. James Beal, CPA  
McGladrey & Pullen  
640 Capital Square  
400 Locust Street  
Des Moines, IA 50309  
(515) 284-8660

Mr. Douglas Gross, Attorney  
Brown, Winick, Graves  
Baskerville &  
Schoenebaum, P.C.  
666 Grand Avenue Suite 2000  
Des Moines, IA 50312  
(515) 242-2410

Mr. Rod Weikert  
Senior Vice President  
West Bank  
1601 – 22nd Street  
W. Des Moines, IA 50266  
(515) 222-2335



**EMPLOYMENT HISTORY**

- 1986 - Current    CONLIN PROPERTIES, CEO & Founder**  
Formerly, Regency Management and Investment, Co.  
Real Estate Management  
3721 SW 61s Street, Suite A  
Des Moines, IA 50309  
515-246-8016
- 1990 - 1994        IOWA REALTY COMMERCIAL BROKERS, Broker Associate**  
Commercial Real Estate sales and acquisition  
1516 - 35th Street Suite 200  
West Des Moines, IA 50265
- 1986-1990        EQUITY BROKERS CORPORATION, President**  
Real estate sales and acquisition  
319 - 7<sup>th</sup> Street Suite 500  
Des Moines, IA 50309
- 1984 - 1986        FIRST GROUP COMPANIES, Chief Operating Officer**  
Company divisions:  
First Realty Property Management  
First Securities  
First Investment Securities of Iowa  
First Realty Commercial Brokers
- 1981 - 1984        CONLIN COMPANIES, President and Owner**  
Conlin Company Brokers  
The Conlin Securities Corp.  
Mid-Iowa Management (Est. 1977)  
(These companies were sold to First Group in 1984)
- 1972 - 1981        IOWA REALTY COMPANY, INC. Vice President  
and Sales Manager**
- 1968 - 1972        STANBROUGH REALTY, Salesperson**
- 1968                Acquired first rental properties / started property management**
- 1966 - 1968        COOPER REALTY, INC., Sales Manager**