



TWO INTERNATIONAL
GROUP

Two International Group
1 New Hampshire Avenue, Suite 101, Portsmouth, NH 03801
603-436-8686

December 6, 2017

Purchasing/Finance Office
City of Dover
288 Central Avenue, 2nd Floor
Dover, NH 03820

Re: RFQ #B18005 – Cochecho Waterfront Development

To Whom it May Concern:

In response to the above-referenced RFQ, please find our submission, which includes the following elements:

1. Developer Identification and Credentials
2. Development Concept
3. Developer Qualifications
4. Exhibit - Corporate Capabilities Brochure

If you have any further questions, please contact me at the phone number listed above or via email at eve@twointernationalgroup.com.

Sincerely,

Eve M. Hoefle

Eve M. Hoefle
Vice President
Two International Group

Response to the City of Dover for
the Cochecho Waterfront Development

December 6, 2017

RFQ #B18005



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Exhibit – Two International Group Corporate Brochure



Developer Identification and Credentials

- Two International Group (“TIG”) is a vertically-integrated real estate enterprise with development, construction and asset management expertise. TIG is a closely-held group of companies controlled by Daniel L. Plummer. His contact information is as follows:

Daniel L. Plummer
President
Two International Group
One New Hampshire Avenue, Suite 101
Portsmouth, NH 03801
603-436-8686
dan@twointernationalgroup.com
www.twointernationalgroup.com

- A development entity to be formed later, controlled by TIG, would be the developer/owner of this project.
- At this stage, we have not selected architectural, engineering or consultants to work on our team for this project.



Developer Identification and Credentials (Cont.)

- TIG led the development of the Pease International Tradeport following the decommissioning of the former military base in 1991. Our first building in Pease, Two International Drive, was a pioneering project, built on spec in 1998, and today thrives as company landmark. To-date, TIG has developed 19 properties totaling approximately 865,000 square feet at Pease, which is now a thriving business community with over 10,000 people employed by more than 250 companies.
- TIG's principals redeveloped Mariner's Village, working with the City of Portsmouth on a \$29MM, 100+ acre property to develop 329 apartment homes, 75 single family home sites, and a Community Center, with all related infrastructure.

Two International – Delivered 1998



85 New Hampshire – To Be Delivered 2018

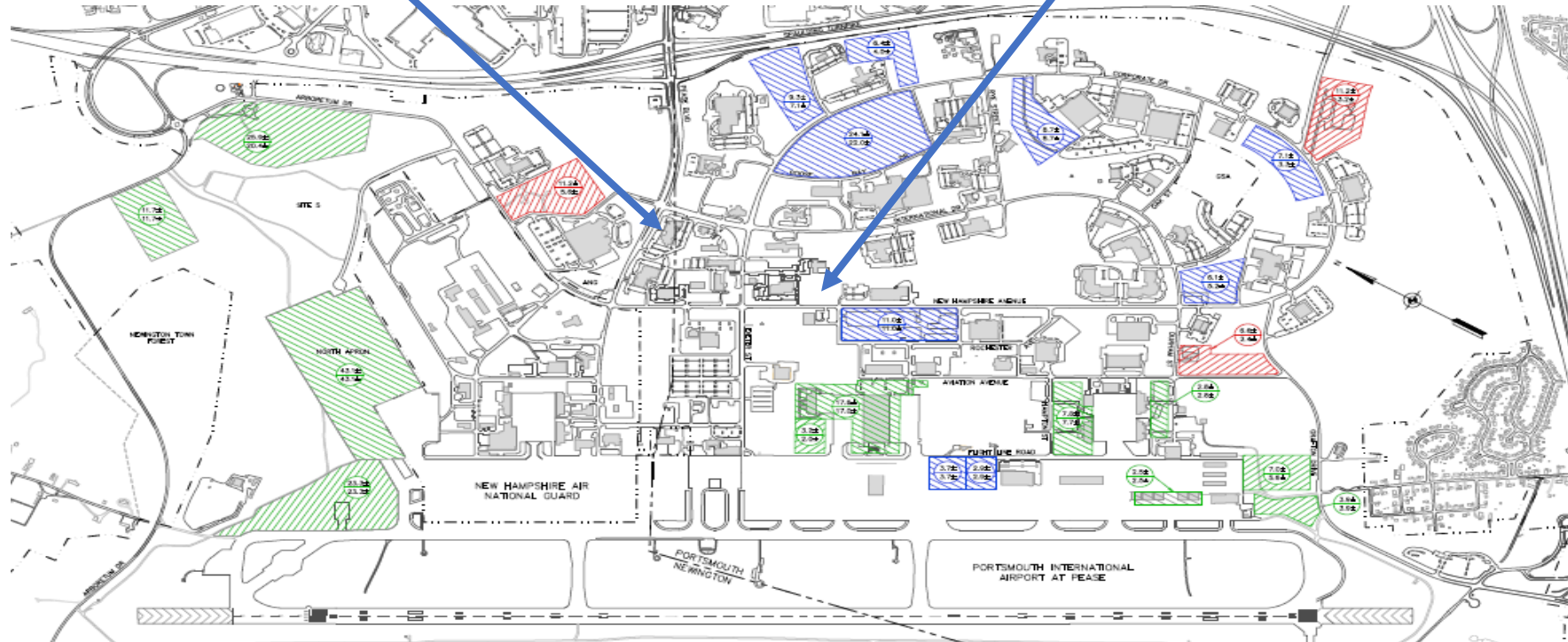


Pease International Tradeport

20 Years of Progress,
Spearheaded by
Two International Group



TWO INTERNATIONAL
GROUP





Developer Identification and Credentials (Cont.)

The Two International Group Value Proposition

- **Partnership of Strong, Experienced Real Estate Enterprises.** → *Substance & Expertise to Deliver*
 - 50+ years of combined business experience to draw on
 - Significant financial capacity
 - Demonstrated ability to create and complete complex projects
- **Local Team Truly Invested in the Process and the Outcome.** → *Genuine Commitment to Design and the Seacoast*
 - Principals live on the Seacoast
 - Corporate headquarters located in Portsmouth
 - Team will build a *local* architectural team, *local* employment for the project and *local* capital sources



Development Concept

- Our approach would be to be the master developer on the entire parcel. We believe that this approach will enable consistency, be of a critical mass to attract capital and avoid conflicts of interest among parcel developers.
- We expect the development will consist primarily of residential use, a mix of multi-family apartments and potential for sale attached units as well as single-family residences. The access to Parcel G (as amended in the RFQ) will have to be carefully reviewed to determine the development of that portion for single-family use. It is possible that we would cede development of that Parcel subject to clear guidelines among developers.
- Commercial space will be included in order to draw visitors and residents across the bridge and support the residents.
- As far as staging, we would work with the City to develop a plan that works in synch with the construction of the public park and site development in a phased plan that meets City requirements and allows for smooth absorption.

Over 



Developer Qualifications

- Two International Group is a full-service real estate operating company with extensive experience in development, construction, and all aspects of commercial real estate ownership. Its 13 employees currently manage approximately one million square feet of the firm's commercial product in the Portsmouth area, and its principals bring over 50 years of experience developing and owning multi-family, office, retail and hotel property. We have included our Corporate Brochure as an Exhibit to this RFQ, which includes detailed descriptions of our projects and our principals.
- We operate every day in a public-private partnership at Pease International Tradeport and are well-versed in the challenges and opportunities that abound in complex municipal project.
- TIG and its principals are not aware of any current or prior relationships with the City of Dover or members of CWDAC. Neither TIG nor its principals have declared bankruptcy, been convicted of any crimes, are currently the defendants in any criminal litigation, have been delinquent in paying the City of Dover taxes or have been involved in other legal disputes with the City of Dover.
- References to be provided upon request.



TWO INTERNATIONAL GROUP

Capabilities Statement 2017

One New Hampshire Ave. Suite 101
Pease International Tradeport
Portsmouth NH 03801
P: (603) 436-8686
www.twointernationalgroup.com

Daniel Plummer, President
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Renee Plummer, Vice-President
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Capability Statement

Two International Group's (TIG) principals have been actively developing both commercial and residential real estate in the Portsmouth area for over 25 years. Between Osprey Landing and the redevelopment of Pease Airforce Base, they are responsible for some of the largest individual projects in the city's recent history. Their experience developing real estate in the area as well as their ability to handle construction, marketing and management in-house make them a benchmark for successful development.

In addition to their in-house capabilities, TIG is a local leader when it comes to incorporating energy efficient and environmentally friendly properties. They have developed two LEED Gold Certified buildings and a third high-efficiency property that incorporated a geothermal HVAC system. While the focus on LEED certification began in 2009 with 75 New Hampshire Ave, TIG has always focused on environmentally friendly development. Over their history they have utilized highly efficient building envelopes, electrical design, and HVAC systems as well as renewable energy sources to reduce carbon footprint while also incorporating subgrade parking structures, environmentally sensitive landscaping, complex stormwater treatment systems and much more to create low-impact developments.

As the builder and owner of their properties TIG issued schedules that were more aggressive than typical for the size of the projects. Even under tough circumstances - tight tenant deadlines, winter conditions, logistically difficult sites, etc. - they have managed obstacles in a manner that allowed them to deliver on time and on budget. This experience and the in-house capabilities that help reduce static in a fast-paced environment allows them to efficiently deliver quality projects.

Corporate Profile

While Two International Group started in 1996, the company principal, Dan Plummer, has been involved in commercial construction for over 45 years. His previous company, Parker & Plummer General Contractors, was responsible for millions of square feet of multi-family and federal housing projects, with projects as far south as Florida. With the formation of Two International Group in 1996, Dan steered much of his focus to the development of commercial space in the Seacoast, NH area.

Two International Group and their entities are responsible for all components of their projects from initial planning through ongoing management. The construction, marketing and management teams work seamlessly to provide a worry-free experience for their clients. Over their history, they have developed a reputation for excellence in all types of commercial properties from Class A Office to multi-family.

Two International Group clients have ranged from large users of as much as 100,000 sf, to small businesses with less than 1,000 sf. They pride themselves on the ability to accommodate clients of varying sizes and varying budgets. The ability to work with clients of varying sizes and an in-house construction arm has allowed them to adapt to ever changing tenant needs. It has also allowed them to work with companies as they grow their businesses. This, as well the quality of their properties and management, has been reflected over the years in their high retention rate of existing clients who consider themselves part of the Two International Group family.

Whether working on new construction or tenant improvements, Two International provides comprehensive implementation in order to meet your project goals. With a keen focus on safety, sustainability, and a mission to 'do it right the first time' you can be confident that your project will be completed with the highest standards in mind. The result is a worry-free experience with excellent results.

Portsmouth, NH

Two International has committed the majority of its efforts in recent years to projects in the Seacoast area. The development at Pease Tradeport, the repositioning of 1 and 2 Harbour Place, and the Osprey Landing/Spinnaker Point redevelopment amongst others are some of the most significant private projects Portsmouth has seen in the past 25 years.

Two International Group has been at the forefront of thoughtful and insightful development of the former Pease Air Force Base in Portsmouth, NH. When the military base closed in 1991, TIG was the first developer to have the confidence to build at Pease. They began with their signature building at Two International Drive, completed in 1998. The success of that building led to the construction of Flex/R&D buildings at 195 New Hampshire Avenue & 222 International Drive. The portfolio has grown to a total of 19 buildings on the Tradeport, emphasizing the commitment the firm has made to the Seacoast area.

Serving as a catalyst for additional development, these important projects inspired public confidence in the Pease International Tradeport concept. While other developers have come and gone, TIG continues to develop properties in Portsmouth and remains as owner/investor in each building. Their long-term commitment to the area is a determining factor in the overwhelming success at the Tradeport, which has become a major economic driver for the Seacoast.

PORTFOLIO PROPERTIES

PROPERTIES UNDER DEVELOPMENT

UNDER DEVELOPMENT

Description	2-story Class-A Office Building. Features full height storefront curtainwall systems, full back-up generation, and flexible floorplates.
Project Size	30,000 SF
Completion date	Approved – Under Development
Owner	85 NH Ave, LLC
Project Cost	\$6,100,000
Architect	HL Turner



UNDER DEVELOPMENT

Description	2-story Class-A Office Building for the State of New Hampshire Department of Health and Human Services
Project Size	30,000 SF
Completion date	Under Development
Owner	19 Rye St, LLC
Project Cost	\$6,500,000
Architect	TMS Architects



UNDER DEVELOPMENT

Description 83-room Hampton Inn & Suites under construction in Kittery, Maine
Project Size 58,497 SF
Completion date Under Development
Owner 275 Route 1, LLC
Project Cost \$13,000,000
Architect BMA Architectural Group



EXISTING PROPERTIES UNDER MANAGEMENT

MULTI-TENANT MEDICAL OFFICE

Description: 2-story Class-A Medical Office Building. Features a Geothermal HVAC system, solar hot water system, LED lighting throughout interior and site, sub-grade parking, full back up generation, public terraces, and highly customized fitup for main tenant, Hospital Corporation of America.

Project Size: 37,500 SF

Completion date: 2015

Owner: 25 NH Ave, LLC

Project Cost: \$7,500,000

Architect: Dann Norris Batting



TWO INTERNATIONAL DRIVE

Description: 3-story First Class Professional Office Building. This building features bright ivory exteriors with dramatic architectural features, colorful roofing, abundant roof terraces (private and common), a reflecting pool, elegant lobbies and marble tiling.

Project Size: 88,467 SF

Completion date: 1998

Owner: Two International Group, LLC

Project Cost: \$9,000,000

Architect: Dann Norris Batting



ONE NEW HAMPSHIRE AVENUE

Description: 4-story Class A Professional Office Building including 100 bay lower-level parking garage. This building mirrors neighboring Two International Drive with its ivory exterior and abundance of terraces. It also features an exterior reflecting pool with waterfalls, a nine-hole putting green, grand staircase, gym facility, first-floor café and contemporary conference rooms.

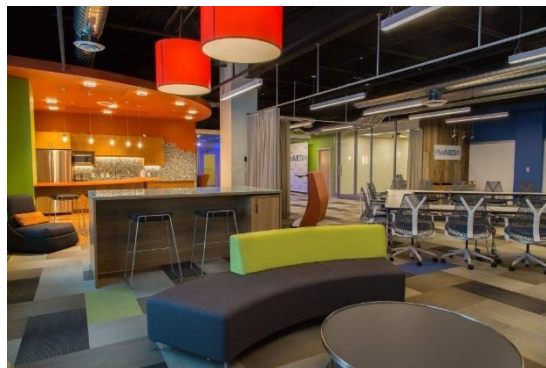
Project Size: 107,746 SF
Completion date: 2002
Owner: One New Hampshire Ave, LLC
Project Cost: \$14,000,000
Architect: Dann Norris Batting



NEWMARKET INTERNATIONAL HEADQUARTERS

Description: 3-Story Class A LEED® Gold Office Building w/ underground parking. Included 60K sf anchor tenant fitup designed to LEED® standards.

Project Size: 83,000 sf
Building Type: Office
Completion date: 2008
Owner: 75 New Hampshire, LLC
Project Cost: \$14,000,000
Architect: Dann Norris Batting



MEDTRONIC ADVANCED ENERGY HEADQUARTERS

Description: Class A Single-Tenant Build to Suit. Features Multi-Level loading docks, clean rooms, exercise room, and elegant lobby.

Project Size: 56,658 sf

Building Type: Primarily office w/ clean rooms and warehouse

Completion date: 2008

Owner: 180 International, LLC

Project Cost: \$8,000,000

Architect: DeStefano Architects



PHASED MULTI-TENANT CLASS A OFFICE

Description: 3-story Phased Class A Office building with full back-up generation, public terraces, elegant lobby, and a café for the tenants

Phase 1

Project Size: 65,000 SF

Completion date: 2005

Owner: 100 International Drive, LLC

Project Cost: \$8,300,000

Architect: Dann Norris Batting



Phase 2

Project Size: 50,000 SF
Completion date: 2008
Owner: 100 International Drive, LLC
Project Cost: \$7,500,000
Architect: Dann Norris Batting



GREAT BAY KIDS DAYCARE

Description: 2-Story Daycare facility servicing the tenants at Pease. Building features first commercial geo-thermal HVAC system in Portsmouth.
Project Size: 25,000 SF
Completion date: 2010
Owner: Horne/Levere Properties
Project Cost: \$5,000,000
Architect: DeStefano Architects



RETAIL COMPLEX

Description: 2-story Office/Retail Building with retail space on the first floor and Class A office space on the second

Project Size: 41,000 SF

Completion date: 2005

Owner: NH Ave Retail Center, LLC

Project Cost: \$8,000,000

Architect: Dann Norris Batting



ONE HARBOUR PLACE AND TWO HARBOUR PLACE

Description: 5-story Class A Office Building plus a 3-story office building on the Piscataqua River. Building features 2 underground parking facilities, beautifully landscaped terraces, wharf, marina, roof deck, and mahogany and marble finishes in common areas. The building was purchased by the group in 2005 which repositioned parts of the property to stabilize occupancy and return to profitability.

Project Size: 110,000 SF

Completion date: 2008

Owner: Harbour Place Group, LLC

Project Cost: \$32,000,000

Architect: Dann Norris Batting



ONE HARBOUR PLACE CONDOMINIUMS

Description: Multiple 4th and 5th Floor Luxury Residential Condominiums on the Piscataqua River
Project Size: 40,000 sf
Completion date: 2014
Owner: Harbour Place Group, LLC
Project Cost: \$10,000,000
Architect: Dann Norris Batting



DANIEL WEBSTER COLLEGE BUILDING

Description: Remodel of single story structure for office use
Building Size: 6,000 sf
Completion date: 2007
Owner: 119 International, LLC
Project Cost: \$850,000
Architect: Dann Norris Batting



MULTI-TENANT CLASS A OFFICE

Description: 3-Story Class A Office Building. Features 2 lobbies, 3 floor atrium, and ribbon windows giving tenants ample access to natural light.
Project Size: 56,000 SF
Completion date: 2001
Owner: 119 International Drive, LLC
Project Cost: \$6,000,000
Architect: Dann Norris Batting



Research & Development Buildings

These buildings have the flexibility to customize for office, industry, manufacturing or storage. The unique design which combines the flexibility of industrial space with the façade of a Class A office building has helped establish strong demand for these buildings. Two International is known for developing buildings with unique architectural elements that set them apart from other.

Second-story mezzanines and customized tenant improvements provide ideal functionality and efficiency.



195 NEW HAMPSHIRE AVENUE

Description: Flex/R&D building with 2-story office core and high-bay wings with drive-in bays.
Project Size: 85,000 SF
Completion date: 2000
Owner: 222 International, LP
Project Cost: \$6,400,000
Architect: Bruce Ronayne Hamilton Architects



222 INTERNATIONAL DRIVE

Description: Flex/R&D building with high bay warehouse at rear.
Project Size: 65,000 SF
Completion date: 2000
Owner: 222 International, LP
Project Cost: \$5,300,000
Architect: Bruce Ronayne Hamilton Architects



200 INTERNATIONAL DRIVE

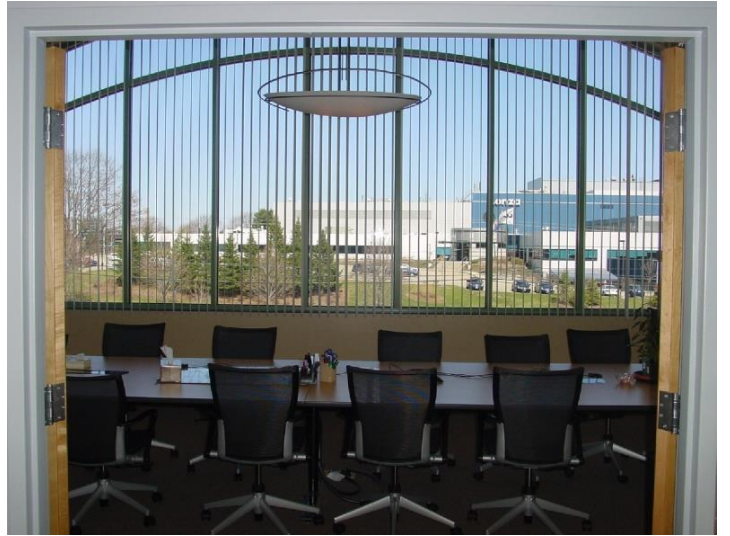
Description: Flex/R&D building with 2-story office core and high-bay wings with drive-in bays.
Project Size: 85,000 SF
Completion date: 2001
Owner: 200 International, LP
Project Cost: \$6,400,000
Architect: Bruce Ronayne Hamilton Architects



Sample Tenant Fit-Ups

Two International Group's construction arm has overseen millions of square feet of tenant fitups over the past 20+ years ranging in size from a couple thousand square feet to hundreds of thousands. These fitups include office, medical, R&D, and industrial space. Below are some examples of past projects.







Other Previous Projects

“OSPREY LANDING”, PORTSMOUTH, NEW HAMPSHIRE

Redevelopment of Mariner’s Village. 100+ acre
Demolition and construction of 329 apartment homes,
75 single family home sites, Community Centre, and
25 acre industrial park with all related infrastructure.

Completion date 1996
Owner NHHFA
Inishmaan Associates L.P
Project Cost \$29,450,000
Architect Burnell-Johnson Architects & Dann Norris Batting Architect

“SPINNAKER POINT CONDOMINIUM”, PORTSMOUTH, NEW HAMPSHIRE

Renovation of 48 MidLuxury Condos & Construction of 24 New Units.
Completion of Field House facility, Outdoor Pool and other amenities.

Completion date 1996
Owner G-Four, L.L.C
Project Cost \$4,700,000.
Architect Dann Norris Batting, Architect

“THE FIELD HOUSE AT SPINNAKER POINT”, PORTSMOUTH, NEW HAMPSHIRE

20,000 SF Sports Complex complete with Indoor Running Track, Indoor Pool, Aerobics Center, Locker
Rooms w/sauna, conference center, reception area

Completion date 1995
Owner G-Four, LLC

“POCASSET ASSISTED LIVING”, POCASSET, MASSACHUSETTS

84 Unit Assisted Living Community including 3 elevators and expansive common areas. 67,000 SF

Completion date 2005
Owner Pocasset Housing Associates
Project Cost \$7,500,000.
Architect Burnell-Johnson Architects

“ROSS CORNER WOODS”, 124 ROSS ROAD, KENNEBUNK, MAINE

32 Unit Elderly Care/Residential Facility including elevator, sewer pump station and all related site
infrastructure.

Completion date 2002
Owner Ross Road Housing Associates, LP; Maine State Housing Authority
Project Cost \$2,600,000
Architect Goduti/Thomas Architects

“THE RIVER COTTAGES AT HUNTINGTON COMMON”, KENNEBUNK, ME.

26 duplex style cottages designed for assisted living. Roadway and all related infrastructure.

Completion date 1999
Owner DRS and Associates
Project Cost \$3,000,000.
Architect Burnell-Johnson Architects

"HUNTINGTON COMMON ADDITION", KENNEBUNK, MAINE

75 Unit Multi-Story elevated addition to existing building and New Lodge Building. Assisted Care Facility including Nurses' Call Systems, Commercial Kitchens, Steel Frame construction.

Completion date 1998
Owner Autumn Health Services
Project Cost \$5,800,000.
Architect Burnell - Johnson Architects

"TURNBERRY CONDOMINIUM", STRATHAM, NEW HAMPSHIRE

Construction of 3 single family condominium homes and completion of 1 home left abandoned.

Completion date 1998
Owner Parker & Plummer, Inc.
Project Cost \$450,000.
Architect Dann Norris Batting, Architect

"NASH HILL PLACE", WILLIAMSBURG, MASSACHUSETTS

28 Units Elderly Garden Apartments, FmHA.

Completion date 1991
Owner Realty Resources, Chtd.
Architect Burnell - Johnson Architects

"MIDDLEBURY COMMONS", MIDDLEBURY, VERMONT

64 Unit Elevated Elderly Apartments, FmHA.

Completion date 1991
Owner Realty Resources, Chtd.
Architect Burnell - Johnson Architects

"WILDWOOD VILLAGE", LACONIA, NEW HAMPSHIRE

156 unit Luxury Condominium, single, duplex and quadraplex.

Completion date 1990
Owner Keewaydin Properties, Inc.
Architect Dann Norris Batting Architect

****AWARD** 1990 HOUSING MAGAZINE AND A.I.A.
"HOMES FOR BETTER LIVING AWARD". AWARD OF MERIT FOR MULTI-FAMILY HOUSING.

"TALL PINES", CHARLESTOWN, NEW HAMPSHIRE

32 Units Family Townhouses, FmHA.

Completion date 1989
Owner Realty Resources, Chtd.

Architect Burnell - Johnson Architects

"CLAREMONT VILLAGE APARTMENTS", CLAREMONT, NEW HAMPSHIRE

64 Unit Market Townhouse Apartments

Completion date 1989
Owner Zagaris Associates
Architect Burnell - Johnson Architects

"WESTVIEW RIDGE", FRANKLIN, NEW HAMPSHIRE

32 Condominium Townhouses

Completion date 1989
Owner Westview Ridge Realty Trust
Architect Heritage Architects

"OLDE ENGLISH LANE VILLAGE", GILFORD, NEW HAMPSHIRE

15 Lot Single Family Home Subdivision

Completion date 1988
Owner Olde English Lane Partnership
Architect

"JUDKINS COURT", MERRIMAC, MASSACHUSETTS

24 Unit Elderly Elevated Garden Apartments, FmHA.

Completion date 1988
Owner Realty Resources, Chtd.
Architect Architects Four

"ROCK HILL APARTMENTS", EPPING, NH.

36 Unit Family Townhouses, FmHA

Completion date 1986
Owner Realty Resources, Chtd.
Architect Burnell - Johnson Architects

"FRANKLIN PLANTATION", FRANKLIN, NH.

36 Unit Townhouses and Garden Apartments, FmHA.

Completion date 1985
Owner Wooden Indian, Inc.
Architect Burnell - Johnson Architect

"WINDWARD HARBOR", MOULTONBORO, NH.

36 Unit Luxury Condominium, single and duplex style waterfront homes.

Completion date 1984
Owner Windward Harbor Co. Inc.
Architect Dann N. Batting, Architect

AWARDS

- 1985 NAHB WITH BETTER HOMES & GARDENS AND PROFESSIONAL BUILDER "**BEST IN AMERICA LIVING AWARD**".
- 1984 BUILDER MAGAZINE "**PROJECT OF THE YEAR**" GRAND AWARD FOR MID-SIZED ATTACHED HOME; MERIT AWARD FOR MID-SIZED DETACHED HOME. THIS WAS THE FIRST AND ONLY PROJECT TO WIN THREE OF THE FIVE MAJOR AWARDS FROM BUILDER MAGAZINE.

"LINDEN FIELDS", EXETER, NH.

15 Unit Family Townhouses, HUD Sect. 8.

Completion date 1982
Owner Exeter Housing Authority
(Developed on land owned by Parker & Plummer Builders, Inc.)
Architect Hugh Adam Russell Architect

"ARTISAN OUTLET", PORTSMOUTH, NEW HAMPSHIRE

Specifics 2-story Retail Shopping Center.
Completion date 1981
Owner Artisan Outlet, Inc.
Architect Aring-Schroeder Architects

"E.J. ROY APARTMENTS", MANCHESTER, NH.

60 Unit Elevated Elderly Garden Apartments
NHHFA Sect. 8.

Completion date 1981
Owner Roy & Madden, Inc.
Architect Hugh Adam Russell Architect

"ROSS COLONY COURT", HAMPTON, NEW HAMPSHIRE

24 Units Elderly Garden Apartments, HUD Sect 8, NHHFA.

Completion date 1980
Owner Ross Family
Architect

"DEARBORN HOUSE", HAMPTON, NEW HAMPSHIRE

54 Units Elevated Elderly Garden Apartments,
HUD Sect. 8, NHHFA.

Completion date 1980
Owner Roy & Madden, Inc.
Architect Hugh Adam Russell Architect

"FRANKLIN WOODS", FRANKLIN, NEW HAMPSHIRE

36 Unit Garden Apartments, HUD Sect. 8, NHHFA.

Completion date 1979

Owner Roy & Madden, Inc.
Architect Architects Four

NORTHFIELD VILLAGE APARTMENTS", NORTHFIELD, NEW HAMPSHIRE

36 Unit Elderly Garden Apartments, HUD Sect. 8 and FmHA permanent financing.

Completion date 1978
Owner Parker and Plummer Builders, Inc. and Keewaydin Properties
Architect Dudley, Walsh, Moyer Architects

"NORTHFIELD INDUSTRIAL PARK", NORTHFIELD, NH.

6 lot industrial subdivision

Completion dates 1977-1978
Owner Developed by Parker and Plummer Builders, Inc

"THE TILTON INN", TILTON, NEW HAMPSHIRE

Renovation of 24 Room Hotel, Lounge, Restaurant and Kitchen.

Completion date 1975
Owner Parker and Plummer Builders, Inc.
Architect In House Design

"WOODLAWN ACRES", NORTHFIELD, NH.

22 Lot Single Family Subdivision, Planning & Approvals, Site Work, Homes Construction.

Completion date 1975
Owner Parker and Plummer Builders, Inc.
Architect In House Design

"IPC FIT - UPS", NORTHFIELD AND BRISTOL, NH.

Commercial and Industrial Renovations, Office Space Construction

Completion dates 1973-75
Owner "International Packings Co.

"UPS BUILDING", NORTHFIELD, NH.

6000 SF Masonry commercial Building

Completion date 1970
Owner United Parcel Service

SINGLE FAMILY HOME CONSTRUCTION, THROUGHOUT CENTRAL NEW HAMPSHIRE

Ranging from 900 s.f. to 4200 s.f.

Completion dates 1969-2002
Architects In house design; Dann Norris Batting

Biographies of Key Principals

Daniel Plummer – President

Dan is responsible for overall Portfolio Management including oversight of development, construction and leasing for all TIG properties. He has over 40+ years of experience in the construction and real estate industry working on both residential and commercial projects for private and public entities. In the earlier part of his career, he ran a successful construction company focused on multi-unit residential projects which later transitioned into development and management of large scale commercial projects. He is responsible for construction of more than \$250M of federal and private housing and has developed over \$200M in commercial real estate. His comprehensive experience in design and construction make him a valuable partner, one who thoroughly assesses projects from all angles and can deliver results.

As part of his role, Dan has overseen millions of square feet of transactions since starting Two International Group in 1996. He is a licensed real estate broker in the State of New Hampshire and has been involved in a number of non-profit groups in the Portsmouth, NH area where he resides. He is currently a Board Member of the Prescott Park Arts Festival and Foundation for Seacoast Health. He is also a prior Board Member of NHSPCA.

Renee Plummer – Vice President - Marketing

Renee oversees the leasing and marketing efforts at Two International Group. She is a familiar face to many business and community leaders and has assisted over 250 companies in finding homes with Two International. While Renee prides herself on her ability to help businesses find the space they need to flourish, she is equally as proud of her involvement with numerous community and charitable organizations. Renee is currently on the Board of Directors for Portsmouth Regional Hospital and Hope For NH Recovery, and she is perhaps most proud of her involvement with Veteran's Count, a non-profit which helps our Veterans and their families while they are deployed and once they return home. Renee's organizational prowess, creative thinking, endless list of personal connections and huge heart have made her the cornerstone of a countless number of events.

Renee has received a number of awards and accolades over her career including: The Greater Portsmouth Chamber of Commerce Volunteer of the Year, the Daniel Webster Council/Boy Scouts of America Good Scout Award and Outstanding Woman in Business by New Hampshire Business Review. In addition, the Portsmouth Herald named her Number 3 on the list of the 10 Most Influential People on the Seacoast and she has been named twice by BusinessNH Magazine as one of the most influential people in New Hampshire.

Eve Hoefle – Vice President – Acquisitions and Asset Management

Eve is responsible for overseeing TIG's various investments as well as new acquisition opportunities. Her role includes internal underwriting and fundraising for these opportunities, including market research and property level diligence. She is also responsible for overseeing leasing and management efforts as well as coordinating internal and partnership reporting.

Eve is a seasoned professional with over 30 years of experience in banking, commercial real estate and private equity. In her previous role as Senior Vice President at Boston Private, she led the Specialty Lending Team in New England. Prior to that, Eve was a partner, CFO and COO of Brookwood Financial Partners, a private equity concern with a specialty in commercial real estate. In her 17 years at Brookwood, Eve also held the roles of Co-Head of Acquisitions and Head of Asset Management.

Eve's broad experience with complex deal structures and the diversity of the assets she has managed bring a unique ability to overcome challenges on difficult projects and realize opportunities. She is a *cum laude* graduate of Princeton University.

Ryan Plummer – Vice President – Development & Construction

Ryan joined Two International Group in 2007. He has overall responsibility for investments from pre-development forward, including oversight of planning, financing, construction, and ongoing management. Ryan has been involved in commercial construction and real estate development since his youth. He has held an array of positions encompassing everything from construction management to financing and asset management. Ryan's broad experience allows him to understand a project from the angle of virtually every stakeholder, from tenants and investors to government officials and contractors. This gives him the ability to coordinate with the numerous stakeholders involved in complex projects in order to meet and exceed expectations of all involved. His understanding of energy reduction measures, thorough cost benefit analysis, and efficient development help the Two International Team deliver the highest quality properties and service to their tenants and partners.

Ryan earned his BA in Business Administration from The University of New Hampshire and his MBA and Master of Science in Finance from Northeastern University. He is a LEED Accredited Professional, a member of the Real Estate Finance Association (REFA) and Private Equity International (PEI).

Sally Evans - CFO

Sally oversees the financial requirements for Two International, including assisting the owners with financing projects, budget review, financial reporting, tax and regulatory compliance. She is a CPA licensed in the state of New Hampshire and is a member of the NH CPA Society. She has 30+ years of public and private accounting, finance and tax experience. She has worked in various industries in Colorado, Wyoming and Oregon, but the concentration of her experience has been on real estate, development and property management in New Hampshire.

Sally recently obtained a master's degree in Accounting, with honors, from Southern New Hampshire University and a Forensic Accounting certificate of completion. She is an adjunct faculty member with Great Bay Community College and Southern New Hampshire University. She has been on the board of the NHSPCA, Child Advocacy Center and other local charitable organizations. She continues to participate in various civic and charitable events and fundraising activities.

Russ Doyle – Associate (Leasing)

Russ is responsible for overseeing Two International's leasing efforts, taking clients from initial contact all the way through move-in and remaining a point of contact through tenant's occupancy. Russ also handles advertising, marketing, and PR requirements for Two International Group, be it real estate related or for any of the numerous community service and networking organizations that Two International Group is affiliated with. His attention to detail and ability to creatively address customer needs allows him to simplify the space-search process for companies so that they can focus on what they do best - running their business.

Russ joined Two International Group in 2007. Prior to that, he worked for various local companies handling duties from copywriting, marketing, and PR work to accounting and cost analysis. This wide array of experience helps

him work directly with Two International Group's diverse customers on a variety of subjects. He is a graduate of Syracuse University and a licensed New Hampshire Real Estate salesperson. He lives in Hampton, NH.

Burns Barford - Project Manager

As a project manager, Burns has responsibility for many of Two International's construction projects, including oversight of estimating, scheduling, contract implementation, and management. He is also a licensed New Hampshire Real Estate Salesperson, which, in conjunction with his past work experience gives him a unique perspective on the oversight of construction jobs. His focus on customer service and eye for detail are valuable resources when working with the multiple parties involved on Two International's Projects.

Burns is a graduate of the University of New Hampshire, where he earned his BS in Political Science, and Minored in Business Administration. He is a member of the National Association of Realtors, New Hampshire Association of Realtors, and the Seacoast Board of Realtors.

Brian Bardwell – Project Manager

Brian joined Two International in 2006 and has managed many of the company's largest projects since starting there. He is responsible for overseeing estimating, scheduling, contract implementation and management. He is also the company's safety officer. Over the years he has managed 200K sf of commercial core & shell projects and a countless number of commercial tenant fit-ups. Prior to joining Two International, Brian owned and operated his own residential construction company. He has been in the construction industry for 35+ years.

Tina Carey – Office Manager

Tina joined Two International in 2000. She assists in coordination of the leasing efforts as well as bookkeeping and general office management for the marketing group. Tina is also very involved in the planning and oversight of the numerous Two International Group charitable and community endeavors, including the Steering Committee for the Renee and Daniel Plummer Endowment Fund.

Prior to joining Two International Group, Tina was a Supervisor in the Accounts Payable department of The Timberland Company in Stratham, NH. Tina is a graduate of Arizona State University and lives in North Hampton, NH, with her family.

Sample Clients

Liberty Mutual
HubSpot
Wells Fargo
Morgan Stanley
McKesson
Medtronic
Newmarket International (Amadeus)
Brueckner Group
Hospital Corporation of America
(HCA)

Northeast Credit Union
Ionbond
State of New Hampshire
GSA
Sun Life Financial
Coldwell Banker
Siemens
Sprague

Testimonials

“I had received several quotes to fit out our Portsmouth, NH office and in the end chose to go with Two International Group as they were very competitive in pricing and had the benefit of local knowledge. I was extremely pleased with their coordination efforts and lead times from start to finish. Ryan and Brian of TIG were phenomenal during the project and even more importantly afterwards with any additional needs. The entire TIG staff was incredibly responsive and thorough. I plan on using them again for our next expansion project on Portsmouth.”

Kenneth Papa

Director, Global Real Estate & Facilities

HubSpot, Inc.



“Our company, BayCorp Holdings, Ltd., formed in 1996 just around the time the partners at Two International Group were forming their plan to redevelop the former US Air Force land in Portsmouth, NH. We were able to get on board with Two International Group as one of their first tenants. As Two Int’l Group’s portfolio grew, so did BayCorp’s. We were able to move when we needed to and find new space that fit us perfectly.

We have been able to work directly with Two International Group to address changes in our space requirements. Having a landlord that truly cares about helping and serving their tenants is a tremendous asset. BayCorp is proud to be part of such a professional group and we expect to be part of the tenant family for many years to come.”

Frank Getman
President & CEO
BayCorp Holdings, Ltd



“As a long time business tenant at One New Hampshire, I can attest to the fact that the Two International Group is a first class landlord. They deliver first class space, service and responsive maintenance. Tenants are treated with the utmost care and respect!

The Two International Group principles, Dan and Renee Plummer are renowned in their commitment to the Portsmouth community and their tenants. Being a tenant at a Two International Group property feels like being at home!”

David Hampson
President & CEO
Willis Programs



"Ionbond has been a tenant in Two International's industrial park since 2011. The facilities are well maintained, and present a professional appearance. The park is conveniently located near I-95 and other major thoroughfares. Ionbond and Two International jointly designed our facility, and subsequent expansion, which met our strict requirements, that also provided optimal use of the space. Two International runs a first class industrial park that I would whole heartedly recommend."

Best regards,
Brian

Brian Page
Plant Manager



“When I first started my own company, I rented a single 100 sf office at One New Hampshire Avenue. As my business grew, so did my office size requirement. Two International Group helped me through the process, step-by-step, as I moved into a new office suite and grew my company headcount. A year or so ago, I had the need for even more space, and Two International Group again helped me along the way and we were able to build out and move into our new space seamlessly.

As for the building itself, One New Hampshire Avenue offers Class A office space that has wonderful amenities such as the café and private garage parking. All of this makes working here enjoyable.

Being in the Risk Management and Insurance Brokerage industry, there is plenty to do on a daily basis. Knowing that my team is secure in our office space allows us to focus on our customers—our top priority.”

Michael Daigle
President
DataRisk, a Risk Strategies Company



“We are so pleased to have an ongoing relationship with Two International Group! Cummings, Lamont & McNamee moved from downtown Portsmouth to Two International Drive in the fall of 1998. It was the first building built by Two International Group and we were one of the first tenants. We have watched the transformation of Pease International Tradeport over the last seventeen years and we are proud to have been witness to its metamorphosis.

As a public accounting firm, it is important that our location represent the style in which we like to do business, with expertise and professionalism. We can truly say that Two International Group’s mission is parallel to our own. The buildings that our offices have been housed in have been built and maintained with excellence. Our clients continually tell us what a beautiful building we are located in and they are very happy with our space.

As our needs change, Two International Group is always willing to work with us to provide space and design to adapt to our changes. We have moved three times in the span of seventeen years, all in locations customized for us by Two International Group. We have been extremely pleased with their flexibility in accommodating us as we have grown and changed. We look forward to many years of a continuing relationship.”

Cindy K. Edwards
Managing Principal
Cummings, Lamont & McNamee, P.A.



Community Involvement

Two International Construction, LLC partnered with Two International Group, LLC are outstanding community supporters. They take corporate social responsibility to a new level by making it a personal commitment to helping others in the community.

Renee Plummer is the driving force behind the organizations' generous contributions. She has an amazing sense of empathy and always finds a way for Two International to make an impact on the cause at hand by giving time, money, resources and/or expertise. In addition to arranging their support, Renee is famous for making introductions to other key leaders who may be willing to help.

Some of the organizations that have benefited from Two International's support:

- | | |
|---|---|
| 9-11 Fund | Katherine L. Jarvis Research Fund at Harvard Medical School |
| A Safe Place | Make A Wish Foundation |
| American Independence Museum | Maritime Museum |
| American Cancer Society | New Hampshire Food Bank |
| American Heart Association | New Heights |
| American Red Cross Great Bay Chapter | New Hampshire Breast Cancer Coalition |
| Amos Tuck Society | New Hampshire Job Creation Alliance |
| Betty's Dream | New Hampshire SPCA |
| Billy Cheverie Memorial Scholarship Fund | Odyssey House |
| Birchtree Center for Children | Portsmouth Childrens Museum |
| Boy Scouts of America | Portsmouth Community Radio |
| Camp Sunshine | Portsmouth Regional Hospital |
| Community Child Care Center | Portsmouth Rotary Club Polar Bear Swim |
| Community Council for Senior Citizens | Prescott Park Arts Festival |
| Crossroads House | RMHC of Maine through the 'sugarloaf/usa Charity Challenge' |
| Daniel Webster Council Exploring | Sacred Heart School |
| Diabetes Foundation | Salvation Army |
| Easter Seals | Seacoast Big Brothers/Big Sisters |
| ESGR (Employer Support of the Guard & Reserve) | Special Olympics |
| Exeter Hospital | St. Charles Childrens' Home |
| Families First of the Greater Seacoast | Strafford County Homeless Shelter |
| First Night Portsmouth | Toys for Tots |
| First Tee of the Seacoast | United Way of the Greater Seacoast |
| Foundation for Seacoast Health (Community Campus) | University of New Hampshire |
| Friends Forever | Veterans Cemetary |
| Granite Springs Foundation | Voices from Darfur |
| Greater Portsmouth Chamber of Commerce | |

Renee Plummer

Charitable Organization memberships

Granite Springs Foundation, Portsmouth, NH: Founder, Chair
Exeter Hospital, Exeter NH: Founder, Snow Ball fundraiser
Coordinator, Sunday Brunch Dining fundraiser with WRKO 680 AM
Coordinator, Silent Wine Auction fundraiser with WRKO 680 AM
Founder & Chair, Fashions By The Sea fundraiser
American Cancer Society: Member/Advisor, Hunt Ball fundraiser
Friends Forever, Portsmouth, NH: Co-Chair
New Heights, Portsmouth, NH: Development Chair, Advisory Board
Team 25, Boston, MA: Board of Directors

Organizational activities & memberships

League of Women Voters, Exeter, NH: Volunteer
Kittery Yacht Club Fashion Show, Kittery, ME: Host, Emcee
Exeter Jr. High School Chamber Choir: Organizer/Coordinator, fundraising for trip to Washington DC for
Presidential Inauguration
Business Women in Leadership Conference, University of New Hampshire Durham, NH: Invitee/Attendee
Thompson School of Applied Science, University of New Hampshire, Durham, NH: 2005 Commencement
Speaker
Employer Support of the Guard and Reserve (ESGR): NH Air National Guard Committee Member
New Hampshire Job Creation Alliance (Political Action Committee): Committee Member/Advisor

Business/Professional memberships

Ocean National Bank, Portsmouth, NH: Advisory Board
Exavera, Inc., Portsmouth, NH: Advisory Board
Business in the Arts, Portsmouth, NH: Steering Committee
Portsmouth Chamber of Commerce: Board of Directors
Portsmouth Rotary Club, Portsmouth, NH: Member