

Thomas N.T. Mullen

Work experience

1972 to present **WINTERBROOK REALTY, INC.** Campton, NH

Founder/President

- Doing business under the trade names; The Winterbrook Companies, Mountain Country Construction, Mountain Country Realty, Winterbrook Management Company, and Winterbrook Consulting Group, Responsible for directing the efforts of a staff ranging, at varying times, from three to over one hundred individuals. Activities have included: a soup to nuts approach to the development, construction, marketing and management of resort/vacation home projects in a marketplace stretching from Concord, New Hampshire up through Ski 93 Country in the White Mountains – a distance of over 100 miles.
- Mountain Country Construction, a division of Winterbrook Realty, Inc. is presently offering design/build services to customers wishing to build turnkey homes in the firm's general marketplace. On-going projects include single family homes under construction in Campton, NH, Thornton, NH and around the Lakes Region of NH.
- Through Winterbrook Consulting Group, numerous high profile land parcels around New Hampshire have been preserved from development through the sale of either the fee title interest or conservation easements. Most notable amongst these transactions was the sale of over 5,000 acres surrounding Lakes Tarleton, Katherine, Constance and Armington in the Towns of Warren and Piermont to The Trust for Public Land and the U.S. Forest Service.

2011 to present **INVEST NH REGIONAL CENTER LLC** Campton, NH

Founder

- Mullen, along with his daughter Kelly Wieser, a Campton based attorney, founded Invest New Hampshire Regional Center to introduce the EB-5 Immigrant Visa Program to New Hampshire. Invest New Hampshire Regional Center was established to assist New Hampshire companies in cultivating beneficial international business partnerships. This is the guiding purpose as the firm endeavors to present multiple phases of USCIS-compliant EB-5 projects to international entrepreneurs interested in obtaining a United States "Green Card".
- Current Projects include RiverWalk at Loon Mountain, a \$125 Million Dollar luxury condominium with 4-star hotel amenities and services in Lincoln, NH on the banks of the Pemigewasset River directly across from Loon Mountain's South Peak Expansion. Invest New Hampshire Regional Center is a privately owned and operated Regional Center, with approval to operate from United States Citizenship and Immigration Services, a division of the Department of Homeland Security.

1996 to 2014 **OWL STREET ASSOCIATES, L.L.C.**, Campton, NH
Member

- Limited Liability Company formed to design, build and operate an 18-hole, championship quality golf course on a 600 acre parcel of land alongside Interstate 93 in the heart of New Hampshire's White Mountains Region. Called Owl's Nest Golf Club, this resort course opened for play in 1998. The master plan calls for a mix of 690 single and multiple family residential dwellings, a complement of interval ownership units, a conference center and a condominium hotel. Mullen was personally responsible for the construction of the award winning golf course and 110 single family homes and condominium units during the ten years he was in charge of development. Owl's Nest came under new ownership in late 2014.

1996 to 2006 **CENTENNIAL INN ASSOC., L.L.C.**, Concord, NH
Founding Member

- Limited Liability Company founded in 1996 to acquire, renovate and convert a large historic brick building in downtown Concord into an upscale inn, restaurant and meeting facility. The Centennial Inn opened in May, 1997 on budget and on time and has since been sold.

1996 to present **CONWAY BUSINESS PARK, L.L.C.**, Conway, NH
Managing Member

- Limited Liability Company in business to own and operate a 27,000 square foot complex of three industrial and commercial buildings just off Route 16 less than a mile from the center of Conway Village. Property is actively being leased to industrial and commercial tenants. The LLC additionally owns an industrial park at the same location that is under development at the present time.

1978 to 1988 **CMB CONSTRUCTION CO., INC.**, Campton, NH
Co-Founder/Vice President

1975 to 1998 **MOUNTAIN VILLAGE REALTY, INC.**, Campton, NH
Co-Founder/President

1978 to 1998 **CARGILL, MULLEN, BLAKE ASSOC.**, Campton,
NH

Partner

05/79-08/88

SITWORK, INC., Campton, NH

Co-Founder/Vice President

01/81-08/88

PAGE HILL ASSOCIATES, Campton, NH

Partner

01/81-08/88

MRM ASSOCIATES, Campton, NH

Partner

- The common thread that ran through all of the six entities listed above is that each firm had the same three principals; Thomas N.T. Mullen, William Cargill and David Blake. Additionally, each entity was involved in several aspects of the construction and/or real estate development business. Mullen's general function within these operations was initially to establish the theme and direction of the projects each firm would embark on conceptually and then, to develop a short and long term business plan for each project. It was also Mullen's role to arrange for all financing needed, either from conventional lenders or by assembling a group of investors. Projects included The Grouse Point Club in Meredith, The Meadows at South Down in Laconia, The Mill At Loon Mountain in Lincoln and several hundred other projects stretching from Mount Washington all the way down to the southern tip of Lake Winnepesaukee.

- As each project moved forward, Mullen collaborated with partners architect, David Blake, on design issues and with William Cargill on construction management matters. The entire responsibility for the marketing, sales and management for all the projects was entirely Mullen's responsibility and during Mullen's tenure with these firms, over 1,000 residential units were built and sold and more than 1,000,000 square feet of commercial space were constructed. This activity generated gross revenues in excess of \$180 Million Dollars over the sixteen years Mullen was involved as a principal in these firms.

11/83 - 1999

LINCOLN MILL ASSOCIATES, Lincoln, NH

Partner

11/83- 1999

MILLFRONT ASSOCIATES, Lincoln, NH

Partner

10/84 - 05/92

LINCOLN INN ASSOCIATES, Lincoln, NH

Partner

06/85- 1999

LINCOLN CONDO ASSOCIATES, Lincoln, NH

Partner

06/85 - 1999

INSIDE LOOK ASSOCIATES, Lincoln, NH

Partner

- As the Managing Partner of these five entities for nearly six years, Mullen was responsible for directing all aspects of the conversion of the old Franconia Paper Mill in Lincoln, NH into a mixed-used commercial/residential project known as The Mill at Loon Mountain. Elements developed under his direction during the years he functioned as Managing Partner included: 55,000 square feet of renovated mill buildings now referred to as The Millfront Marketplace containing over ten specialty shops and restaurants; and 65,000 square feet of new construction now called Lincoln Center North featuring: a 14,000 square foot supermarket; a four screen cinema; an 8,000 square foot pharmacy; a bank; a post office and several other retail shops and restaurants.
- Other significant projects developed and built under Mullen's direction at The Mill at Loon Mountain included: a 4,000 square foot office building; a 100-room hotel now called the Millhouse Inn; a 64-unit condominium hotel known as Rivergreen; as well as 42 residential, luxury condominium units along the bank of the East Branch of the Pemigewasset River.

10/69 - 12/74

LOCKE WATERVILLE CORP., Campton, NH

Sales Associate

- In this capacity, Mullen represented the original developer of Waterville Estates in Campton and Thornton NH selling lots, condominium units and single family homes to customers throughout the Northeast. During this five year period, he was personally responsible for the sale of over 300 lots and nearly 100 condominium units generating approximately \$20M in volume for his employer.

SEE NEXT PAGE FOR LIST AND VALUE OF OTHER PROJECTS UNDERTAKEN AND COMPLETED DURING MULLEN'S 46-YEAR BUSINESS CAREER

Project List

A partial listing of the projects, housing and ventures that were successfully constructed, in whole or in part, while Mullen directed the development activities of the companies highlighted above is shown below:

<u>Project and Location</u>	<u>Type</u>	<u>Value</u>
Campton Plaza, Campton, NH	50,000 sq. ft.	\$ 300,000
Overlook, Campton, NH	44 condo units	1,600,000
Waterville Acres, Thornton, NH	20 condo units	800,000
Tripplewood, Campton, NH	28 condo units	1,300,000
Snowood Village, Thornton, NH	30 condo units	2,700,000
White Birches, Thornton, NH	10 condo units	900,000
W.E. Clubhouse, Campton, NH	55,000' sq. ft.	2,500,000
The Meadows, Laconia, NH	44 condo units	3,800,000
North Main Village, Laconia, NH	20 lot devel	600,000
Grouse Point Club, Meredith, NH	137 unit devel	13,000,000
Madore Chevrolet, Plymouth, NH	30,000' comm	1,200,000
Tenney Mtn. Plaza, Plymouth, NH	24,000' comm	1,500,000
Winterbrook Village, Campton, NH	14 condo units	560,000
Hodgman Hill, Campton, NH	6 condo units	333,000
Tyler Spring, Waterville Valley, NH	46 condo units	7,600,000
Noon Peak, Waterville Valley, NH	41 condo units	7,100,000
Mtn. Village, Waterville Valley, NH	6 condo units	660,000
Boulderwood, Waterville Valley, NH	12 condo units	2,900,000
Valley Inn, Waterville Valley, NH	40,000' comm	2,200,000
Page Hill, Campton, NH	65 lot devel.	2,300,000
Crickets Restaurant, Campton, NH	5,000' comm	370,000
Loonwood, Lincoln, NH	14 condo units	2,500,000
Millfront Marketplace, Lincoln, NH	55,000' comm	3,500,000
Lincoln Center North, Lincoln, NH	65,000' comm	2,800,000
Millhouse Inn, Lincoln, NH	100rm hotel	10,500,000
The Links, Lincoln, NH	26 condo units	4,600,000
Loon Brook, Lincoln, NH	10 condo units	1,800,000
Haartz Intervale, Thornton, NH	12 lot devel.	475,000
Owl's Nest Resort & Golf Club	18 hole golf course	4,000,000
Total value of multi family and commercial projects	\$	85,600,000
Total value of 760 single family homes @ \$550,000+/-		418,000,000
Total value of construction projects over 46 years	\$	<u>503,600,000</u>

Military Service

Served in the United States Army from 1967 to 1969. Rose to rank/grade of Sargeant E-5 before being honorably discharged in September of 1969.

Education

1962 - 1967 **BOSTON UNIVERSITY** Boston, MA
School of Communications

Major - Journalism, Minor - Broadcasting

OTHER BIOGRAPHICAL INFO

Professional Affiliations - Licenses Held

Licensed Real Estate Broker - New Hampshire 1969 to present
Licensed Real Estate Broker - Massachusetts 1965 to present
National Homebuilders Assoc. - New Hampshire 1975 to present

Elected Positions

Waterville Estates Association - Board President 1979 - 1992
North Country Center for the Arts - Board President 1985 -
1988
Waterville Area Chamber of Commerce – Board President 1972 -
1981
Winnipiesaukee Sailing Association - Board President 1988 -
2014

Personal

Date of Birth Feb. 15, 1944
Marital Status Married, 4 grown children