

# ROMANO CAPITAL



## ROMANO CAPITAL COMPANY OVERVIEW 2026





# CONTENTS

- Company Overview - 03
  - Executive Team - 04
  - Romano Divisions - 08
  - Exited Projects - 09
  - Ongoing Projects - 10
- Evergreen Investments - 11
  - Diversified Projects - 12
  - Diversified Portfolio - 13
    - Proven Exits - 14
- Current Opportunities - 15
- Community Involvement - 16
  - Romano Companies - 17
  - Organization Chart - 18



# COMPANY OVERVIEW

## WHO WE ARE

### Proven Performance & Local Expertise

Romano Capital is a leading real estate investment firm located in Vancouver, WA with deep expertise in Clark County and neighboring regions. Founded in 2003 by Kess Romano, the firm has evolved from a residential loan brokerage into a full-service investment firm with a track record of delivering exceptional results for our partners. With an experienced team spanning development, lending, asset management, and investment management, Romano Capital is equipped to manage each stage of the real estate lifecycle, reducing costs, mitigating risk, and maintaining transparency for investors.

**25** Real Estate

Communities Developed

**1500+**

Doors Created

**\$235M**

Current AUM

**28** Investments

Completed & Active

## WHAT WE DO

### Investing in Our Community

Our greatest strength lies in **deep local market expertise** and an **investor-first philosophy**. By co-investing alongside our clients and leveraging decades of experience across finance, development, and operations, we consistently deliver value through **disciplined strategies** and **transparent practices**. To date, Romano Capital has completed more than 25 development projects, representing over 1,500 residential units and \$280M in investments across key markets such as Camas, Vancouver, Ridgefield, and Seaside, Oregon. With a **proven track record** and a commitment to **adaptability** and **community impact**, we continue to build trusted relationships and deliver strong performance through all market cycles.

# OWNERSHIP TEAM



## **KESS ROMANO** - President & CEO, Principal

Kess Romano is the CEO and Chief Investment Officer of Romano Capital. As the Founder, Kess creates investment funds for their development, construction, acquisition, sale, rental, and lending of commercial and residential real estate projects, providing investors with secure investments that yield better-than-market returns. Romano Capital's clients are its investors, who trust the firm for high-quality investments and long-term wealth building.



## **KORBAN ROMANO** - EVP, Principal

After pursuing several entrepreneurial endeavors, Korban developed a keen interest in real estate investment. He specializes in creating effective lending strategies and optimizing cash management for the Romano Companies with a focus on risk-mitigation, liquidity optimization, and enhancing cash flow efficiency.



# EXECUTIVE TEAM



## ERIC CHRISTENSEN - Chief Operating Officer

Eric serves as the Chief Operating Officer at Romano Capital. With over 25 years of experience in developing and executing sustainable operational systems, Eric is responsible for the development and organizational strategy, team culture, and executive development at Romano. Throughout his career, Eric has held several executive positions, primarily in the senior living industry, delivering exceptional financial results for investors.

### Relevant Professional Experience:

- Chief Operating Officer - Romano Capital (2022 - Current)
- Director of Operations - Fields Senior Living (2020-2022)
- Regional Director of Operations - The Springs Senior Living (2015-2020)
- Executive Director - Milestone Senior Living (2010-2014)
- Executive Director - Touchmark Living Centers (2006-2010)
- Director, Sales & Marketing - PCR Contracting (2004-2006)
- Sales Executive - Verizon Communications (2000-2004)

### Education:

- BA, Grand Canyon University
- M.Div, Western Seminary



## JEFF SIEGAL - Chief Financial Officer

Jeff joined Romano as Chief Financial Officer, bringing a distinguished career in accounting and finance. Beginning his career as a CPA and auditor, Jeff has served as CFO for several publicly traded companies. He focuses on optimizing our Accounting & Finance team, evaluating systems, and leading the implementation of a new ERP.

### Relevant Professional Experience:

- Chief Financial Officer - Romano Capital (2023 - Current)
- Fractional Chief Financial Officer - Breakaway Advising (2022-2023)
- Chief Financial Officer - Transport Holdings LLP - (2020-2022)
- Chief Financial Officer and Senior Vice President - Key Technology - (2013-2019)
- Chief Financial Officer and Treasurer - Schmitt Industries Inc - (2008-2013)
- Corporate Controller - Planar Systems Inc. (1999-2007)
- Senior Manager - Deloitte & Touche - (1991-1999)

### Education:

- BA, Business Administration- Accounting, San Jose State University

# EXECUTIVE TEAM



## TED CASSEL - VP Investments

Ted joined Romano Capital in 2016. A Pacific Northwest native and Pomona College graduate, he began his real estate career at CBRE, specializing in transactions involving federal subsidies like Section 8 and Low-Income Housing Tax Credits. Ted's expertise in government-subsidized housing financing has been invaluable throughout his career and at Romano.

### Relevant Professional Experience:

- VP Investments - Romano Capital (2017 - Present)
- VP Asset Management - Hurley Development (2013 - 2017)
- Senior Associate - CBRE (2007-2013)
- Catastrophic Loss Adjuster - Crawford & Company (2007-2007)

### Education:

- BA, Politics, Philosophy & Economics, Pomona College
- International Politics, Albert Ludwigs University, Freiburg DE



## STEPHANIE KOCH - VP of Lending

Stephanie became part of the Romano Capital team in spring 2021 when the company acquired a loan portfolio that formed the basis of the Capital Preservation 200 fund. She previously worked as a commercial real estate lender for a regional bank and was a Special Asset Manager from 2007 to 2012. With over 30 years of experience in commercial lending, Stephanie transitioned to private equity, where she has been managing credit for funds ever since. Stephanie leads NW Equity Lending, a subsidiary of Romano Capital.

### Relevant Professional Experience:

- VP, Lending - Romano Capital (2021 - Current)
- SVP, Commercial Real Estate Manager - NW Equity Holdings, LLC (2012 - 2021)
- SVP, Commercial Real Estate Manager - First Independent Bank (1988 - 2012)

### Education:

- BA, Central Washington University
- Pacific Coast Banking School
- Northwest Intermediate Commercial Lending

# EXECUTIVE TEAM



## GREG MCGREEVEY - VP of Development

Greg joined the Romano team after 13 years as Executive Vice President at Hurley Development, where he played a key role in transforming the company into a leader in multi-family, commercial, and mixed-use developments. With extensive experience in strategic growth and project financing, Greg enhances Romano's development capabilities as we continue to expand.

### Relevant Professional Experience:

- VP of Development – Romano Capital (2024 to Current)
- Executive VP – Hurley Development (2011-2023)
- General Manager – Krippner Painting, (2010 -2011)
- Account Manager – Hexion Specialty Chemicals (2001-2010)
- Technical Sales – Hexion Specialty Chemicals (1996-2000)

### Education:

- BS, Science & Engineering, University of Washington



## CHRIS PACHINGER - VP of Sales & Marketing

Chris brings a wealth of experience, having spent the past six years at CrowdStreet as Vice President and Head of Marketing. During his tenure, Chris played an instrumental role in scaling the company's brand and expanding its market reach. Prior to CrowdStreet, Chris held key positions at CircleUp and Fisher Investments, where he honed his skills in investment management and marketing strategy.

### Relevant Professional Experience:

- VP, Sales & Marketing – Romano Capital (2024 – Current)
- VP, Head of Marketing - CrowdStreet (2018-2024)
- Director of Business Development – CircleUp (2013-2018)
- Group VP, Head of WealthBuilder Division – Fisher Investments (2005-2013)

### Education:

- BA, Economics, California State University

# ROMANO DIVISIONS

## Lending

Romano Capital's lending business traces its origins back to 2003, when Kess Romano and his father, Jerry, founded the company as a mortgage loan brokerage. Like many in the industry, they faced challenges during the Great Recession but emerged stronger by shifting to an investor-funded lending model that allowed the company to continue providing capital even when traditional banks tightened credit. With growth in mind, Romano Capital hired Stephanie Koch, who brought over 30 years of experience in real estate lending. Today, Romano Capital's lending portfolio is over \$110 million.

## Development & Construction

As Romano Capital grew, the company expanded into development and construction to gain greater control over project execution and product quality. The addition of Greg McGreevey brought seasoned leadership to this division, allowing Romano Capital to deepen its footprint in the Pacific Northwest and efficiently deliver projects from concept to completion. The team has successfully built single-family and multi-family housing communities, with a particular focus on affordability and long-term livability—meeting critical demand in a fast-growing region. By integrating development and construction under one roof, Romano capitalizes on localized expertise, operational efficiency, and the ability to respond quickly to changing market conditions.

## Investment

Romano Capital's investment division was built on a foundation of discipline, transparency, and long-term wealth building. The investment arm was established by Kess Romano and later strengthened with the addition of industry expert Ted Cassel, whose leadership helped formalize and scale the firm's investment strategy. To reinforce trust and accountability, all Romano Capital funds undergo rigorous third-party audits, ensuring stakeholders receive full transparency and institutional-grade oversight. The division's philosophy centers on aligning investor interests with the company's vertically integrated model—leveraging in-house development and lending insights to identify resilient opportunities across market cycles.

## How Our Divisions Work Together

What makes Romano Capital truly unique is our fully integrated structure—investments, development, and lending all operate within a single ecosystem. In volatile markets, this integration becomes a strategic advantage: when one sector faces headwinds, another typically strengthens. For example, slower home sales may increase demand for rental housing; tighter bank lending can create opportunities for private credit; and shifting market preferences can accelerate or delay certain development types. Because all divisions share information, expertise, and aligned incentives, Romano Capital can seamlessly ebb and flow with economic cycles, maintaining stability while continuing to create value for investors and communities.

## Transparency & Integrity

Romano Capital prides itself on being transparent with its employees, investors, and financial partners. Romano Capital adheres to strict financial governance. Money is never transferred between divisions without formal due process; every internal transaction is fully documented, structured legally as a loan or participation, supported with proper paperwork, and includes appropriate interest collection if a loan. This disciplined approach ensures that all inter-division funding is handled transparently, officially, and in full compliance—reinforcing investor trust and supporting the company's long-term financial health.

# EXITED PROJECTS

## Romano Capital: A Proven Partner for Strategic Growth

Since inception, Romano Capital has delivered returns through disciplined investment strategies and a commitment to building enduring value. Our track record reflects a blend of strong performance, diversified assets, and a focus on capital preservation—making us an ideal partner for those seeking stability and growth.

Investment	Project	Type	Start	Duration	Invested Capital	Goal (IRR)	IRR (Outcome)	Equity Multiple
46 Oaks Holdings, LLC	Residential ConstLease	Equity	2012	62 months	\$2.5M	10-12%	11.09%	1.57x
SFA Oaks, LLC	Residential ConstLease	Equity	2012	54 months	\$2.4M	8-10%	10.02%	1.45x
Columbia Advantage, LLC	Residential ConstLease	Equity	2014	19 months	\$2.5M	10-12%	12.93%	1.53x
Creekside Select, LLC	Residential ConstSell	Equity	2015	18 months	\$775K	12-14%	9.52%	1.10x
Creekside Advantage, LLC	Residential ConstLease	Equity	2015	54 months	\$2.26M	12-14%	13.95%	1.55x
2 Creeks, LLC	ResidentialConst Sell	Equity	2016	47 months	\$7.55M	10-12%	10.02%	1.28x
325 Emerson, LLC	Multi-Family Const Loan	Equity	2017	16 months	\$1.8M	10-11%	10.45%	1.09x
LH 192	Commercial Building Loan	Equity	2017	28 months	\$1.43M	15%	20.9%	1.51x
QHR D, LLC	ResidentialConst- Lease to Sell	Equity	2018	36 month	\$4.5M	10.00%	8.94%	1.36x
Westridge Owners, LLC	Multifamily DevelopmentHold to Sell	Equity	2019	45 months	\$2.75M	14-16%	29.88%	2.02x
<b>Total Invested</b>		<b>Total Distributed</b>			<b>Average Duration</b>	<b>Average IRR</b>	<b>Average Equity Multiple</b>	
\$27,995,000		\$39,981,594			38 months	14.4%	1.44X	

# ONGOING PROJECTS

Active Investments - <b>SINGLE PROJECT OFFERINGS</b>					
INVESTMENT	ASSET TYPE	START	TARGET IRR	INVESTMENT TYPE	INVESTED CAPITAL
Alyster	Multifamily Housing	2025	14-16%	Equity	\$6,500,000
Boulder Ridge	Residential, attached single family	2020	13-15%	Equity	\$45,656
Riverside Townhomes	Residential, attached single family Opportunity Zone project	2021	8-10%	Equity	\$6,575,000
Eleva	Mixed use - multifamily housing & commercial	2021	10-12% 7-8%	Total Equity Noteholders	\$11,662,466 \$5,924,263 \$5,698,183
One Twenty Up	Residential - multifamily housing	2024	14-16% 7-8%	Total Equity Noteholders	\$17,327,877 \$12,914,962 \$4,412,915
First Street Station (Oliveen)	Residential - multifamily housing	2021	12-15%	Equity	\$17,327,877

# EVERGREEN INVESTMENTS

Active Investments - <b>MULTI PROJECTS FUNDS</b>					
INVESTMENT	ASSET TYPE	START	TARGET IRR	INVESTMENT TYPE	INVESTED CAPITAL
CP100	First position lending fund	2013	6-9%	Equity	\$7,900,00
RCIP	Blended equity and debt fund	2020	8-10%	Equity	\$3,400,000
RCIF	Blended equity and debt fund	2019	9-12% 6-8%	Total Equity Noteholders	\$51,977,788 \$33,278,915 \$18,698,873
CP200	First position lending fund	2021	10-12%	Equity	\$48,760,959
RC Index	Variable rate indexed note fund	2025	7+%	Total Equity Noteholders	\$7,570,400 \$850,000 \$6,720,407

# DIVERSIFIED PROJECTS



**THE ROBERT**  
Portland - 55 units



**THE CROSSING**  
Ridgefield - 154 units



**PIONEER EAST**  
Ridgefield - 210 units



**TERRA LOFTS**  
Hazel Dell - 56 units



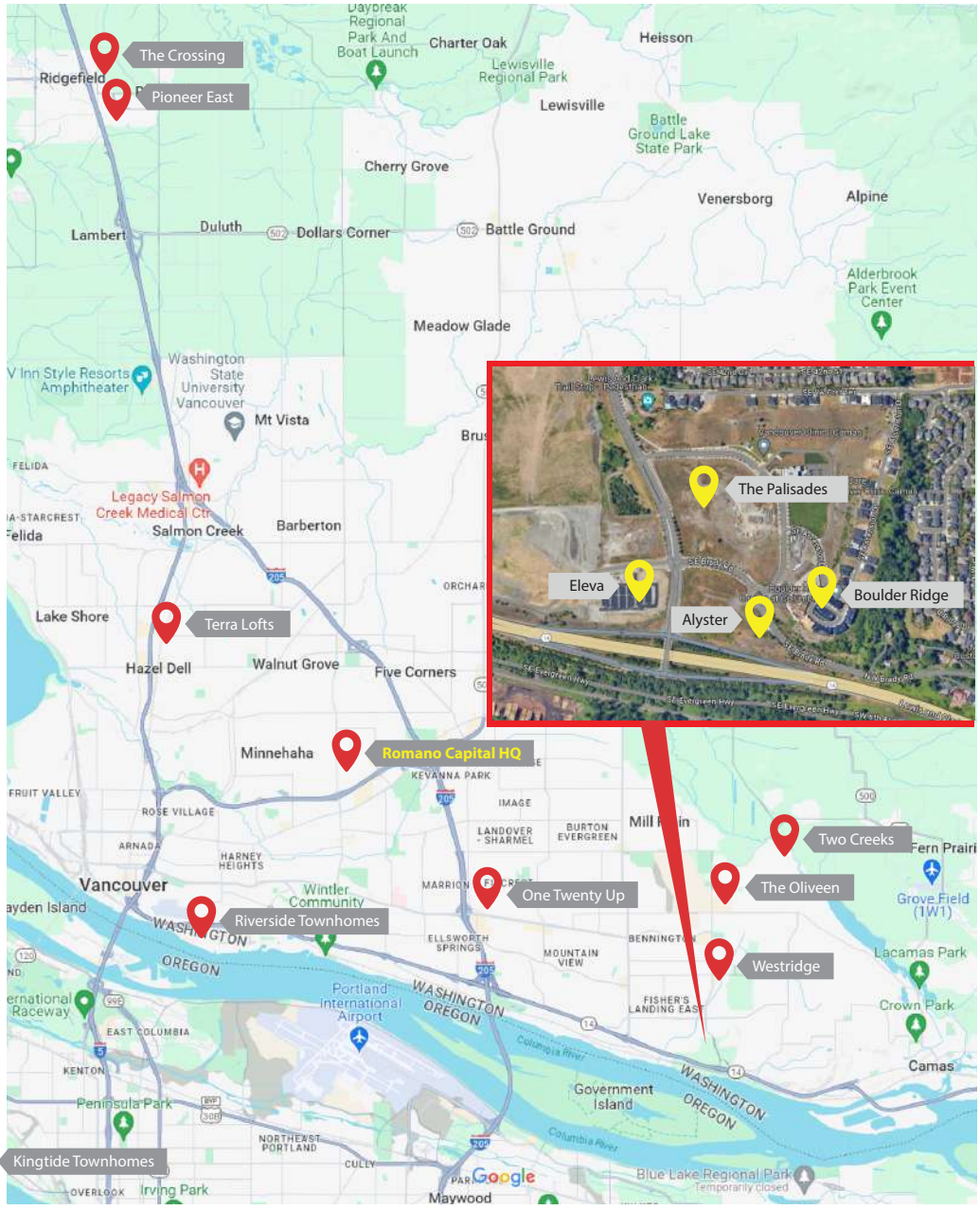
**ONE TWENTY UP**  
Vancouver - 146 units



**RIVERSIDE TOWNHOMES**  
Vancouver - 15 units



**KINGTIDE TOWNHOMES**  
Seaside, OR - 3 units



**Two Creeks**  
Camas - 122 units



**The Oliveen**  
Camas - 266 units



**B BOULDER RIDGE**  
Camas - 24 units



**Eleva**  
Camas - 151 units



**ALYSTER**  
Camas - 102 units



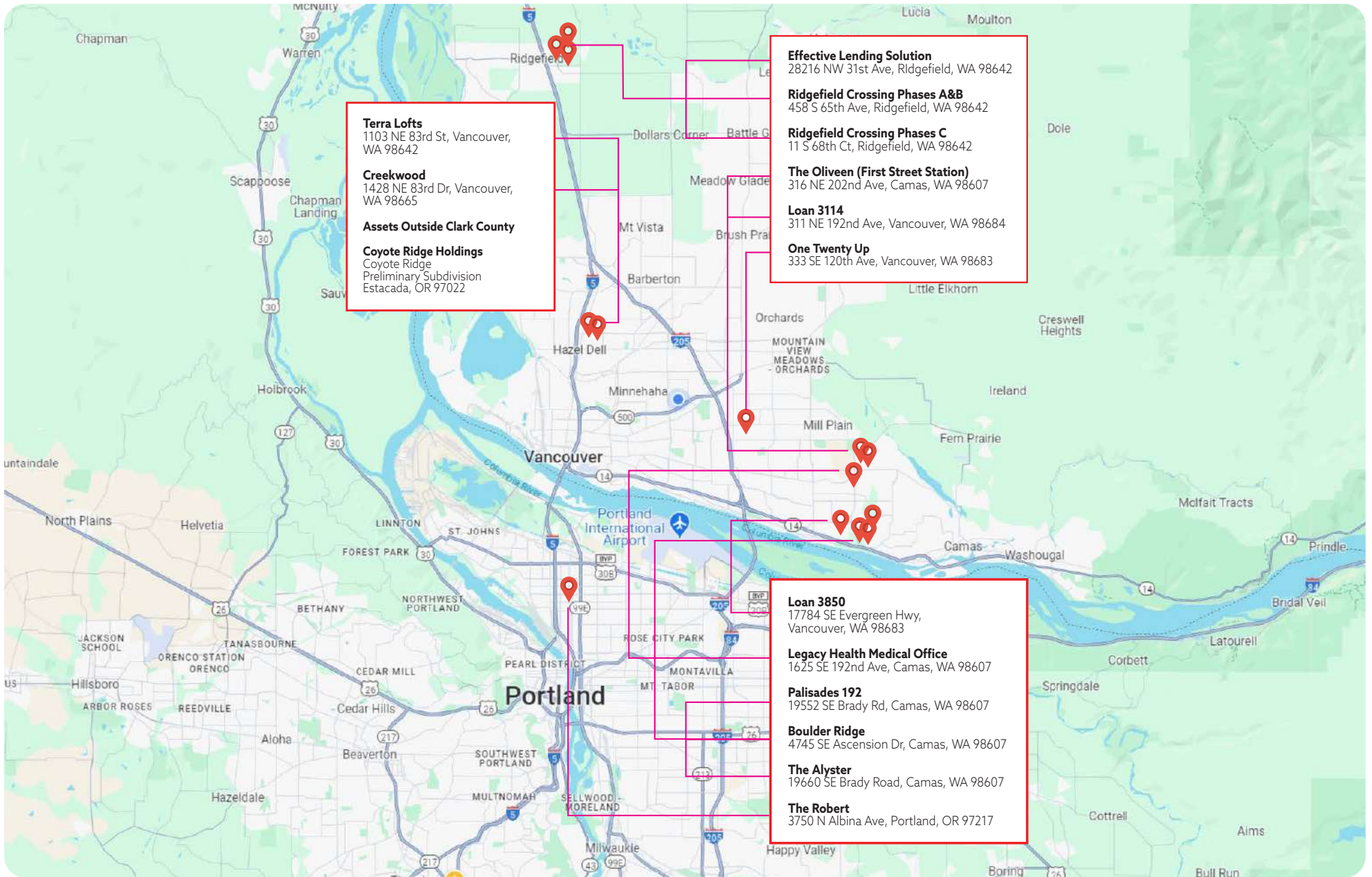
**THE PALISADES**  
Camas



**WESTRIDGE lofts**  
Camas - 100 units



# DIVERSIFIED PROJECTS



# PROVEN EXITS

## Westridge Owners, LLC.

Westridge Lofts is a 100-unit multifamily residential community located on SE 192nd Ave at SE 20th Ave in desirable east Vancouver. Romano Capital acquired the property in 2018 and developed the land, secured entitlements from the city, while managing the design and engineering of the building. This project was sold at an attractive exit cap rate, delivering a strong outcome for investors.

- 16% Target IRR
- 29.88% Actual IRR
- 2.02x Equity Multiple

## Creekside Advantage, LLC.

Creekside is a 98-unit townhome development centrally located in Clark County just minutes from I-5 & I-205. Acquired in 2015, Creekside's success stemmed from its strategic positioning in Vancouver's high-demand entry-level housing market and its offering of well-priced, well-designed townhomes in a highly accessible location. With two efficient floor plans, the community attracted both primary-residence buyers and investors seeking quality product at an attainable price point. By executing the sale at the optimal moment, the project achieved an attractive exit cap rate and delivered a compelling return for investors.

- 12-14% Target IRR
- 13.95% Actual IRR
- 1.55x Equity Multiple



# CURRENT OPPORTUNITIES

## Single Project Offerings

Currently accepting investments: Alyster, a 102-unit multifamily development ready to break ground in Camas, Washington. Alyster will be a luxury apartment community situated within the Columbia Palisades Master Plan, offering residents access to an emerging lifestyle hub with strong regional connectivity and panoramic views of the Columbia River.

- 15.6% Target IRR
- 1.45x Equity Multiple

## Evergreen Investments

Evergreen funds operate in perpetuity with a structured asset allocation across a portfolio of real estate assets. While these funds have no defined end date, they are considered long-term vehicles for investors. Romano's Evergreen funds are valued quarterly and are subject to 3rd party audit.

### Currently accepting investments:

- CP200
- RCIF
- RC Index

### Closed investments:

- CP100
- RCI Preserve

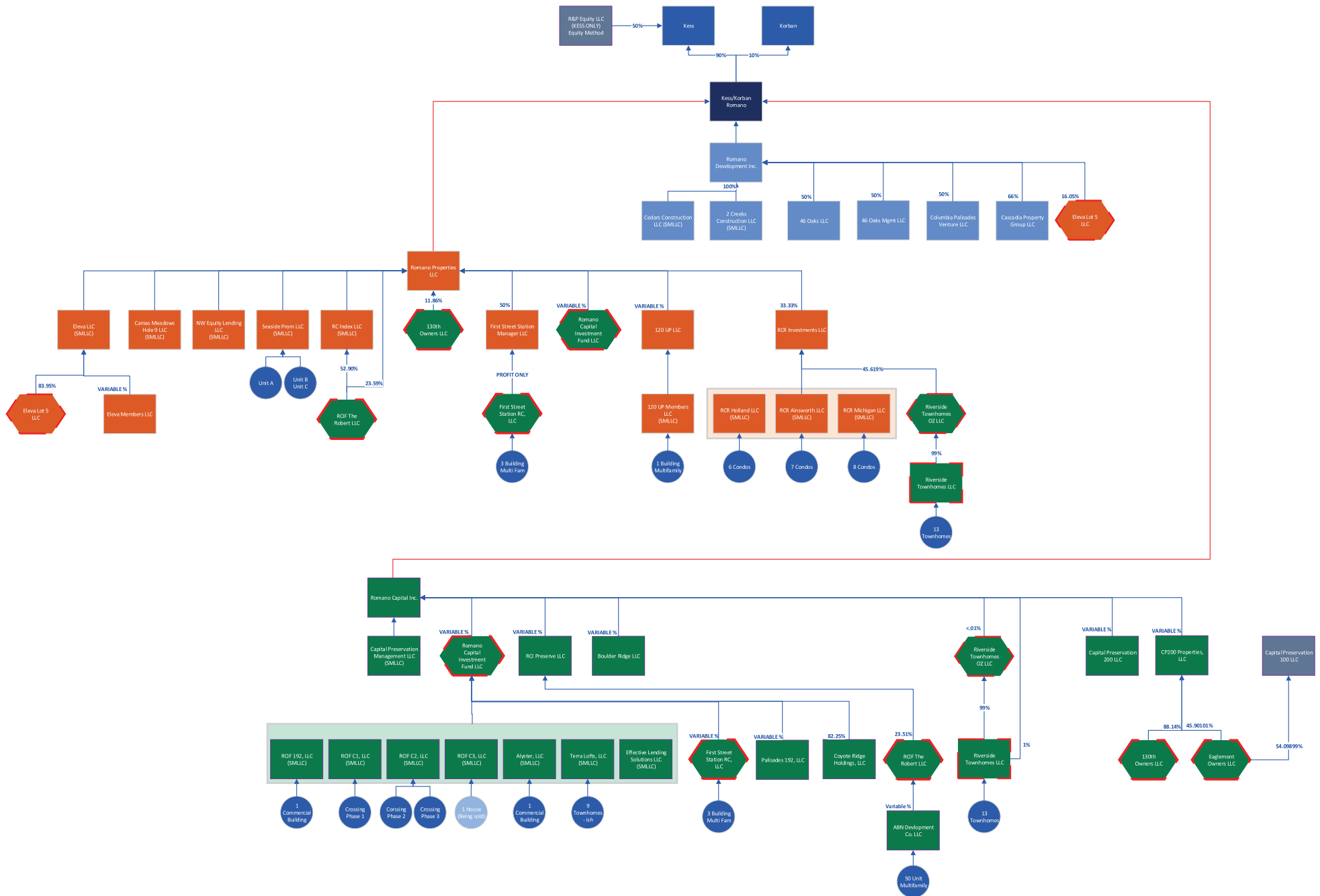


# COMMUNITY INVOLVEMENT

At Romano Capital, we believe building communities goes beyond real estate. That's why we proudly support Pacific FC, fostering youth soccer and leadership development, ReadNW, empowering communities through literacy, and Special Olympics Washington, among other local charitable organizations. Because true impact isn't just measured in brick and mortar, it's measured in people served.



# ROMANO COMPANIES





# DISCLOSURE & NOTICE OF CONFIDENTIALITY

## IMPORTANT NOTICE

This document is being provided on a confidential basis and is for informational purposes only. The information set forth herein should not be construed as an investment recommendation nor does it constitute an offer to sell or the solicitation of any offer to buy interests in any security. Offers may only be made at the time a qualified offeree receives the related confidential information memorandum for a specific fund describing the offering and executes a related subscription agreement. Any interests in securities of any funds or offerings shall not be offered or sold in any jurisdiction in which such an offer, solicitation or sale would be unlawful until the requirements of the laws of such jurisdiction have been satisfied.

This communication is provided for discussion purposes only. In addition because this communication is preliminary and a summary of key information only, it may not contain all material terms, including important conflicts disclosures and risk factors associated with an investment in a fund and this communication in and of itself should not form the basis for any investment decision. This communication is not complete and is subject to change without notice. Unless otherwise indicated the information contained herein is current only as of the date indicated on the cover of this document. The information contained in this document may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that reflect our current views with respect to, among other things, future financial and business performance events, strategies, and expectations. We generally identify forward looking statements by terminology such as "outlook," "believe," "expect," "potential," "continue," "may," "will," "should," "seeks," "approximately," "predicts," "intends," "plans," "estimates," "anticipates," or the negative version of those words or other comparable words. Any forward-looking statements contained in this document are based upon the historical performance and market information, and on our current plans estimates and expectations. The inclusion of this forward-looking information should not be regarded as a representation by us or any other person that the plans, estimates, or expectations contemplated by us will be achieved. Such forward-looking statements are subject to various risks and uncertainties including but not limited to global and domestic market and business conditions, our ability to successfully compete for fund investors, investment opportunities and talent, successful execution of our business and growth strategies, our ability to successfully manage conflicts of interest, and tax and other regulatory factors relevant to our structure and status as a public company, as well as assumptions relating to our operations financial results, financial condition, business prospects, growth strategy, and liquidity. If one or more of these or other risks or uncertainties materialize or if our underlying assumptions prove to be incorrect, our actual results may vary materially from those indicated in these statements. These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements and risks that are included in this document and any relevant offering materials. Any forward-looking statements views and opinions contained in this document are current as of the date of this document but subject to change. We do not undertake any obligation to update or review any forward-looking statement, views and opinions whether as a result of new information, future developments or otherwise.

It is strongly suggested that the reader seek his or her own independent advice in relation to any investment, financial, legal, tax, accounting, or regulatory issues discussed herein. Analyses and opinions contained herein may be based on assumptions that if altered can change the analyses or opinions expressed. Nothing contained herein shall constitute any representation or warranty as to future performance of any financial instrument, credit, currency rate, or other market, or economic measure.

The reports or commentaries that constitute part of this document may rely on public information, and sources of Information used to generate model results reports or commentaries are from third-party or public sources that we believe to be reliable, but we make no warranty as to accuracy of such information. Data from hedge fund indices reflect returns net of fees and expenses. Databases are used to gather qualitative and quantitative information from a variety of sources to allow paid subscribers to conduct analysis of managers indices and their related performance. This document shall not constitute an offer to sell or the solicitation of any offer to buy interests in any securities. This document is being provided on a confidential basis and for informational purposes only. Accordingly, this document may not be reproduced in whole or in part, and may not be delivered to any person without the prior written consent of Romano Capital. This document has been researched, produced, and prepared by Romano Capital. All views and opinions contained herein are current as of the date of this document but subject to change. Romano Capital has no obligation to update the information contained in this document.

Any case studies included herein are for illustrative purposes only. Past performance is not indicative of future returns. No representation is being made regarding future returns for investors.

