



## Leadership

Our leadership team is comprised of the industry's leading housing developers, financial analysts, project managers, market researchers, and support staff. Education and experience are the key to our team's past and current housing successes.

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### Keith S. Jans

President, Development



Mr. Jans has been involved in the real estate industry for over 27 years. He is a 1982 graduate of the University of Minnesota with a BS degree in Housing. At Real Estate Equities Mr. Jans is responsible for acquiring and developing real estate projects; conducting feasibility due diligence, structuring project financings, arranging partnership and institutional investments; structuring fee arrangements and ownership participations; managing the development process; and asset management.

### Craig H. Brinkman, C.P.A.

Vice President, Finance-Chief Financial Officer



Mr. Brinkman graduated from the University of St. Thomas in 1991 with a B.A. degree in Business Administration, with an accounting emphasis. He worked in public accounting for nine years at two regional CPA firms in the Twin Cities. Several of his varied clients were real estate companies, including Real Estate Equities. Mr. Brinkman's experience includes the Housing Tax Credit program, HUD compliance and mortgage programs, cost certifications and real estate assignments. At Real Estate Equities, Mr. Brinkman is responsible for all accounting, treasury and MIS functions and is actively involved in corporate and investor communications and tax compliance issues.

### Andrew Schaefer

Vice President, Development



Mr. Schaefer has been involved in the real estate and construction industry for more than 17 years. He is a 1998 Graduate of the University of North Dakota with a BS in Business Administration with an emphasis in Finance. Prior to his employment with Real Estate Equities he worked six years with Community Contractors, a general contracting firm and several years for US Home Corporation now Lennar. At Real Estate Equities Mr. Schaefer is responsible for project administration, management of the construction process, project marketing, market feasibility and financial analysis.

**Shane Wright**  
**Project Manager, Development**



Mr. Wright has worked in the real estate development industry for over nine years. He is a 1999 Graduate of Texas Tech University with a BA in Business Administration with an emphasis in Marketing and Finance. Prior to his employment with Real Estate Equities he worked for Jeffrey E. Smith Development in Columbia, MO developing affordable multifamily projects throughout Missouri, including both new construction and historic rehabilitation. At Real Estate Equities Mr. Wright is responsible for project administration, site acquisition and procurement, financial analysis, management of the construction process, and project marketing.

**Steven Jahnke**  
**Director of Sales and Marketing**



Mr. Jahnke has over 20 years of experience in sales, marketing, national account & vendor management and customer service. He has been involved in the residential real estate market since 1996. He has specialized in single family homes, new construction and land. Prior to coming to Real Estate Equities, he was a Director and Sales Manager at Hans Hagen Homes, a Realtor with Edina Realty, and a National Account Manager with Weisman Enterprises. Mr. Jahnke is responsible for the sales and marketing activities with the Village Cooperative arm of REE. Additional oversight includes leadership and training of the Village Cooperative Sales & Marketing Coordinators. The Village Cooperative is an age 55+ senior housing option.

**Larry Gilsrud**  
**Director of Property Management, Development**



Mr. Gilsrud has extensive experience in the operation of multi-family developments. He has been in project management since 1973. Mr. Gilsrud started managing Cooperatives in 1989 at 7500 York, a 338 unit senior housing Cooperative in Edina, Minnesota. Mr. Gilsrud's responsibilities at Real Estate Equities are working with the staff and the Board of Directors at the Cooperatives located in Minnesota, Wisconsin and Iowa.

**Jamie Barrett**  
**Project Coordinator, Development**



Mrs. Barrett carries an Associate in Arts degree and has 12 years experience in real estate. At Real Estate Equities she is responsible for coordinating and organizing the entire project development process, as well as providing support and assistance to the development team.

## **John Travalent**

### **Marketing Associate**



Mr. Travalent graduated from Minnesota State University – Mankato in 2008 with a BS degree in Business Marketing. At Real Estate Equities, Mr. Travalent is responsible for coordinating all the advertising and marketing efforts for each project, facilitating the development website, in addition to providing support and assistance to the sales staff.