



**BROWN+TAYLOR+JIMENEZ**  
GENERAL CONTRACTORS





BTJ General Contractors, LP, specializes in multi-family residential and light commercial construction.

Our officers bring together more than 60 years of combined career experience. As a team over the past 10 years, we have built more than 5,000 units in excess of \$300 million in cumulative value.

Whether we're building new garden-style apartments or renovating outmoded retail space, we set the highest expectations for quality and safety. Our strong relationships with vendors and subcontractors ensure competitive pricing and prompt delivery. Our keen management skills enable us to finish on time and stay within the budget. That performance consistently produces the highest return for owners and investors.

We build the best units in the fastest time with the fewest problems.

*On the cover*

ALEXAN RIBELIN RANCH

Austin, Texas

350 units

## Mission and Values

Our mission is to ensure that the integrity of our construction reflects the integrity of our character as individuals. We believe that staying true to our values — doing what's right at every stage of a project — results in the greatest satisfaction for the client.

We believe that by meeting and exceeding clients' expectations, we build ongoing relationships and referrals, and ultimately shared success and prosperity.

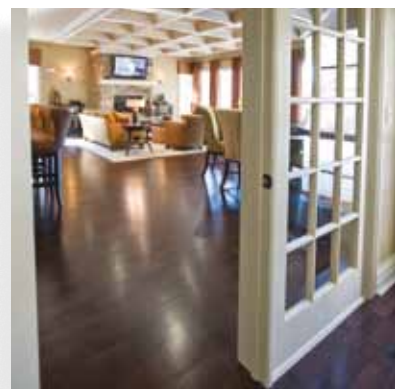
**Our vision is to be the preeminent multi-family residential and light commercial general contractor in the United States.**

As we work toward our vision, we are guided by these principles:

- + optimum performance is a daily commitment,
- + mutual respect is shared by everyone on a project,
- + honesty and fairness govern all interactions,
- + faith is a way of walking, not a way of talking.

We care enough to do our duty and do it right.





*“We have had the pleasure of working with Dwayne and his team for many years. They always strive to provide the best product for the client while maintaining the architectural integrity of the project. They are consistently able to deliver a project on time and within budget and their communication and problem solving skills are always an asset to the team.”*

JOHN KELLY AND J. MIKE GROSSMAN  
Kelly Grossman Architects

## Services

We offer general contracting and management consulting services on both new and rehab projects. Our services include the following:

- + complete general contracting
- + construction management
- + consultation to developers

Ideally, we prefer to join a project in the early planning stages. Early participation allows us to lend our expertise to anticipate challenges, incorporate ideas that meet the client’s objectives, reduce the need for changes, develop a realistic schedule, and make the most efficient use of financing.

Our construction process begins with a comprehensive bid based on the developer’s design and budget or negotiated contract. Construction services include:

- + establishing the budget,
- + developing the construction schedule,
- + maintaining the construction schedule and providing regular updates to the owner,
- + hiring the subcontractors,
- + providing turnkey handling of equipment and materials,
- + coordinating technical support and inspections for the owner,
- + managing the entire operation from survey to turnover of units,
- + maintaining budget updates,
- + monitoring safety standards in the field and with third-party inspectors,
- + providing quality control with the owner’s third-party inspectors,
- + submittal of all data for architect or owner approval,
- + providing complete set of as-built plans as outlined by the owner,
- + providing complete warranty documents.

We tailor our services to the client’s needs.

## General Contracting

We provide complete general contracting for multi-family residential and light commercial construction.

**Multi-family residential.** We specialize in multi-family projects ranging from luxurious to tax-credit units. Our experience includes garden-style communities, mixed use, high density with parking structures, and senior communities. Our multi-family projects typically feature swimming pools, clubhouses, attached and detached garages, and recreational areas.

**Light commercial.** Our experience has equipped us to build not only retail space but also strip malls, office suites and hotel/motels. We are well versed in building city streets, bridges, and parking garages.

**Renovation services.** We enhance the value of old and outdated structures with renovations that range from simple refurbishing of exteriors to complex rebuilding of interior units according to architect designs. Whether the units are occupied or vacant, we can customize a schedule to ensure a complete turnkey operation.

## Management Consulting

We manage construction, overseeing an owner's contractor or subs, for a project in its entirety. Alternatively, we can take over a project at any stage to expedite delivery and ensure that it finishes in a timely and cost-effective manner. We also represent lenders by serving as a third-party inspector to verify that construction is proceeding as planned.

## Consultation to Developers

BTJ consults with developers in various stages of a project. Our preconstruction capabilities include reviewing goals, assisting in site selection, recommending architects and engineers, and developing a preliminary budget to determine a project's viability.

We also advise developers on securing permits, choosing construction methods, controlling quality, ensuring safety, establishing and maintaining a schedule, complying with inspectors, and overseeing work of subcontractors. We recommend ways to resolve issues in property management, building maintenance, renovation and preparation for re-sale.





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*“Dwayne Brown is an honest individual with extensive expertise and problem solving abilities. He understands and demonstrates the importance of high principles, such as integrity and reliability. Accountability, persistence, and success exceed all expectations to a degree not anticipated. He can visualize the finished result, manage, and prepare the necessary requirements to achieve any client’s demands.”*

ED NICHOLS AND DAVID E. NICHOLS  
EN, Incorporated

## Why Choose BTJ?

**Values and ethics.** We have established a reputation for honesty, integrity and hard work, reflecting our deep and abiding spiritual faith. Because of our consistently fair and ethical practices, we have achieved the highest satisfaction from clients and generous returns for owners and investors.

**Project leadership.** We function as the owner/developer’s “right hand.” We are quick to comprehend the client’s vision, and adept at planning strategies for translating that vision into reality. We engage the cooperation of the entire project team, from architects and engineers to bankers, city officials, and marketers. From our perspective as managers, we stay informed of the broad picture while monitoring subcontractors’ diligence to details.

**Perfected systems.** We have spent our years in the construction industry perfecting systems for every aspect of building, from plan analysis and site preparation, to foundation and roofing, to HVAC and waterproofing. These systems, refined and proven over time, promote the highest quality, safety and efficiency during construction and assure beauty and durability for re-sale.

**Cost savings and efficiency.** Our knowledge and experience in the construction industry has few rivals. In reviewing master plans and designs, we typically recommend cost-saving options, while standing firm to the highest construction standards. Our relentless focus on staying on schedule, while using the highest quality of materials and the best construction practices, moves projects forward to prompt, worry-free delivery.

**Safety.** Protecting employees — and the public — is the No. 1 priority on every project. All BTJ officers and employees are OSHA-certified. We conduct weekly safety briefings with subcontractors, and we require subcontractors to hold toolbox safety meetings with their personnel. Our safety program begins in the planning phase with an emphasis on prevention. Throughout the construction phase, we monitor conditions and reinforce safety practices. A clean site is a safe site.

*“We have worked with these gentlemen for several years and they are honest, accurate, and a pleasure to work with. They produce a quality product on time and on budget.”*

HEATH ICENHOWER AND CHRIS REHKEMPER  
Lending consultants

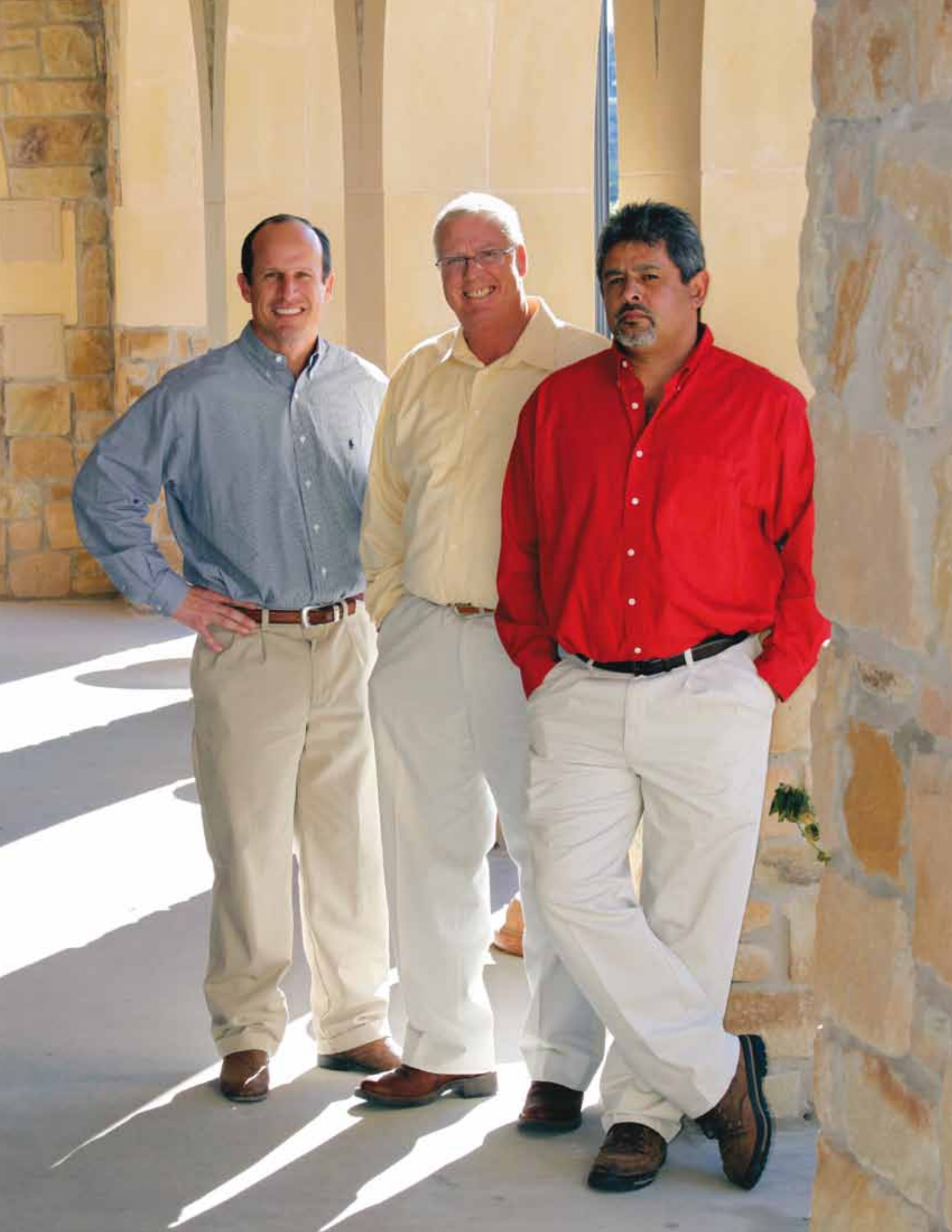
## Who We Are

BTJ General Contractors, LP, was formed in 2009 as a Texas-owned and managed company.

**DWAYNE F. BROWN**, president, is responsible for setting policies, implementing goals, negotiating contracts, communicating with clients and overseeing all company activities. Until forming BTJ, he was vice president of construction for the Austin and San Antonio Division of Trammell Crow Residential. He started his career 28 years ago, working in hotel renovation. He began building apartments with Callaway Development and Gables Residential in San Antonio. In 1999 he joined Trammell Crow Residential in Dallas and then relocated to Austin where he was promoted to vice president of construction and was made a TCR partner.

**ERIC TAYLOR**, vice president, is responsible for market analysis, document review, project budget preparation, and estimating and bidding proposed projects. Eric worked with Trammell Crow Residential for 10 years, most recently as a project manager. Shortly after earning a bachelor’s degree from Texas Tech University in 1991, he worked in the construction industry in Houston, first building production homes and later high-end custom homes. In addition to multi-family residential, he has experience building condominiums and townhomes as well as affordable housing.

**DANIEL JIMENEZ**, vice president, is responsible for day-to-day operation of projects in the field, including directing the work of subcontractors, ensuring quality control and monitoring safety standards. Daniel has extensive experience in multi-family and single-family residential construction in several states, having worked in the industry since 1985. He has had two stints with Trammell Crow Residential — in Ohio in the early 1990s and again in Austin and San Antonio since 2001, most recently as a project manager. In the interim, he worked with the Limestone Group, building multi-family projects in Austin, Round Rock, San Antonio, and Houston.



## For More Information

Contact us directly to discuss a project or inquire about consultation. Feel free to request additional information, including:

- + site visits of finished projects
- + list of references
- + letters of recommendation
- + list of past projects
- + contractor's qualification statement

## Contact Us

Give us a call, send us an email at [info@btjgc.net](mailto:info@btjgc.net), or visit our Web site at [www.btjgc.net](http://www.btjgc.net).

## Exceptional Ability

*Dwayne Brown has been running TCR's construction company in Austin for nine years. During my 30 plus years of multi-family construction, I have had the pleasure to deal with some very good construction executives. In my opinion, however, I believe that Dwayne and his team have performed in the most efficient and professional manner that I have experienced. Dwayne has an enviable record of accurate budgeting, consistent quality and finishing on schedule. Dwayne has exceptional ability to spot problems in architectural drawings and is quick with solutions that generally save money and time without sacrificing quality. On most projects we have had significant hard cost savings. Dwayne's group has built 16 projects in the Austin area containing over 5,000 multifamily units and condominiums. TCR has received numerous excellent reviews for the quality and consistency of our product from our investors, banks, institutional buyers, their inspectors, and our residents. During Dwayne's nine years, TCR has been the dominant builder/developer of apartments in Austin.*

ROBERT BUZBEE  
Senior Managing Director  
Trammell Crow Residential

