

Jonathan Rose Companies



Green Building Retrofits: Smart Investing, Sustainable Solutions

Will Goodman
November 15, 2011

SMART INVESTING. SMART GROWTH. VALUE CREATION

Investment Management



- Manages institutional funds
- \$270M of AUM

Development



- Multifamily & mixed-use developer
- \$826M of projects

Civic Development



- Project management for civic, cultural and educational institutions
- \$425M of projects

Planning & Policy



- Master planning & consulting
- 8 projects

Investing at the **intersection** of **economic, environmental and social** considerations.

Resulting in:

- strong current cash flow
- reduced risk
- long-term investor value

Economic

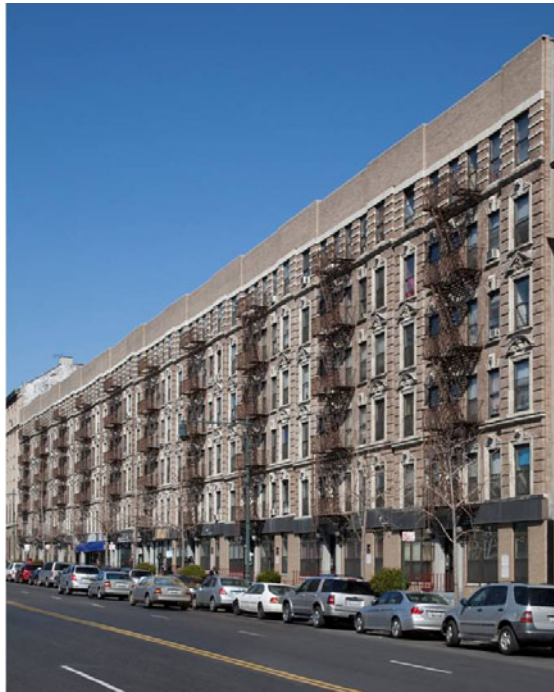


Environmental

Social

Two Investment Strategies

Green Affordable Housing Strategy



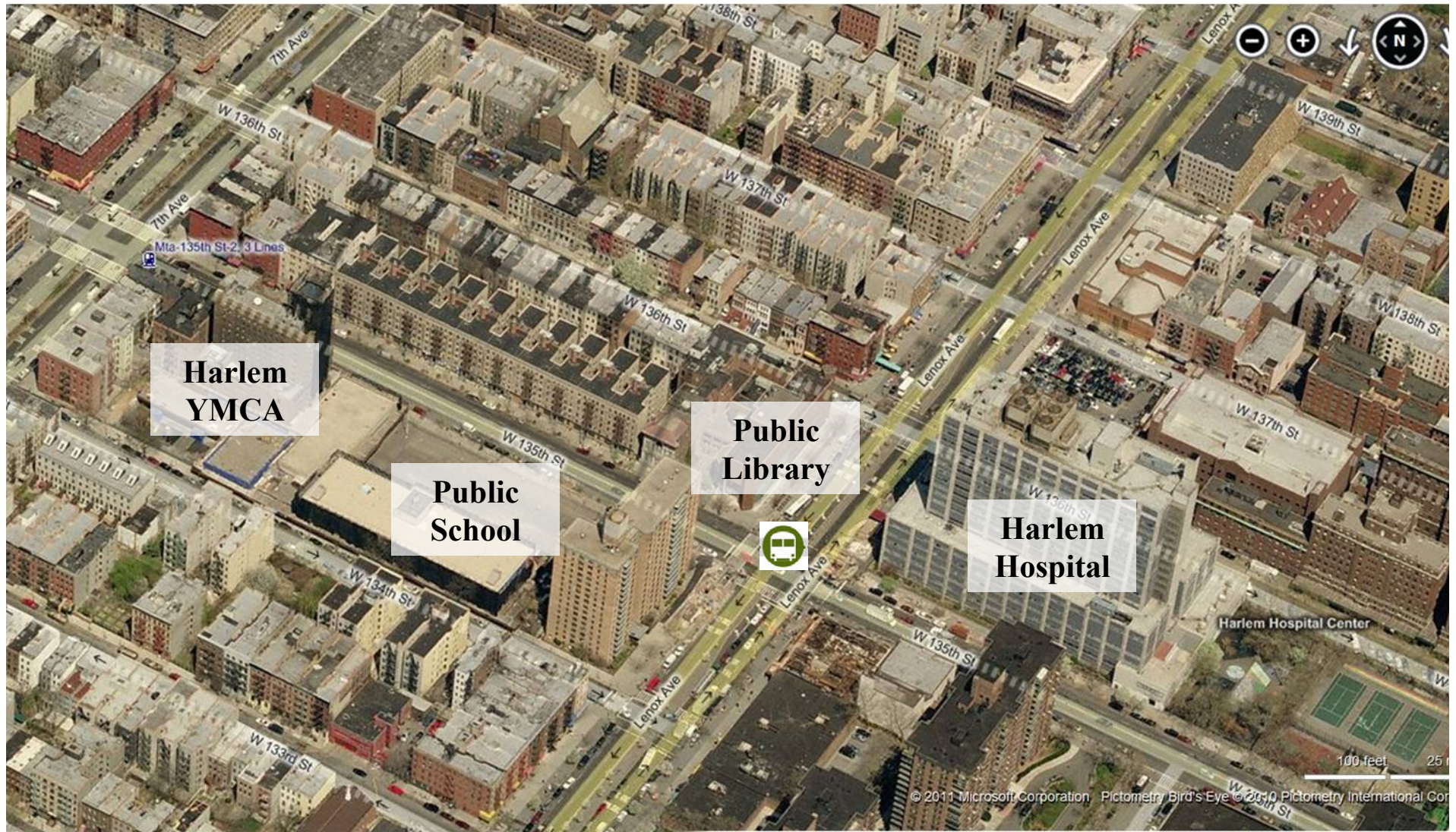
- Core-like risk/return
- 8-12% net IRR / 11-15% gross IRR

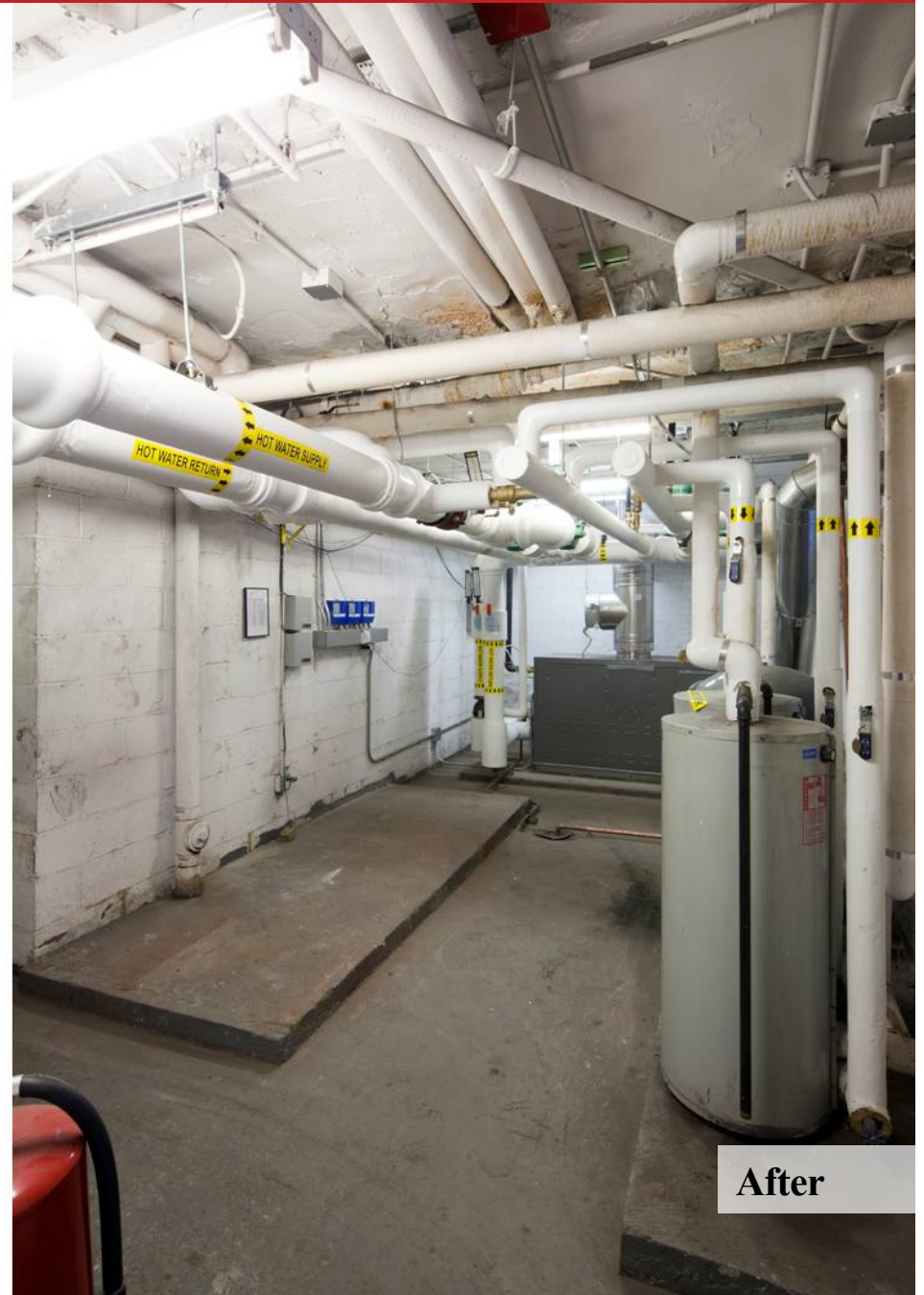
Green Office Retrofit Strategy



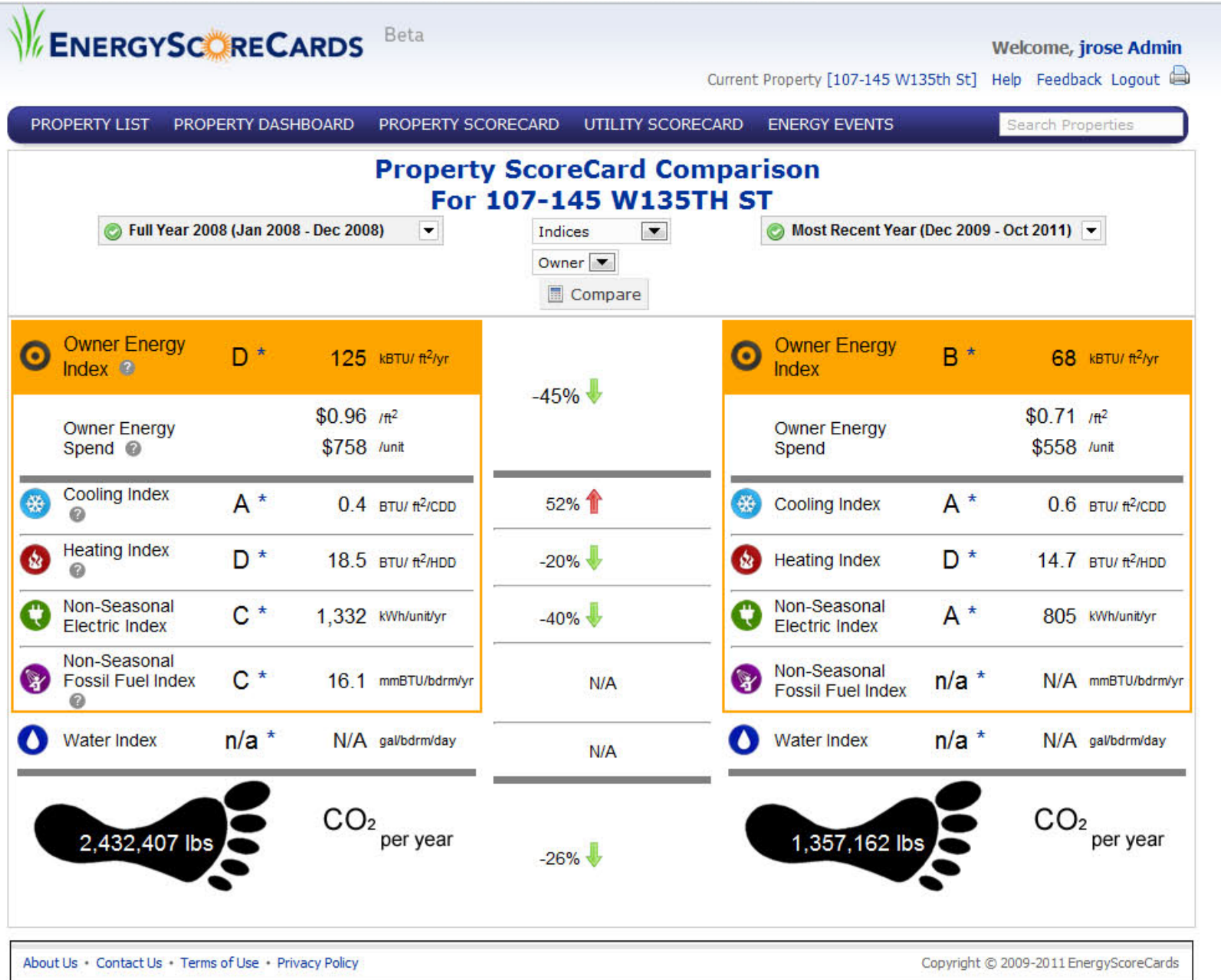
- Moderate risk, value-add return
- 12-15% net IRR / 15-18% gross IRR



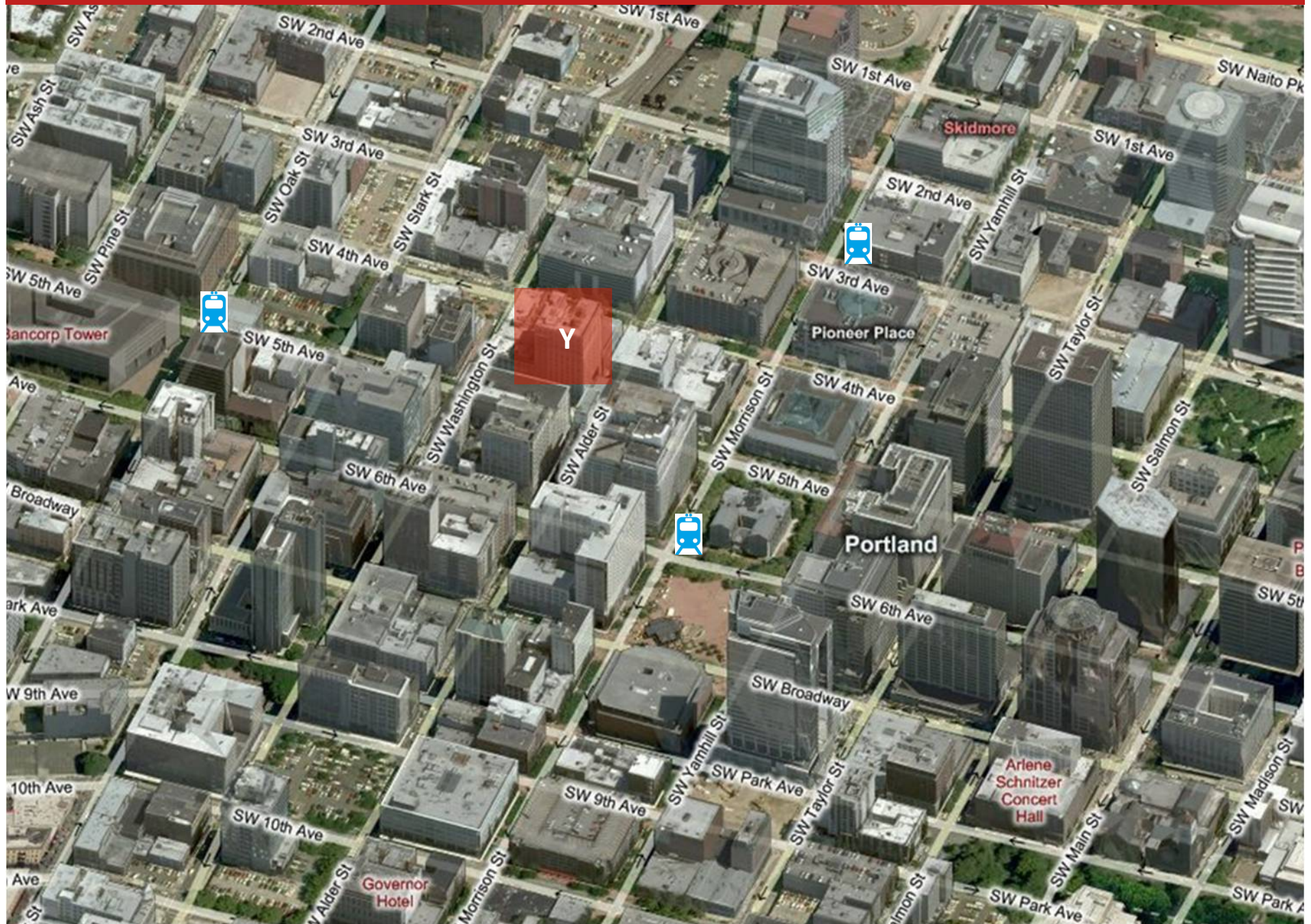












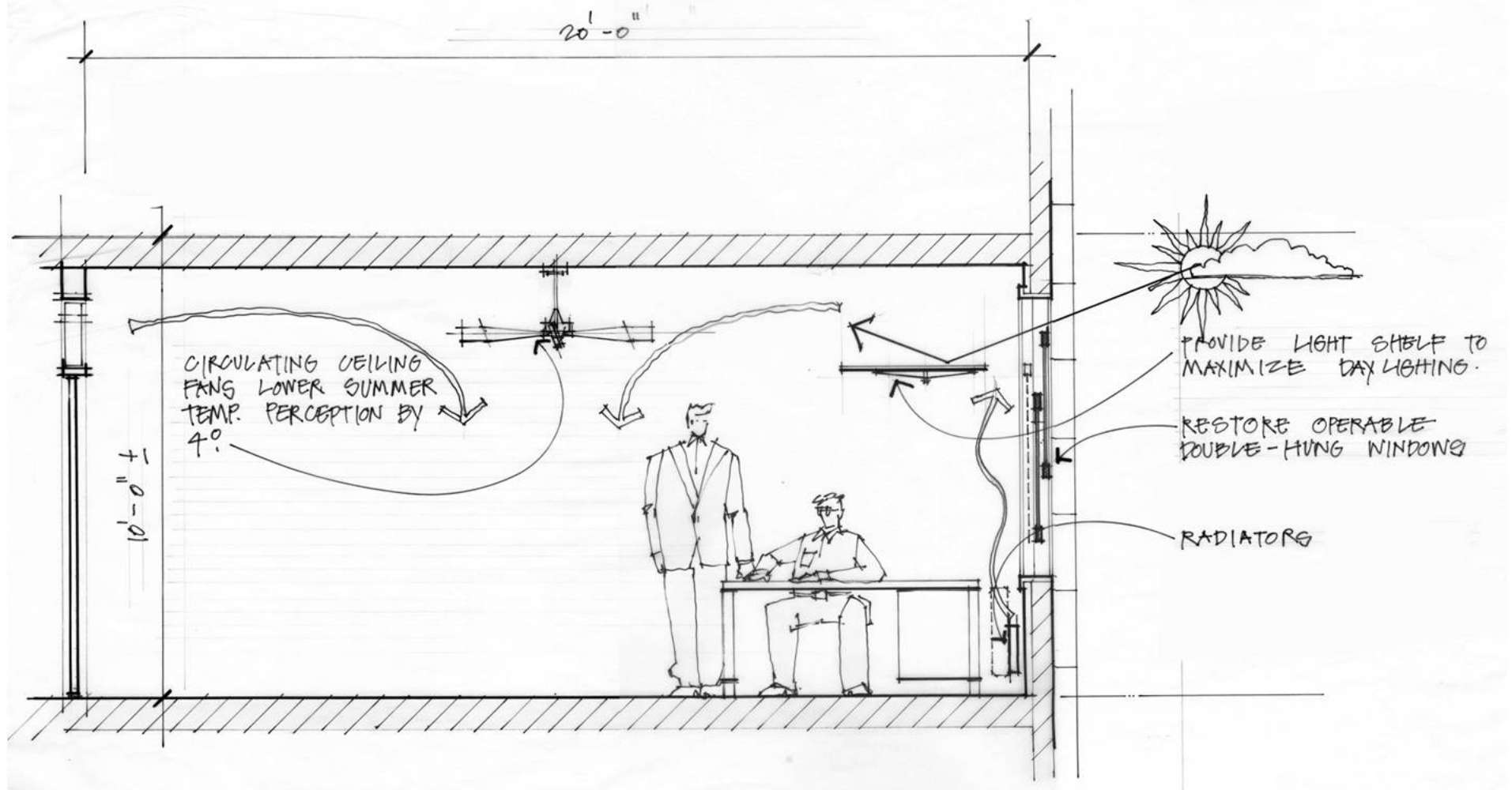




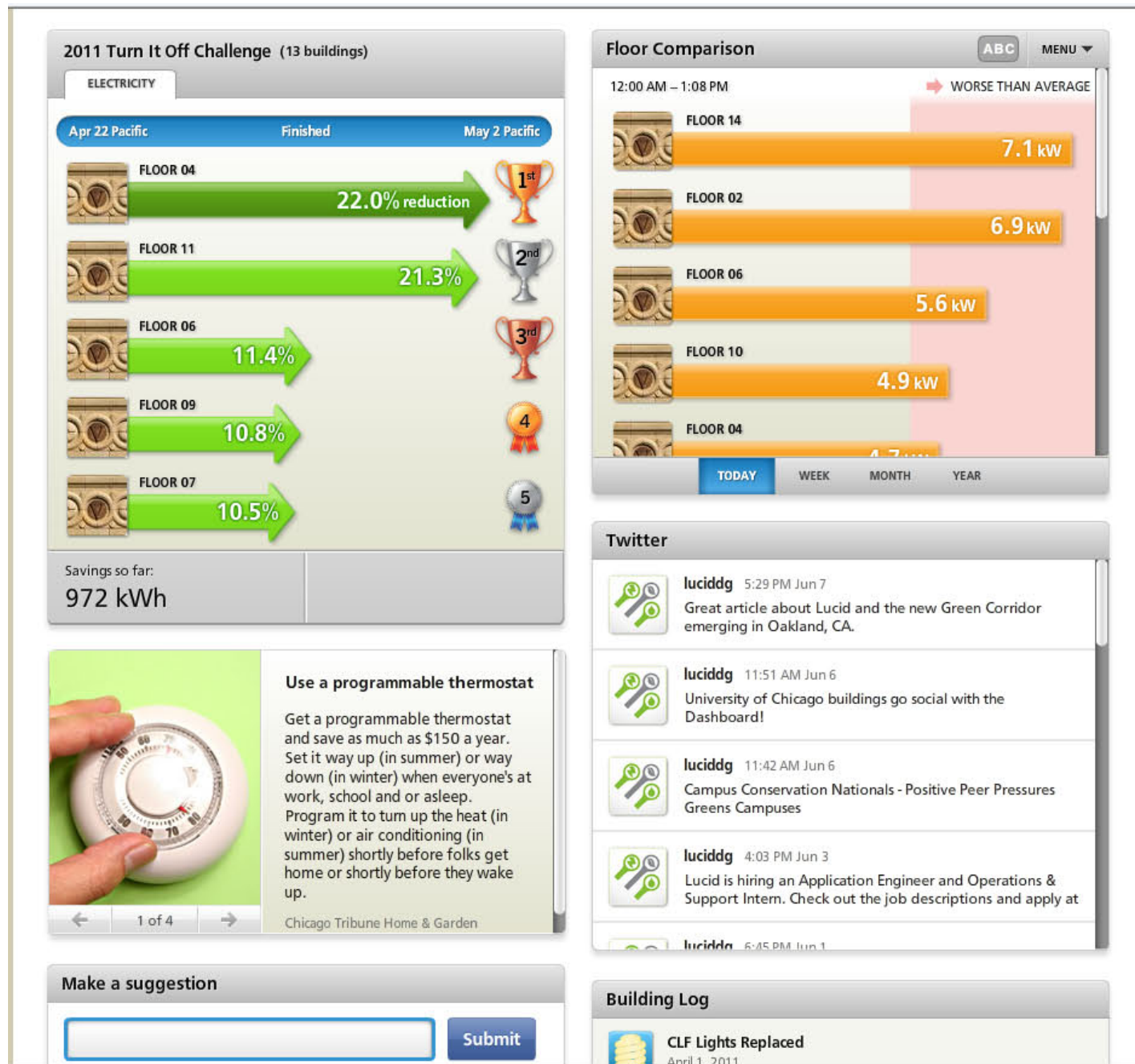












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