

Green Building Retrofits: Smart Investing, Sustainable Solutions

Will Goodman November 15, 2011

SMART INVESTING. SMART GROWTH. VALUE CREATION

Investment Management

Development

Civic Development

Planning & Policy







- Manages institutional funds
- \$270M of AUM

- Multifamily & mixeduse developer
- \$826M of projects
- Project management for civic, cultural and educational institutions
- \$425M of projects
- 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





Environmental Social

Two Investment Strategies

Green Affordable Housing Strategy



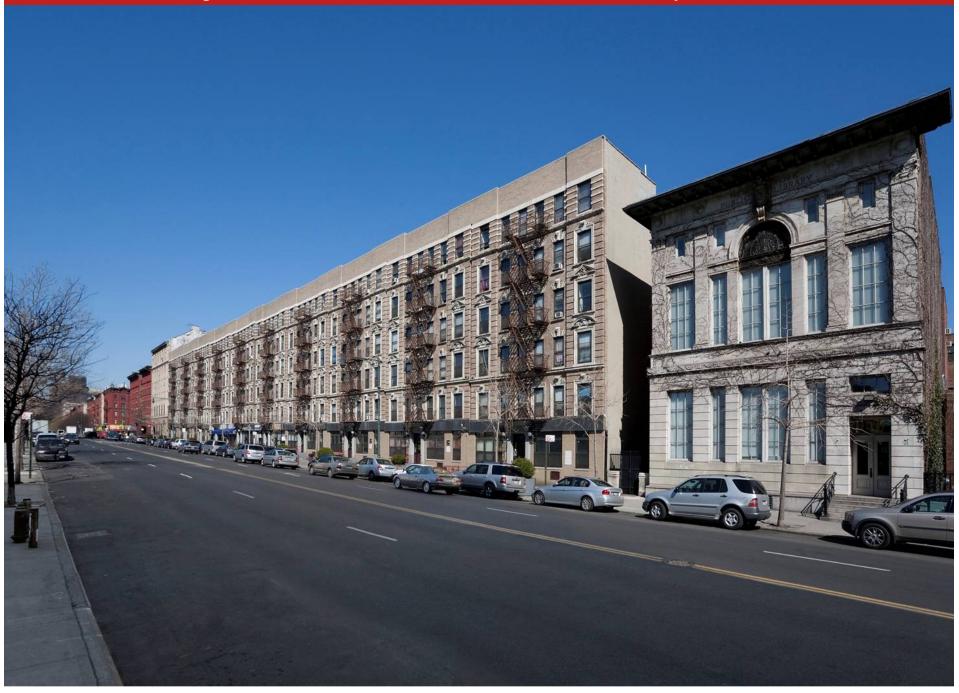
- Core-like risk/return
- 8-12% net IRR / 11-15% gross IRR

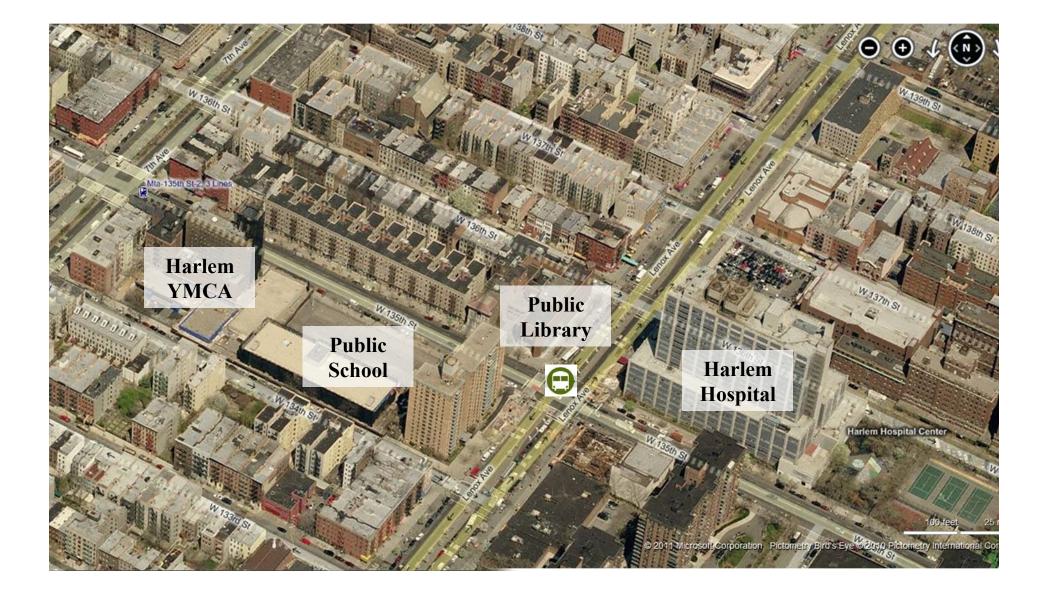
Green Office Retrofit Strategy



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

Case Study: 107-145 West 135th Street





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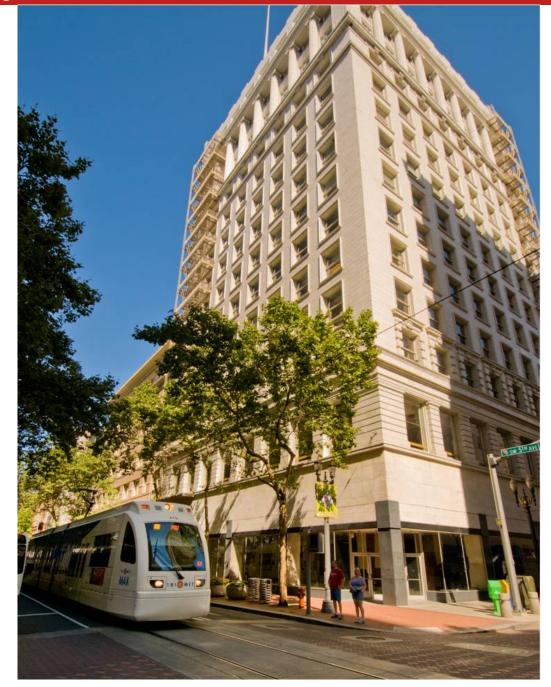


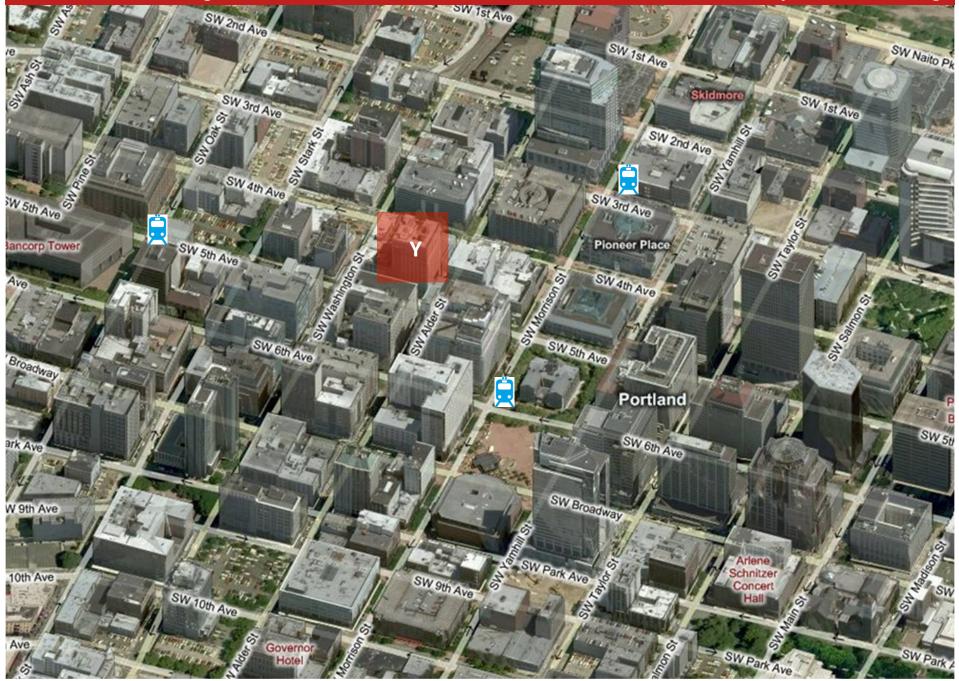
Case Study: 107-145 West 135th Street

Welcome, jrose Admin

Current Property [107-145 W135th St] Help Feedback Logout 🖨

	📀 Full Year 20	008 (Jan 200		For	107-14 India Own	eCard Com 45 W135T es • er • Compare			(Dec 2009 -	Oct 2011)	•
0	Owner Energy Index	D *	125	kBTU/ ft ² /yr	150		0	Owner Energy Index	В*	68	kBTU/ ft ² /yr
	Owner Energy Spend 👔		\$0.96 \$758	102.945	-459	0 🖤		Owner Energy Spend		\$0.71 \$558	
*	Cooling Index	A *	0.4	BTU/ ft ² /CDD	529	% 1	*	Cooling Index	A *	0.6	BTU/ ft ² /CDD
۵	Heating Index	D *	18.5	BTU/ ft ² /HDD	-209	% 🦊	0	Heating Index	D *	14.7	BTU/ ft ² /HDD
0	Non-Seasonal Electric Index	C *	1,332	kWh/unit/yr	-409	% 🦊	Q	Non-Seasonal Electric Index	A *	805	kWh/unit/yr
¥	Non-Seasonal Fossil Fuel Index	C *	16.1	mmBTU/bdrm/yr		N/A	8	Non-Seasonal Fossil Fuel Index	n/a *	N/A	mmBTU/bdrm/
0	Water Index	n/a *	N/A	gal/bdrm/day		N/A	0	Water Index	n/a *	N/A	gal/bdrm/day
	2,432,407 lbs	Ķ	CO	2 per year	-269	% 🖊		1,357,162 lbs	Ķ	CO:	² per year

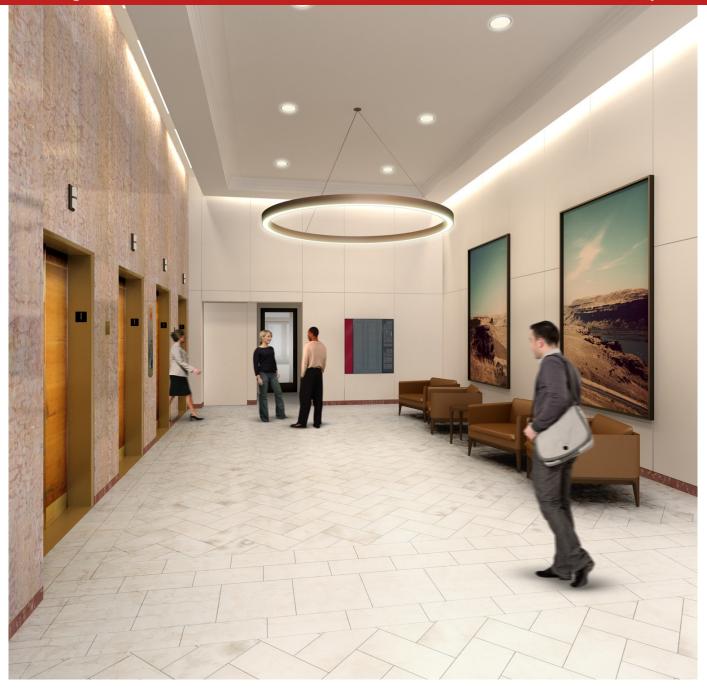


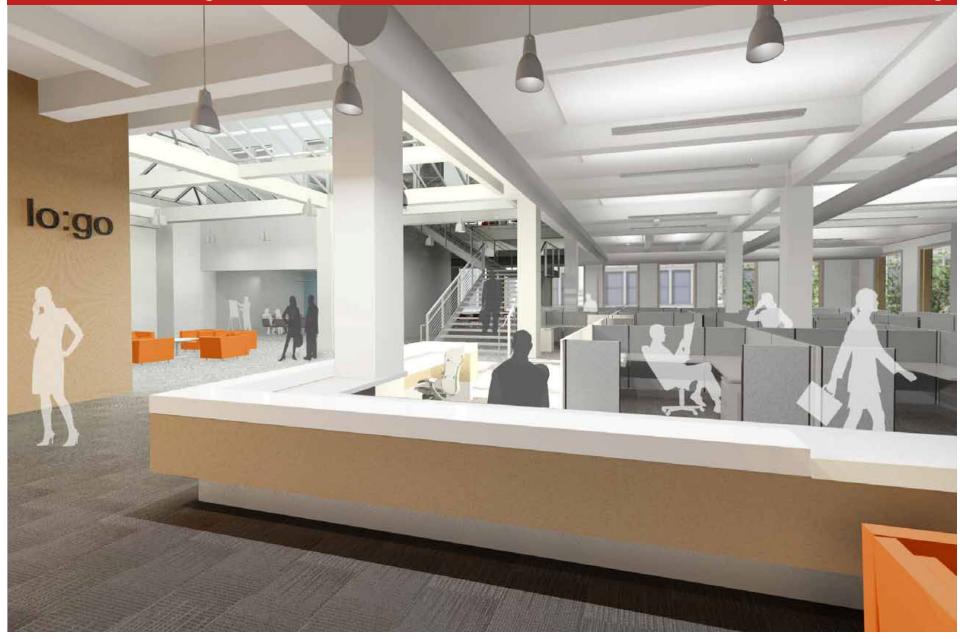


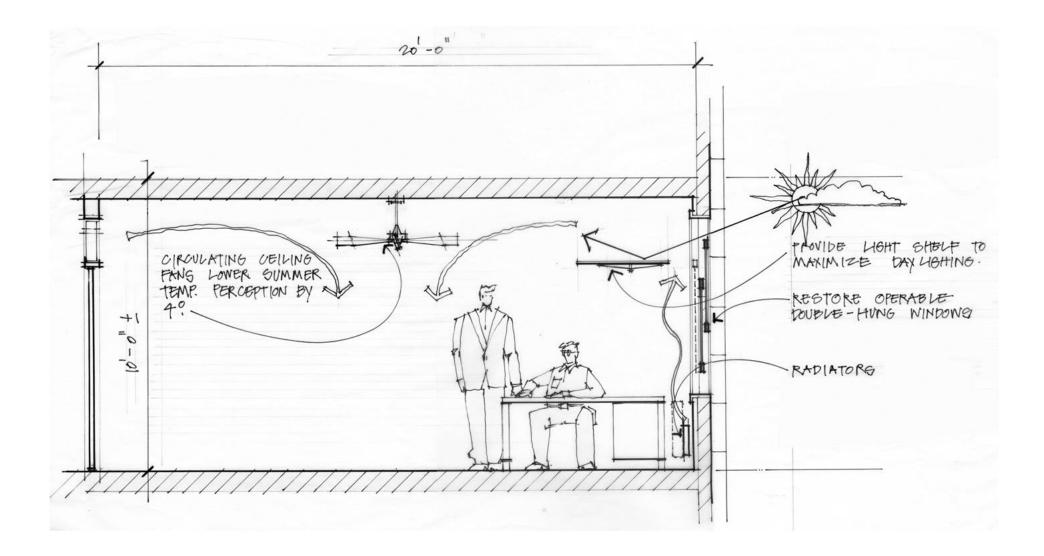














Case Study: Yeon Building



Submit



luciddg 5:29 PM Jun 7

Great article about Lucid and the new Green Corridor emerging in Oakland, CA.

luciddg 11:51 AM Jun 6

University of Chicago buildings go social with the Dashboard!

luciddg 11:42 AM Jun 6

Campus Conservation Nationals - Positive Peer Pressures Greens Campuses

luciddg 4:03 PM Jun 3

Lucid is hiring an Application Engineer and Operations & Support Intern. Check out the job descriptions and apply at

lucidda 6:45 PM lun 1

CLF Lights Replaced April 1, 2011



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