

JONATHAN REED, MANAGING AGENT [OF]:
JONATHAN REED & ASSOCIATES LLC
13224 Silver Peak Place, NE
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EDUCATION

Master of Real Estate Development, May 1990
University of Southern California, Los Angeles

Bachelor of Arts, Business Administration, Marketing, June 1989
Cornell University, California State University at San Bernardino, 1986-1987

EXPERIENCE

President, Jonathan Reed & Associates, Inc./LLC [JRA], 1995 to Present, Albuquerque, New Mexico

Develop multi-family, IRS tax credit-funded affordable housing projects as developer, [sole] general partner, or LIHTC consultant, having partnered with the following entities: *Greater Albuquerque Housing Partnership, Youth Development Inc./YES Housing, Inc.* Albuquerque, NM, *Housing Authority of Montezuma County*, Cortez, CO, *RHI/HELP*, Albuquerque, NM, *Siete Del Norte*, Embudo, NM, *Eastern Plains Housing Development Corporation*, Clovis, NM, and *SCR*, Durango, CO. Some of the project-based tasks implicit in these partnerships include:

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| •Site Selection, Negotiation & Guarantees | •Financial Analysis, Deal Structuring |
| •Construction Monitoring~as Owner's Rep. | •Public Agency Approval & Presentation |
| •Funding (LIHTC/AHP/HOME/HTF) App. | •Hiring & Monitoring Architects, Engineers, Attorneys, etc. |
| •Project Marketing & Media Event Coord. | •[Existing] Project Evaluation |

Housing Development Specialist, *City of San José, Department of Housing*, 1991 to 1995

Serving one of California's largest affordable housing lenders, I performed all necessary tasks to assist originate pre-development, land acquisition, and construction "gap" financing on large-scale affordable housing projects. My responsibilities included:

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| •Conducting Buyer Seminars & Counseling | •Program Forecasting & [Assistance in] Structuring |
| •Home Ownership Program Creation | •Pro-forma Reconstruction & Cost Analysis |
| •Loan "Work-Out" | •Writing Underwriting Guidelines |
| •Lease, Phase I & Appraisal Review | •Income Projections & Legislative Research |

Broker Associate, *D.R. Commercial Realty*, Riverside, California, 1989 to 1991

Marketing apartment and retail sites to developers, I prepared conceptual feasibility studies predicated on planning and market research, as well as CAD site layout—Top Volume Producer, 1991.

Assistant Project Manager, *F.P.Development, Inc.*, West Los Angeles, California, 1989-1991

Assembling feasible development projects, I helped coordinate all tasks including site selection and negotiation, financial analysis, public approval, market studies, loan packaging, partnership creation and solicitation, as well as engineer, contractor, and architect bidding.

Site Analyst, *Hamdan Project Development, Inc.*, Century City, California, 1988

I researched our retail and office site portfolio, and proposed acquisitions, comprising:

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| <i>Creating:</i> | <i>Investigating:</i> |
| •Site Analyses & Valuations | •Planning Issues •On-Line Development |
| •Market Absorption Studies | •Traffic Patterns •Lease Documentation |
| •Land Valuation Studies | •Rent Levels •Site Values |

My work was used in numerous land sales and purchase decisions, assisting the Director of Acquisitions package construction debt proposals. Projects administered in California include a 250,000 square foot mixed-use development in Thousand Oaks, a condominium conversion in Malibu, a luxury residential development in Camarillo, and mid-rise office complexes in West Los Angeles.

VOLUNTEER EXPERIENCE

Conference Speaker, Novogradac & Co., Las Vegas, Affordable Housing Conference, "Year 16 Strategies," 2010
Guest Lecturer, University of New Mexico Law School, Affordable Housing Forum: "Priority: Site vs. Financing," 2008
Event Facilitator, U.S. Fundraising, Event Coordination, & Volunteer Training, Compassion International, 2003 to 2007
Research Analyst, East Bay Community Lenders—a Community Development Corporation, 1994 to 1995
Volunteer, Interim Faculty Member, San José State University, San José (Site-Based Toxics), 1991 to 1995
Research Analyst, East Bay Community Lenders—a Community Development Corporation, 1994 to 1995
Home Builder, Baja Christian Ministries, Tijuana, Mexico, 1994
Construction Consultant, Banning Partners for a Revitalized Community, 1990
Newspaper Free-Lance Reporter, Junior Debate Team Competition, Cornell University, 1986
Bilingual (Spanish) Telecommunications Representative, World Vision, 1982 to 1986