



Creating a Culture of Sustainability

Supportive Housing Network Conference

Lisa Deller, NEF Vice President Asset Management
June, 7, 2012

- ▶ \$6.9 Billion in Equity
- ▶ 150 Investors
- ▶ 1,750 Projects
- ▶ 450 Cities and Towns
- ▶ 100,000 Rental Units
- ▶ 70% of our deals are with non-profit developers

Supportive Housing

- \$1.2 Billion
- Over 12,000 Units

Seneca SRO, Buffalo, NY – 75 OMH units



National Equity Fund

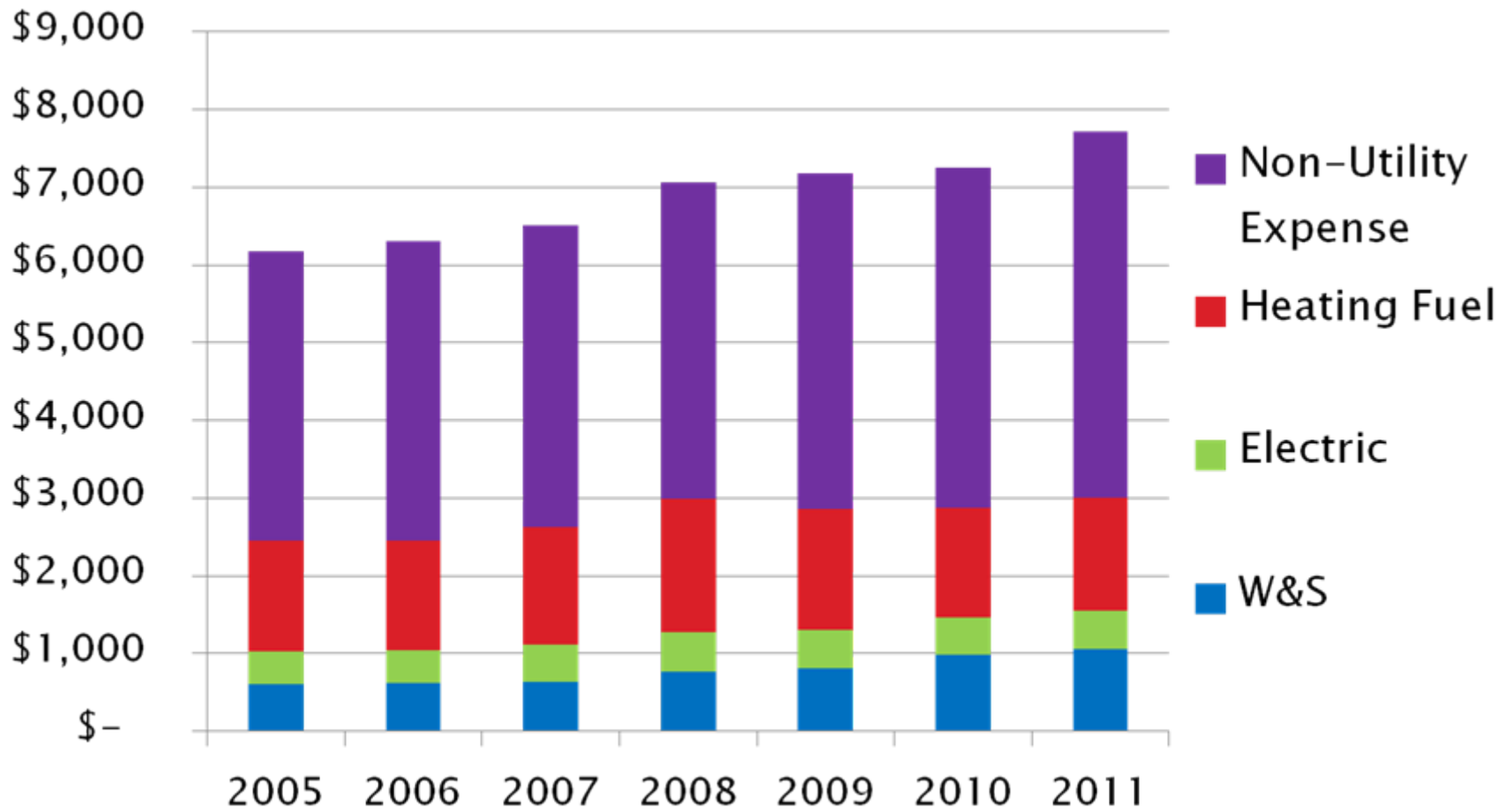
NYEF Portfolio

Operating and Utility Costs

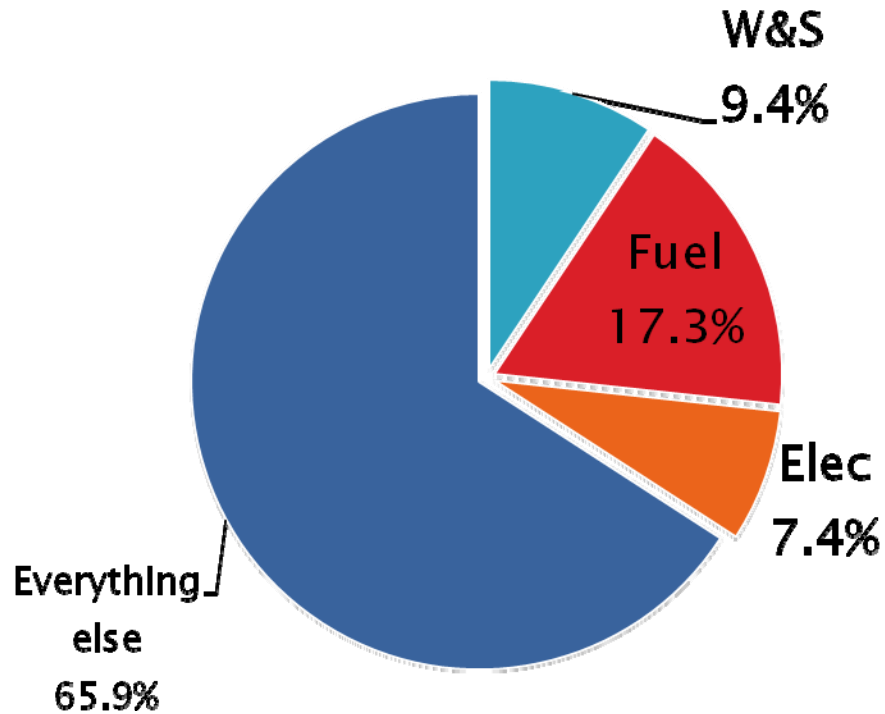
- Projects: 100
- Buildings: 629
- Residential Units: 6,938
- Fiscal Years: 2005 - 2011

NEF NYC Portfolio

Growth in Operating Expenses



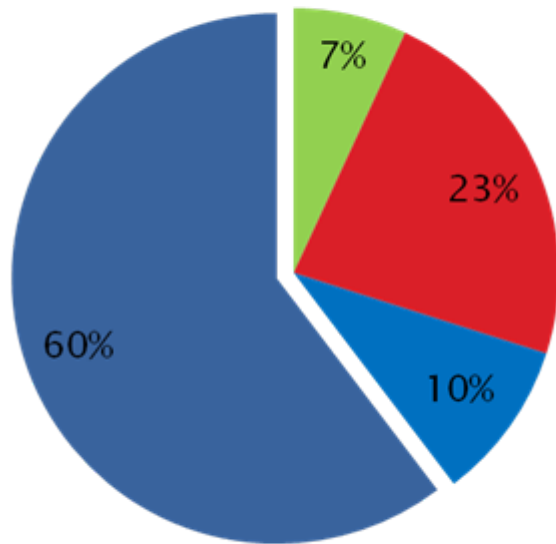
1997 Utility Costs



In 1997 utilities were 34% of overall O&M

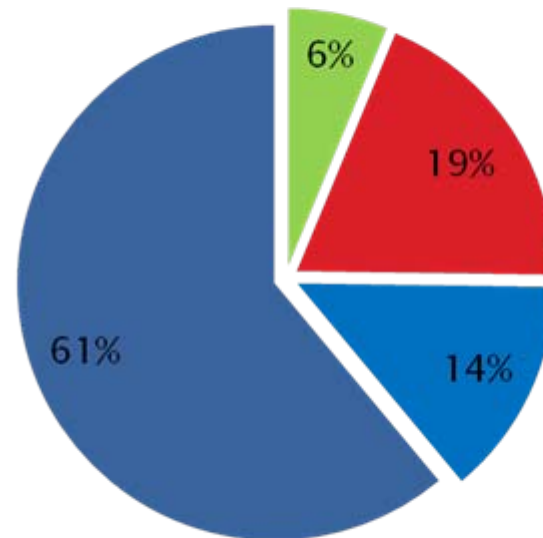
NEF NYC Portfolio Utility Costs

2005



40%

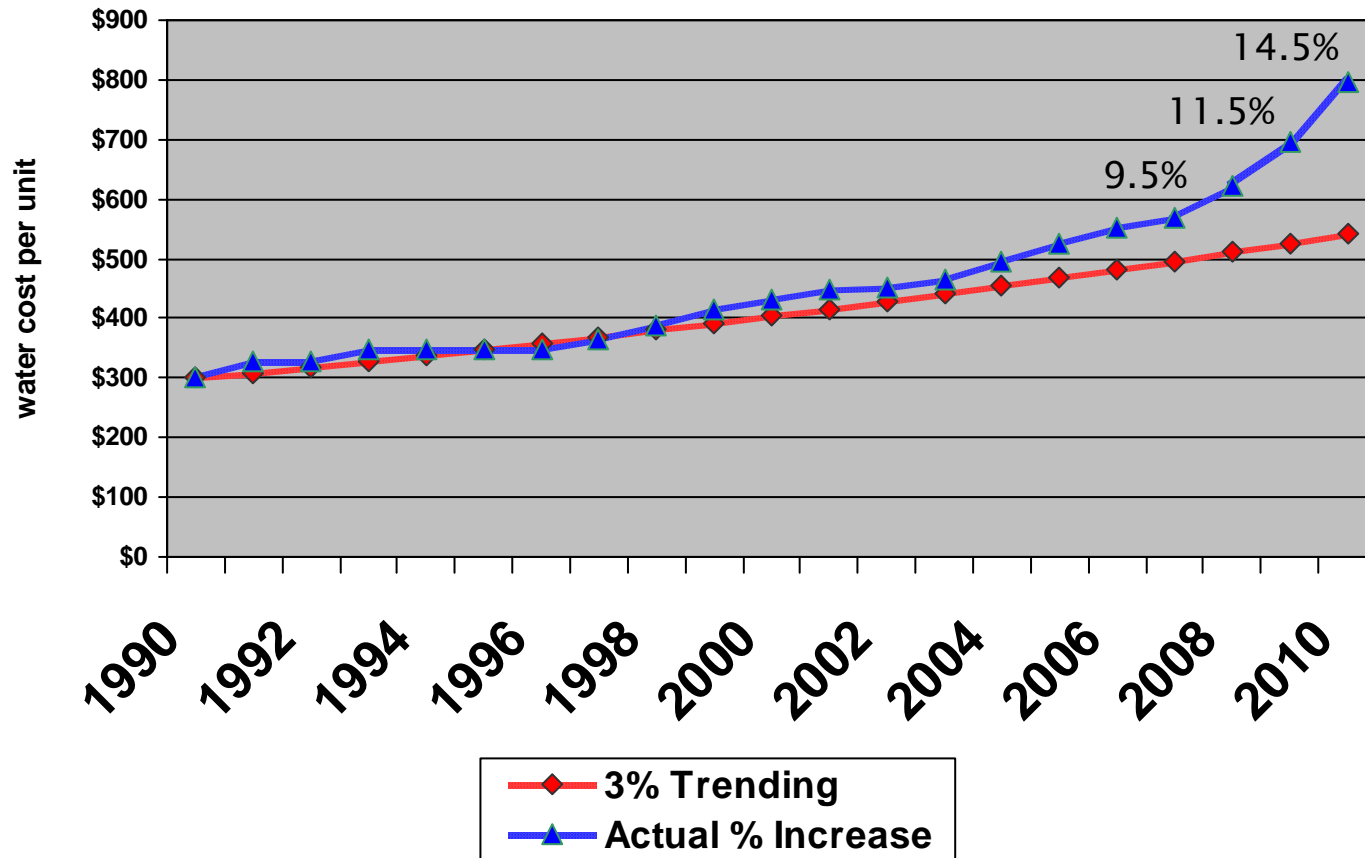
2011



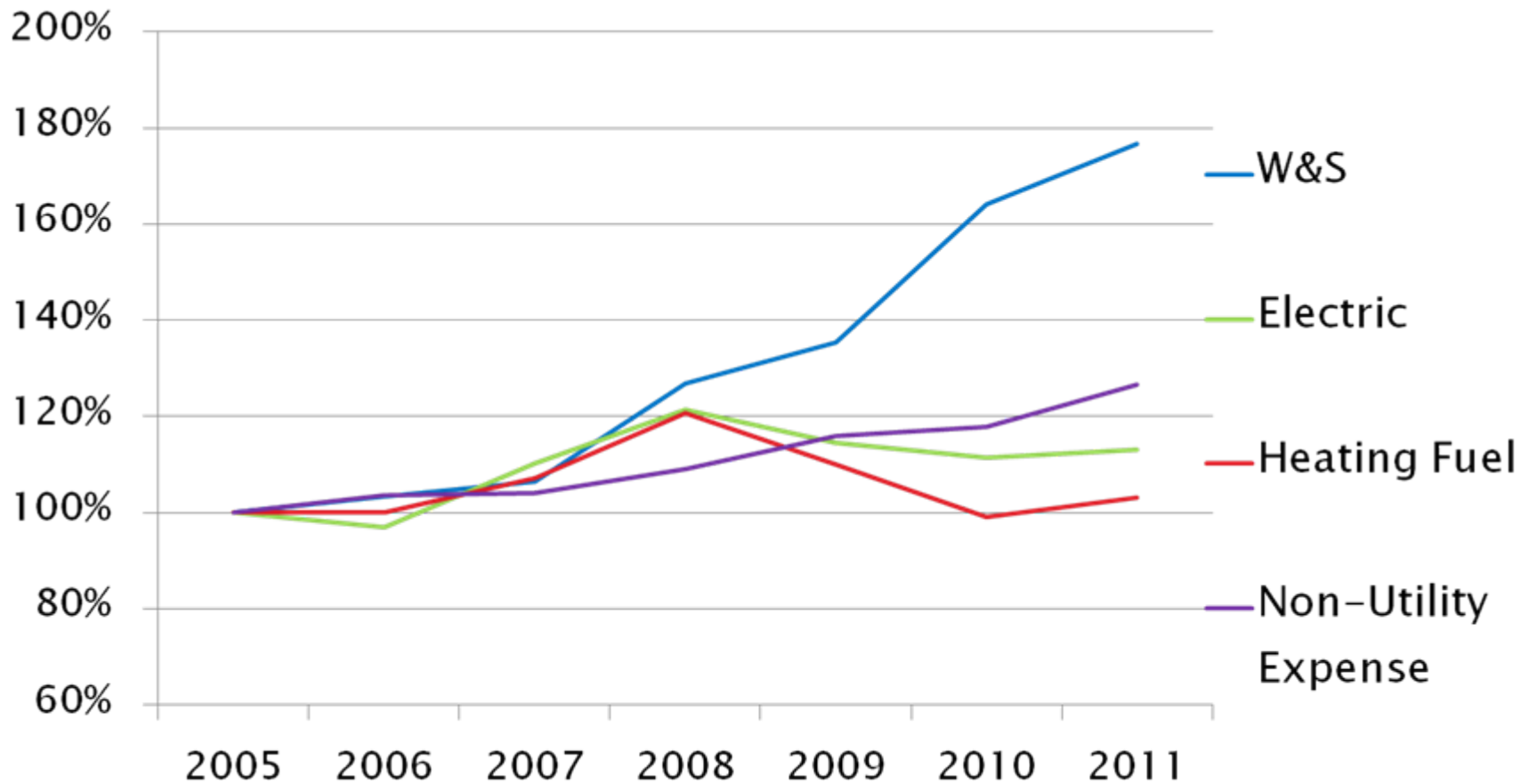
39%

- Electric
- Heating Fuel
- W&S
- Non-Utility Expense

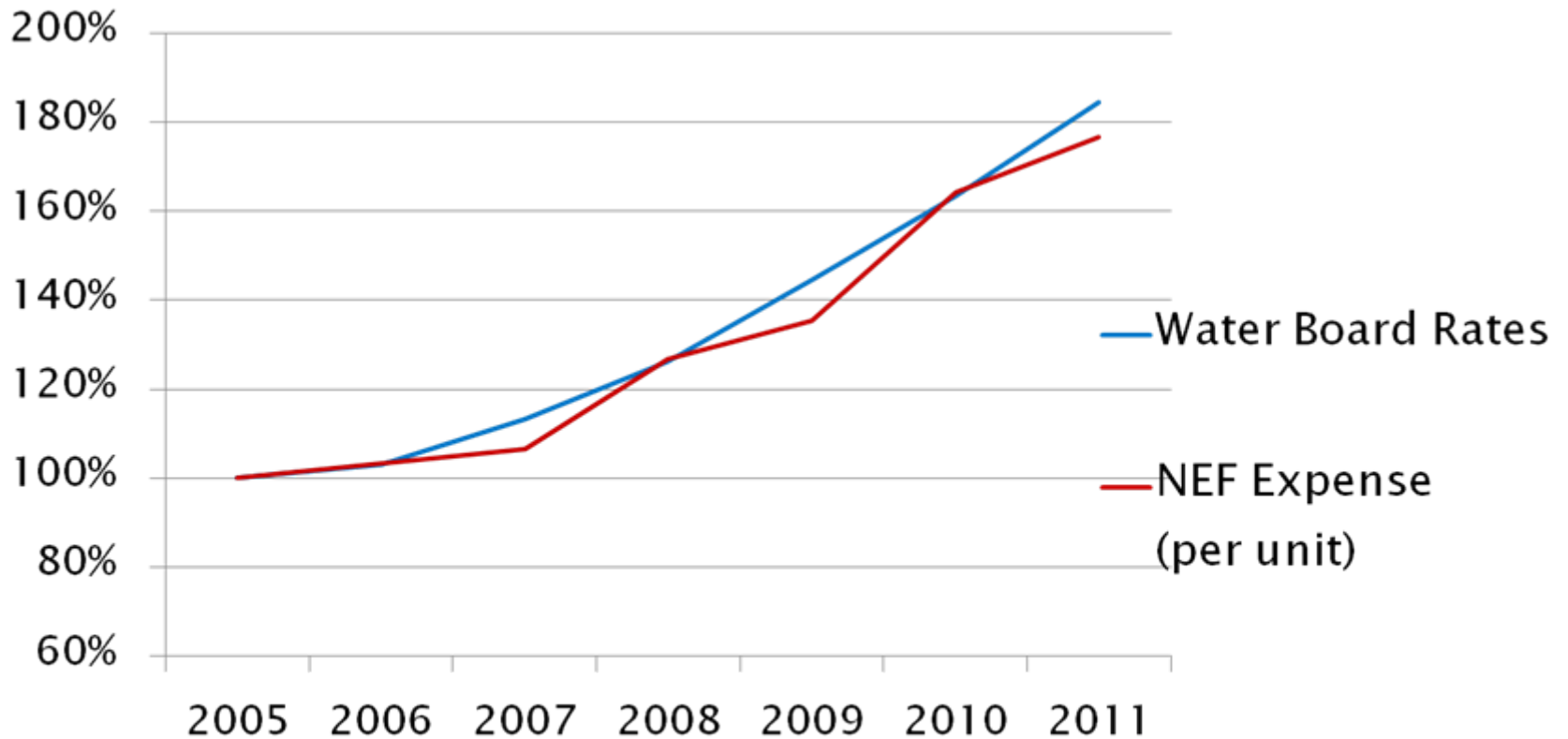
NYC Water Underwriting vs. Actual Annual Percentage Increase



NEF NYC Portfolio Operating Expense Trends



Water & Sewer Trends



Source for Water Board Rates: NYC Water Board

Natural Gas Market Costs Vs. Expenses



Source: US Energy Information Administration

Heating Oil Market Costs Vs. Expenses



Source : NYSERDA