

# CORPORATE PROFILE







**Chris Hunt** Chief Executive Officer This past year marked several milestones in our Company's history and now we are looking forward to celebrating our 70th anniversary. Hunt has evolved over seven decades from a small lumber and building materials store, to a company with a global presence. Hunt was founded on the principles of service, trust, and excellence in all we do, and today, we continue to build upon that legacy.

Throughout 2016, the Company, fueled by the efforts of our employees, made notable progress in each of our business lines. These business lines represent a powerful combination, and position Hunt to be a leader in developing, investing, managing, and financing real assets. Using this strong foundation, we will continue to seek opportunities to further enhance our strategic business model.

We look forward to continuing growth and collective success along with our partners and clients.

Sincerely,

Chris Hunt Chief Executive Officer



# CELEBRATING YEARS 1947-2017

Founded in 1947, Hunt Companies, Inc. is today a holding company that invests in businesses focused in the real estate and infrastructure markets. The activities of Hunt's affiliates and investees include investment management, mortgage banking, direct lending, loan servicing, asset management, property management, development, construction, consulting and advisory.

#### DEVELOP | INVEST | MANAGE | FINANCE





CGL



LAND DEVELOPER Hunt Communities



**MILITARY HOUSING** Hunt Military Communities



### ···· 1971 The company changes its name to Hunt Building Corporation.

Hunt adds development and

. 1977

The company begins

development and

construction on

21 HUD Section 8

projects.

..1973



1969 Hunt signs its first military housing contract to construct 300 units of base housing at Holloman Air Force Base in New Mexico for \$4.4 million.



... 1985 Hunt begins its role as one of the premier design-build contractors for the U.S. Armed Forces, being awarded the first Section 801 military housing contract in Newport News, Virginia.

#### . 2000

Hunt is awarded four Military Housing Privatization Initiative (MHPI) projects, which include Robins Air Force Base in Georgia, Dyess Air Force Base in Texas, Camp Pendleton Marine Corps Base in California and Naval Air Station Kingsville in Texas. This milestone launches Hunt to become one of the industry's largest MHPI developers and owners.



...2007

Hunt celebrates its 60 year anniversary. Hunt is awarded the largest Air Force MHPI project, which is located at three different military installations and totals \$750 million.

#### ..2011

Hunt closes on the purchase of Capmark Financial Group's Affordable Housing portfolio, acquiring in a phased transaction, partnership interests and other assets associated with more than 74,000 units of affordable-to-moderate-income housing at more than 400 properties across the U.S.



Hunt makes a strategic investment in LEDIC Management Group, a third party multifamily property management company.



Hunt launches WhiteHawk Capital, LLC, (later named Hunt Alternative Energy), for the purpose of energy infrastructure fund management.

#### ... 2013

Hunt completes the acquisition of Centerline Holding Company, which included a mortgage company, later renamed Hunt Mortgage Group, and approximately doubled the number of units in the affordable housing portfolio and provides a licensed lending platform.

#### 

Sons Jack and Kelly join their father, M.L. Hunt, to form Hunt Sales Company, a retail lumber, hardware, and building store in El Paso's Lower Valley.



...1961 Hunt begins its private development activities a 292-unit complex in El Paso, Texas.

Hunt earns its first \$1 million construction contract, sells the retail lumber and building material business.

Hunt launches its design-build unit.

#### ....1979

# with Caprock Apartments,

Hunt starts its property

management division with Shady Oaks in Fort Worth, Texas, a 138-unit affordable housing property developed, built, and owned by Hunt.

#### .1995 Hunt enters into retail

development with its development and construction of the Sunland Towne Centre, a 325,000 square foot power center in El Paso, Texas.

In Albuquerque, Hunt acquires the site and begins planning for The Plaza at Cottonwood, a 425,000 square foot shopping center.





#### ..... 2010

Hunt purchases TRECAP Partners (later named Hunt Investment Management), a real estate investment management company. Hunt also forms a new entity, Hunt Capital Partners, a Low Income Housing Tax Credit (LIHTC) syndication and investment company.



Hunt acquires the Carter Goble Lee Companies,

expanding its capabilities in social infrastructure.

The newly formed company reorganized and



## consolidated to form CGL Management Group. CG

.2012

Hunt acquired the real estate advisory contracts of The Tuckerman Group from State Street Global Advisors.



#### ...2016

Hunt acquired Forest City's privatized military housing business, increasing the Company's total number of privatized military housing units owned and managed to over 32,000, and owned in total to approximately 52,000.



2017 Hunt celebrates its 70th year in business.

### .... 2015 AMBER

Hunt finalizes a strategic investment in Amber Infrastructure Group Holdings, a leading international infrastructure, asset management, and investment services company headquartered in London, England.

## .2014 MOSS

Hunt forms strategic alliance with Moss & Associates, integrating Hunt's construction operations with the Florida-based firm.



Hunt invests in Pinnacle Property Management Services, LLC, a leading multifamily management company.





#### **REAL ESTATE CAPABILITIES** Our Experience Also Includes: **DIVERSIFIED ASSETS** Our Assets Managed Include Multifamily Housing Units 100,682 51,856 Military Housing 2,463 61,002 Multifamily £7.2 BILLION International Infrastructure Management Housing and Investment Advisory Services (Amber) 6,683 **174,359**틡 Managed by Pinnacle 18.9 MILLION SF \$14.0 BILLION 2.4 MILLION SF Total Construction Value on Completed Projects Commercial Managed Commercial Developed by Pinnacle or Design-Built (Moss and Hunt Legacy) (Moss and Hunt Legacy) 10 71 1 . . . . . . . . 2 MILLION SF \$1.4 BILLION Mixed-Use, Office, Retail & Industrial Construction Backlog 183 7,620 0.5 MILLION SF \$12.3 BILLION 1.5 MILLION SF 14.6 MILLION SF 49 BILLION Multifamily Loans Originated Mixed-Use & Office Land Owned Military Installations Loan Retail Servicing Portfolio ::: **1,146 7,500** 2,742 la Completed for RAD Housing Housing Authorities Units Closed

All data as of 12/31/16





















#### THE COLONY

Hunt acquired The Colony, a 2,300 acre master-planned community located between Bastrop and Austin. The project, when completed, will be comprised of 2,000 residential lots and about 30 acres of commercial development.

Hunt is an astute investor and developer in real estate assets as a result of its strong balance sheet, experience, and relationships with institutional debt providers. From individual assets to large community developments, Hunt holds these assets and strategically invests equity and is able to tap into its full scope of development, design, construction, management, maintenance, and operations services for the assets.

#### **MARKET RATE HOUSING**

Hunt has invested equity in market rate housing developments across the country utilizing a variety of financial structures. These investments have contributed to iconic buildings in Dallas, Austin, Chicago, and South Florida. In addition to its equity investment, Hunt also provides investment management services for its development partners, other investors, and third parties through funds and separate accounts.

#### **DEDICATED TO HAWAII**

With more than 25 years of service in Hawaii, Hunt is recognized for its innovative use of underutilized government properties and its commitment to creating premier masterplanned communities that complement the cultural and geographical riches of the Hawaiian Islands. Hunt is responsible for the development, revitalization and asset management, through its ownership, of 1,965 acres and 500,000 square feet of residential and commercial space on Oahu, Maui, Kauai, and the Big Island.

#### **MASTER-PLANNED COMMUNITIES**

Hunt is a premier developer of master-planned communities in El Paso and Austin, Texas. These communities offer homebuyers options to fit their lifestyles and feature neighborhood schools, commercial and retail amenities, acres of natural open space, and neighborhood parks which are connected by community walking trails.

#### **AFFORDABLE HOUSING - OWNER & PROPERTY MANAGER**



LEDIC Realty Company, LLC (LRC), combines LEDIC Management Group, LLC and BSR Trust, LLC -Affordable Division. LRC specializes in ownership

and management of primarily affordable multifamily housing communities across the U.S., strengthening long-term relationships with syndicators, individual and institutional investors, as well as all public and private owners.



### 100,682

Multifamily Housing Units Developed or Design-Built (Moss and Hunt Legacy)

#### 9,880 Acres Being Master-Planned

#### **\$14.0 BILLION**

Total Construction Value on Completed Projects (Moss and Hunt Legacy)

#### **18.9 MILLION SF**

Commercial Space Developed or Design-Built (Moss and Hunt Legacy)

#### **THE DESOTA**

Hunt Investment Management and CarterUSA are partnering to deliver a residential and retail development in Sarasota, Florida. The 10-story development includes approximately 15,000 square feet of retail and 180 Class "A" apartment units. Construction began in October 2015 and is scheduled for completion in July 2017.





Hunt has been involved in the Military Housing Privatization Initiative (MHPI) program since its inception in 1996. Hunt has built more military homes on more installations than any other developer.

In 2016, Hunt closed on its transaction with Forest City Enterprises to acquire Forest City's privatized military housing business unit. The acquisition included Forest City's entire portfolio of privatized military housing assets and the associated equity interests and service contracts. With this acquisition, Hunt added approximately 15,000 privatized military housing units to its existing portfolio.

Today, Hunt is the largest military housing owner in the country with approximately 52,000 homes on 49 military installations nationwide. In the course of its history, Hunt has built more than 70,000 total military homes, equaling over \$9 billion in construction and development costs.

Hunt's properties boast the best customer service and property awards in the industry, including: CEL & Associates A List Platinum Awards, Professional Housing Managers Association Property of the Year, ENR Southwest Best Projects Award, and Institute for Real Estate Management Associate of the Year, to name a few.



#### **U.S. AIR FORCE ACADEMY**

Located in Colorado Springs, Colorado, the Air Force Academy's housing privatization project is a Public-Private Partnership (P3) project consisting of 667 residences. In 2016, four out of five neighborhoods received A List Awards. The 5th neighborhood received a Platinum CEL award. These annual awards recognize superior levels of customer service.

Hunt arranged the financing, served as developer and general contractor on the project and is currently the housing property and asset manager.

70,000 Military Homes Built
51,856 Military Homes Owned
180,000 Military Residents Served
49 Military Installations

#### **NAVAL STATION GREAT LAKES**

Located approximately 40 miles north of Chicago and just off Lake Michigan, Naval Station Great Lakes (NSGL) is the primary training center for Navy enlisted personnel. Every Navy enlisted man and woman passes through NSGL. NSGL has been transforming civilians into sailors for nearly 100 years. In total, the project houses approximately 5,000 residents.

Hunt is the property manager and asset manager and is responsible for operations and maintenance.





#### **PENINSULA REGIONAL MEDICAL CENTER**

Hunt's natural gas combined heat and power project at Peninsula Regional Medical Center ("PRMC") in Salisbury, Maryland is a 3.2 megawatt system providing electricity and thermal energy to PRMC. The combined heat and power system reduces costs for the hospital by converting waste heat into useful hot water for facilities management purposes. The natural gas generators can continue to operate in the event of an electric utility outage, increasing resiliency for the hospital.

Hunt developed and financed the project.

For decades, Hunt has implemented public infrastructure services including development, construction, financing, and management resources to create long-term, creative partnerships within the public sector. Hunt's multifaceted skill set spans all aspects of infrastructure development to meet the commitments and fiduciary responsibilities of our public sector partners.

#### AMBER

AMBER Hunt's affiliate, Amber Infrastructure Group Holdings Limited, is a global leader in P3. Headquartered in London, Amber has closed and delivered 167 projects around the world, sourcing, developing, advising, and investing its own capital for P3s in a broad array of sectors. Amber and Hunt are leveraging their expertise to solve public infrastructure challenges throughout the U.S., Europe, Australia, and Canada.

#### **ALTERNATIVE ENERGY**

Hunt focuses on long-term investments in distributed generation, both solar and natural gas related technologies. Hunt and its affiliates design, build, operate and own solar and combined heat and power assets for the commercial, municipal, and government sectors in the U.S. These assets are increasingly in high demand as the U.S. energy infrastructure goes through large scale transformation, shifting from traditional power sources to cleaner, more efficient and more reliant power.



#### **THAMES TIDEWAY TUNNEL**

The Thames Tideway Tunnel (Tideway) is a new £4.2 billion investment in the sewer network which will carry sewage and storm water discharges from the London sewerage network. The tunnel will be built under 3 separate construction contracts each covering a distinct physical section of the network. As part of a consortium of investors, Amber Infrastructure was selected to own, build and finance the project through a competitive tender process.





#### **HIGHPOINT ON COLUMBUS COMMONS**

Hunt Mortgage Group provided a \$40 million Freddie Mac Ioan to finance Highpoint on Columbus Commons, a Class A mixed-use property located in downtown Columbus, Ohio. Hunt can leverage its broad real estate market reach – including partners, lenders, issuers, investors, advisors, and underwriters – to identify the most cost-effective financing structures and attractive risk-adjusted return investment opportunities for its clients.

#### MORTGAGE BANKING – HUNT MORTGAGE GROUP

Hunt Mortgage Group finances all types of commercial real estate: multifamily properties (including small balance), affordable housing, healthcare/senior living, retail, office, industrial, and manufactured housing. Hunt Mortgage Group offers Fannie Mae, Freddie Mac, HUD/ FHA, and its own proprietary loan products, maintaining a servicing portfolio of \$12.3 billion. In 2016, Hunt Mortgage Group originated \$2.5 billion in loans, and to date has originated more than \$21 billion.

#### INVESTMENT MANAGEMENT – HUNT INVESTMENT MANAGEMENT

An SEC-registered investment adviser, Hunt Investment Management has more than \$1.5 billion in assets under management in private real estate equity funds and separate accounts invested across all real estate sectors and property types in the U.S. and Europe. Equity investments specialize in value-add multifamily, development, as well as commercial sectors and build-tocore projects. Debt-oriented investments include all CMBS tranches, mezzanine loans, and preferred equity. The firm taps Hunt's vertically-integrated real estate operating platform for development and construction services, property management, mortgage lender originations, and mortgage servicing.



\$21 BILLION In Multifamily Loans Originated \$12.3 BILLION Mortgage Servicing Portfolio \$1.5 BILLION Assets Under Management by Hunt Investment Management

76 Institutional Clients

#### **1401 SOUTH STATE STREET**

In September 2012, Hunt Companies, Inc. joint-ventured with Marquette Companies and American Realty Advisors to acquire 1401 South State Street, a 278-unit Class A high-rise apartment building in the heart of Chicago's dynamic South Loop submarket. The partnership invested in the property to boost its value and sold it in 2016 to an institutional investor.





#### THE MALLORY EASTSIDE APARTMENTS

The Mallory Eastside Apartments in Richardson, Texas, is a 281-unit community and offers amenities such as a rooftop Sky Lounge, social space, pool, outdoor TVs and a double sided LED-lit fireplace. The project also offers a state-of-the-art fitness center, an art park, dog spa, and a Zen meditation courtyard. The community opened for residents in early 2017.

The project was developed by Hunt, built by Moss & Associates, and is being managed by Pinnacle.

Hunt's asset services in property management, construction oversight, financial review and control, revenue enhancement and investor relations ensure assets are delivered and maintained properly while balancing stakeholders' needs.

#### **CONSTRUCTION - MOSS & ASSOCIATES**

MOSS In 2014, Hunt integrated its construction business with Moss & Associates.

Moss is a national privately held construction firm providing innovative solutions resulting in award-winning projects. With eleven regional offices from Hawaii to the Caribbean, Moss focuses on construction management at-risk, design-build, and public-private partnerships. The company's diverse portfolio encompasses a wide range of sectors, including luxury high-rise residential, landmark mixed-use developments, hospitality, primary and higher education, justice and solar energy.

#### **PROPERTY MANAGEMENT - PINNACLE**



Pinnacle manages multifamily and office properties nationwide. Established in 1980, Pinnacle is one of the largest multifamily management companies in

the U.S. with a portfolio of more than 174,000 units and nearly 4,500 employees. Pinnacle's clients include pension funds, private partnerships, international investors, insurance companies, lenders, special servicers, developers, government agencies, and high net worth individuals, all of which expect a level of expertise that brings maximum value and integrity.



**\$1.4 BILLION** Construction Backlog 174,359 UNITS Managed by Pinnacle 2.4 MILLION SF Commercial Space Managed by Pinnacle

9,400 Beds Managed for Various University and University-like Clients by Pinnacle

#### **TEXAS A&M UNIVERSITY - GALVESTON**

Texas A&M University selected Hunt as its partner to design, develop, build, and finance a new 612-bed, on-campus student residence hall. The project features two residential wings connected to a central Commons, illuminated courtyard, and associated amenities.

Hunt provided development and construction management services for the design, finance, and site and vertical construction.

Currently, Hunt is working as the development partner with housing authorities across the country to deliver more than 7,800 units. Those partnerships include:

- Housing Authority of the City of El Paso (TEXAS)
- The Chicago Housing Authority (ILLINOIS)
- Housing Authority of Savannah (GEORGIA)
- Spartanburg Housing Authority (SOUTH CAROLINA)
- Albany Housing Authority (GEORGIA)
- Mobile Housing Board (ALABAMA)

**Portsmouth Redevelopment and Housing Authority** (VIRGINIA)

- **Atlanta Housing Authority** (GEORGIA)
- Hawaii Public Housing Authority (HAWAII)

#### **JUSTICE - CGL COMPANIES**



CGL provides comprehensive planning, design, program management, development, and maintenance services for the justice sector. CGL specializes in facility and system needs assessments, master-planning, space analysis, integrated security planning, inmate healthcare facility planning, facility design, construction/program management, building maintenance, development, and finance.

#### DEVELOPMENT

#### **AFFORDABLE HOUSING**

Hunt partners with city and regional housing authorities across the U.S. to deliver affordable housing communities. Hunt is a leader in the U.S. Department of Housing and Urban Development's Rental Assistance Demonstration (RAD) Program to create quality, sustainable housing communities. Hunt has completed 74 projects and more than 7,500 units with housing authorities in the past four decades.

#### **HIGHER EDUCATION**

Hunt is committed to supporting the institutional missions established by colleges and universities. Hunt believes in delivering higher education facilities, creating enduring and inclusive spaces, and cultivating academic environments which enhance the lives of the students, faculty and project stakeholders. With an integrated approach that combines in-house expertise in development, finance, design, construction, management, operations and maintenance services, Hunt partners with colleges and universities to successfully achieve project objectives.



**14.6 MILLION SF** Facilities Maintained by CGL, Including:

3.1 MILLION SF Facility Maintenance Services of Student Housing by CGL

74 Housing Authority Projects Completed

7,500 Units Completed for Housing Authorities

#### **HOUSING AUTHORITY OF THE CITY OF EL PASO (HACEP) RAD PROJECT**

HACEP RAD Tranche 1 is one of the largest renovation and remediation project performed under the RAD Program in the U.S. The project includes 1,590 affordable housing units located on 14 sites. Hunt and its affiliates developed, constructed, and financed the project.



For decades we have remained dedicated to improving everything we touch... every project, every investment, every time.

> These are Values that Build.



# HuntCompanies.com

PRINCIPAL OFFICES IN: Chicago Dallas Denver El Paso Fort Lauderdale Honolulu London New York Washington D.C.