

MANNTM REPORT

OCTOBER 2009

Jonathan Denham

Denham Wolf Real Estate

1) How long have you been in the business?

Since January 1998.

2) What made you decide to get into real estate?

All my life I've had a fascination for design and construction — for building things. Even as a kid I loved to stop and watch construction sites. Professionally, I was attracted to the idea of urban redevelopment, making a positive, lasting impact on neighborhoods through the built environment.

3) Who inspires you?

People in any walk of life who challenge the status quo.

4) What pushes you to the next level?

I've participated in a lot of competitive team sports, so for me it's the collaborative team process within our firm, in response to a constantly evolving marketplace.

5) What is the hottest deal that you have done to date?

In terms of transforming an organization, helping Poets House secure a 60-year, rent-free lease for their new facility in a new, cutting-edge green building in Battery Park City.

6) What is your secret weapon for sealing a deal?

Simply, continuous effort and diligence on all aspects (physical, financial and organizational) of the deal.

7) What is the hottest area for deals right now?

I believe it's in the nonprofit/institutional sector, where organizations are driven by their missions to move, adapt, and transition, regardless of the general economy.

8. What's the best season for deals?

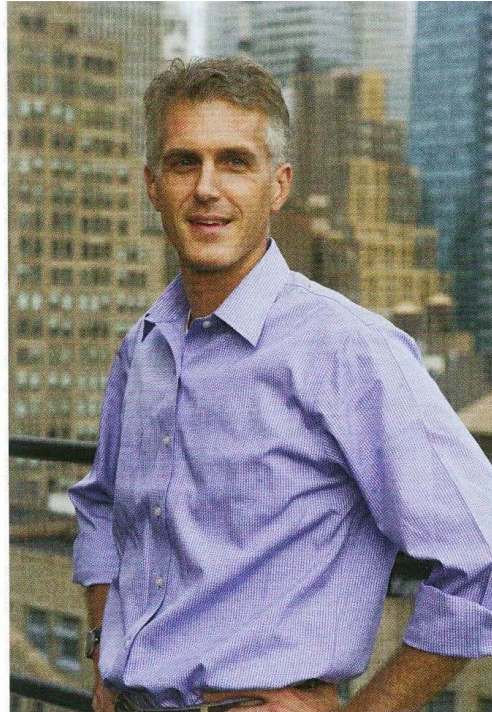
Despite everyone in the industry's perennial efforts, deals rarely get done in July/August and frequently come to closure in the December holidays.

9) If you had to live/work in any city other than New York, what would it be?

Portland, Maine, which is where I grew up. It has all the attractions of a small city, but it's Maine!

10) What is the best piece of advice you would give to someone starting in the business?

To borrow from Yvon Chouinard, founder of Patagonia and one of my idols in business, you want to find and maintain work that keeps you "bounding up the stairs to work every morning." Competing successfully in business over the long haul is too hard and too complex to sustain without that internal motivation.



As principal of Denham Wolf and in his prior experience, Jonathan Denham has managed a multitude of urban development projects in New York City. His projects have included planning and feasibility studies, building and facility assessments, and the design and construction of a diverse range of building projects across multiple sectors.

Denham's work is strengthened by his effectiveness in working with complex development structures, extensive contacts with government and private development entities, and a strong track record with community groups and elected officials.

Before jointly founding Denham Wolf, Denham served as senior vice president of Capital Program & Planning at the New York City Economic Development Corporation, where he completed an alternative site assessment for Yankee Stadium and a redevelopment feasibility study for Shea Stadium.

Denham received a Bachelor of Science in Engineering degree from Princeton University's School of Engineering and Applied Science in the Civil Engineering / Structures Program. He holds a Master of Public Administration degree from New York University's Robert F. Wagner Graduate School of Public Service, with a specialization in public policy analysis. Denham is a frequent speaker on green building and other real estate development topics.