May 6th, 2022
REACH Housing Affordability and Resiliency Conference

Mark Rios, LEED AP, Director of Development
“THIS BOTTOM-UP APPROACH IS GEARED TOWARDS HELPING OUR PROPERTIES IMPROVE THEIR OPERATION EFFICIENCY, REDUCING THEIR CARBON FOOTPRINT, AND ENHANCING THE RESIDENT EXPERIENCE FOR OUR 25,000 RESIDENTS IN ORDER TO LAY THE GROUNDWORK FOR A MORE SUSTAINABLE PORTFOLIO OVERALL.”

--Patrick Richard, CEO of Stoneweg US
Cusco, Peru - Machu Picchu
Scottsdale, Arizona – Taliesin West
Shiloh, Florida – Florida Cracker House
About Stoneweg

History

• Stoneweg US was founded in 2016 by Patrick Richard.
• Swiss based firm with the US headquarters located in downtown St. Petersburg.
• Exclusive US investment manager for Varia US Properties AG, a Swiss publicly traded multifamily real estate fund.
• Real estate investment firm with a focus on the acquisition and development of multifamily assets.

Acquisitions

• Investment Strategy (Acquisitions) - Target high growth areas and create significant value through repositioning, value-add and performance improvements.
• Current portfolio consists of 14,187 units in 15 states.

Development

• Mixed market rate developer with an emphasis on workforce housing.
• Currently 3 projects in the pipeline.
• Our goal is to build 1,000 units a year over the next 5 years.
Stoneweg’s ESG Objectives

OUR APPROACH TO ESG

ENHANCE RESIDENT LIFE

Through education, communication and information sharing, we intend to consistently and effectively engage and motivate residents and asset/property management teams in understanding and supporting ESG efforts.
Stoneweg’s ESG Objectives

OUR APPROACH TO ESG
INTEGRATE SUSTAINABILITY AT THE PORTFOLIO LEVEL

We will achieve this goal by actively pursuing innovations that support comfort, utility savings, safety, and efficiencies across the portfolio.
Stoneweg’s ESG Objectives

We will address climate risks from a financial and portfolio perspective.
Stoneweg’s ESG Objectives

OUR APPROACH TO ESG

ACHIEVE ACCOUNTABILITY, TRANSPARENCY, & TRUST

Execute a benchmarking & communications program that results in Stoneweg US achieving metrics. This will demonstrate leadership in workforce housing value creation worthy of trust & respect by critical audiences.
Stoneweg’s ESG Objectives

ESG Approach to Development

• Passive Solar Design (i.e. window orientation, thermal mass, control strategies, etc.)
• Smart Home Technology (i.e. leak detection, smart lights, smart locks, etc.)
• Energy-efficient Lighting
• Low Flow Plumbing Fixtures
• EV Charging Stations
• Solar Panels
• Native Landscaping
• Community Gardens / Urban Farming
• Recycling Programs
• Green Building Certifications – Green Globes

Hurdles

• Lack of rebates for Green Building Technologies.
• Lack of incentives for Workforce Housing.
St. Petersburg, FL – Lake Maggiore Apartments
Lake Maggiore Apartments – Site Plan
Middleburg, FL – Old Jennings Apartments
Old Jennings Apartments – Site Plan
St. Petersburg, FL – Coquina Key Redevelopment
Closing Comments

Development Goals

- Operating Energy Efficiency vs Peers
- Diminishing Waste Production
- Community Activities
- High Resident Satisfaction Scores and High Level of Retention
- Good Property Reputation – Neighborhood Asset

Our Values

- Work with like-minded stakeholders
- Climate Action
- Belief that the future of real estate investment is tied to transparent reporting
  - Could lead to a portfolio of unsustainable real estate
- Bottom-up approach to sustainability