



Jonathan Needell joined Redwood in 2006 as its Chief Financial Officer. Mr. Needell oversees acquisition and development underwriting and analyses, dispositions, and asset management. Mr. Needell also oversees all strategic and business planning, sourcing and structuring construction, mini-perm, and permanent debt and joint venture equity financing, financial reporting, and lender and equity partner relations.

Prior to joining the Company, Mr. Needell was the Investment Director and Chief Financial Officer of Schnitzer West (formerly Schnitzer Northwest), a commercial real estate investment and development firm based in Bellevue, Washington. While at Schnitzer, Mr. Needell was responsible for the sourcing and structuring of the firm's debt and equity financing efforts as well as its lender and equity partner relations.

Prior to Schnitzer, Mr. Needell served at Merrill Lynch & Co. as Director – Corporate Finance Group in the Investment Banking Division. Mr. Needell started at Merrill Lynch in 1992 and held several positions in the Real Estate Group, Investment Banking Division, prior to moving to the Corporate Finance Group in 2000. At Merrill Lynch he developed and maintained client relationships relating to corporate finance products in several focus areas including real estate, media and general industrial. In addition, he worked extensively in capital raising activities and deal structuring and negotiation.

Mr. Needell holds a bachelor of arts degree with a double major in economics and history from the St. Lawrence University in Canton, New York. He is a member of the International Council of Shopping Centers and a member of the Urban Land Institute.

Mr. Needell sits on the Investment Committee for the Board of Directors of Children's Hospital of Orange County (CHOC) at Mission.