
TIBURON VENTURES



Tiburon Ventures, LLC is a boutique land development and investment firm located in the San Francisco Bay Area. The firm specializes in creating unique residential environments, generally modeling the Leadership in Energy and Environmental Design (LEED) standards of the U.S. Green Building Council for sustainable land development and neighborhood design.

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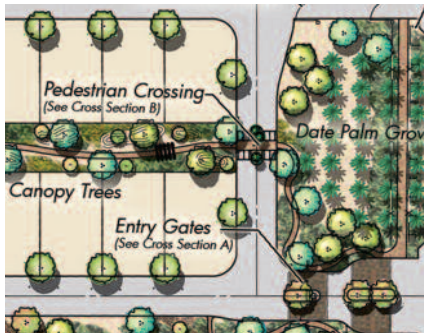
About: Since inception in 1996, Tiburon Ventures has focused on the entitlement and development of raw land for residential development. Target markets are on the West Coast, primarily in California and Oregon.

The firm acquires well-located properties, often with unique environmental characteristics, in areas with sound economic fundamentals in the direct path of growth. It embraces the principles of “smart growth,” and incorporates “low impact site design” and “regenerative design” concepts into the planning process.



The projects are designed to conserve open space, protect wetlands, enhance or restore natural habitats, and create new landscape elements that mimic natural systems. Amenities such as parks, hiking trails, streams and other water features, and abundant open space are incorporated into the site plans. Internal trails are often connected to community hiking & bicycling trail systems.

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Business Strategy: The firm typically sells the entitled lots or enters into joint ventures with regional or national homebuilders for construction. Homebuilders are sought that have a focus on sustainability and are willing to utilize “green” building techniques for the homes in the development.

The ability of the firm to handle challenging barriers to entry such as urban growth boundaries, restrictive zoning, endangered species habitats, and geographical constraints often enables it to create substantial value from situations that competitors avoid. The firm also seeks out distressed and partially completed projects to redesign and redevelop with sustainable features.

Internal rates of return on invested capital have been commensurate with historical rates of return in the venture capital industry.

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Management: Hank Skade is the founder and Manager of Tiburon Ventures. He has 30 years experience in real estate development and investment, including the design, entitlement and development of projects in the Coachella Valley of Southern California, the Wine Country of Northern California, and the Silicon Forest corridor of Portland, Oregon.

Hank has a long history of involvement with environmental organizations and has served on the Board of Directors of the San Francisco BayKeeper, the Board of Trustees of the Denali Foundation in Denali National Park, the Advisory Council of the Headlands Institute in Golden Gate National Park, and the Steering Committee of the San Francisco Ocean Film Festival. He is a long-time member of the Board of Visitors for Lewis and Clark Law School, and has worked with the Northwest Environmental Defense Center and the Natural Resources Law Institute, all in Portland. In addition, he is a member of The Explorers Club, American Alpine Club, California Association of Winegrape Growers, and American Sustainable Business Council.

Hank received his B.S. from the University of Oregon, where he also did graduate work in Environmental Studies. He received his J.D. degree from Lewis and Clark Law School, and completed the Executive Program for Growing Companies at the Stanford University Graduate School of Business.