



200 East Randolph Drive Chicago Illinois 60601
tel +1 312 782 5800

October 26, 2012

To whom it may concern:

With more than 1,000 locations in 70 countries, we at Jones Lang LaSalle have much experience assembling teams and offering expertise for real estate management and planning in a wide variety of situations. We typically enter the picture when developers and investors have made a commitment to proceed in a certain way and begin project execution. However, many sites – especially those in disinvested, post-industrial urban areas – have difficulty getting to that point; they may languish unused, often causing a nuisance or liability to the community, when with the right attention they could be social and economic assets. Smaller and less affluent municipalities especially have trouble competing with larger and wealthier areas in attracting private investment, in part because they lack the in-house staff and resources to pursue such opportunities.

That's where the Neighborhood Capital Institute (NCI) comes in.

By bringing together different participants in the public and private sectors and acting as a facilitator and development planner with a neutral outlook, NCI can lay groundwork that begins to make an area far more "development ready", enhancing the value potential of the site as a result.

NCI's benefit to municipalities is obvious. Public officials are always seeking a way to get projects on the tax rolls to provide a consistent ongoing revenue source. But usually these are locations that need a lot of expertise to become attractive to investors, and where will they get the funds for that initial expertise? The NCI Fund enables NCI to work with such communities by financing their services through loans to be paid back from the proceeds of the resulting development. Cities stand to benefit when a drain on their asset pool is to put it into productive use. That's what all cities need, but it's always hard to get it started.

I believe Ruth Wuorenma and NCI have the track record and passion to provide a critical spark and link in the process of developing and revitalizing under-utilized urban areas, providing the vision, expertise and community involvement necessary to get a site to the point where investors and developers may wish to bring in partners like Jones Lang LaSalle.



JONES LANG
LASALLE

October 26, 2012

Page 2

Ruth clearly is a person of incredible dedication and character, with the ability to bridge the different agendas and goals of all the different parties and bring them all together.

There is so much potential in under-utilized parcels in cities and in neighborhoods, where investment will ultimately have a payback. But there is often not the motivation or funding to set that process in motion. Ruth is someone who has the motivation to take these challenges on. She has done so effectively with NCI, and the NCI Fund will provide expanded opportunities to continue this important work.

We at Jones Lang LaSalle are very happy to bring our expertise to some of the same communities that NCI aims to serve. At Jones Lang LaSalle we can help communities and cities create successful developments, but in today's economic environment, something "extra" is needed to get the process started. That's NCI's role, while we hope that our experience can then help translate "development ready" into "development and investment" for the communities that NCI serves.

Hence I offer my enthusiastic support for Ruth Wuorenma, NCI's work and the NCI Fund.

Sincerely,

Lauralee Martin

Chief Operating and Financial Officer
Jones Lang LaSalle