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**Dan Winters, CRE**  
**Senior Director – Strategic Initiatives**

Dan is responsible for increasing GRESB's international scope and impact by engaging institutional investors; expanding GRESB participation among private equity firms, multi-national lenders and REITs; establishing industry partnerships; and driving capital market demand for ESG data.



As a representative of GRESB based in the Americas region, Dan covers multiple roles including accelerating market adoption for ESG data; acquiring new GRESB investor members; promoting increased GRESB participation; fulfilling North American speaking engagements; and developing new capital market / product opportunities.

He previously served the U.S. Green Building Council as Senior Fellow for Business Strategy and Finance by providing leadership on a range of topics including green bond underwriting guidelines, asset valuation, lender underwriting, business metrics, and capital market dynamics driving LEED adoption. Additional professional experience includes tenures at Russell Real Estate and CBRE along with participation in several start-up technology companies.

He earned his Masters in Real Estate Finance and Development from Harvard, his MBA from Southern Methodist University, and is an alumni of the University of Wisconsin real estate program. Mr. Winters is a former lecturer at Colvin School of Real Estate at University of Maryland, and current Counselor of Real Estate.

## **About GRESB**

GRESB is a mission driven and investor led organization providing standardized and validated Environmental, Social and Governance (ESG) data to the capital markets. Established in 2009, GRESB has become the leading ESG benchmark for real estate and infrastructure investments across the world.

More than 1,800 property companies, real estate investment trusts (REITs), private equity funds, and development firms worldwide contribute to the GRESB Real Estate Benchmark. Market coverage for infrastructure includes nearly 1,000 infrastructure funds and assets. Combined, GRESB participants represent over \$8 trillion in real asset investment value.

GRESB data is used by more than 180 institutional investors and fiduciaries to monitor investments across portfolios and understand the opportunities, risks and choices required as the industry transitions to a more sustainable future.