



2023

**District Development Group
Development with a Moral Imperative**



District Development Group, LLC

"Development with a Moral Imperative"

To Whom It May Concern:

The principals of District Development Group (DDG) are pleased to offer its corporate capability statement of professional services. DDG's framework is a full range of services available to corporate and institutional real estate owners, including assets and property management, development and redevelopment, marketing, property leasing, acquisitions and dispositions, financial and accounting services and engineering.

DDG's executive personnel are top quality experts who are experienced in finance, marketing, construction and management. The company has established partnerships with top-notch companies that provide essential services on projects in the areas of land planning, engineering and design. DDG's success is based upon continuous high performance ratings as a provider of top quality services in its fields of expertise.

Enclosed are samples of our projects and detailed background information on the principals' experience and expertise. Our completed projects represent creations of viable ventures that enrich communities. Projects are uniquely designed to preserve diverse communities and facilities are created with distinctive architecture. DDG employs managerial professionals and skilled craftsmen who deliver top quality products.

The DDG team is a solution-driven group that meets and exceeds the needs of our clients. We embrace excellence through professional competence and strong technical skills that assist clients in meeting their goals and objectives. Whether your needs are large or small, DDG is a highly effective deliverer of first-class services.

Phinis Jones

Phinis Jones
Principal

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Company Profile

District Development Group, LLC (DDG) offers a full range of services to corporate and institutional real estate owners, including asset management, property management, marketing/leasing, development/redevelopment, acquisition/disposition, finance/accounting and engineering.

The firm works closely with each client to identify current needs and create innovative solutions to reach short and long-term investment goals.

DDG employs top-quality executives who are experts in the fields of finance, marketing, construction and management. By partnering with other quality companies who provide such critical services as land planning, engineering, and design, DDG strives to be recognized by its peers to be one of the leading full-service, real estate development and management firms in the Washington, DC metropolitan area.

Real Estate Development

As long time residents, business owners, and community stakeholders of Washington, DC, we have made a conscious decision to actively participate in the development business. That important distinction sets us apart from our competition, and renders us uniquely qualified to provide complete project development for our clients. We like to be involved early on, offering services from needs assessment through funding, design, and construction. We are eager to play a role in all phases of planning through execution. We meet the highly specialized needs of our clients by providing a full range of development, redevelopment, project management and build-to-suit services. We possess both the land and building development expertise to make the term "full service" a reality.

DDG offers the entrepreneurial agility, the management strength and the financial depth to make it a reality in record time. Whether you choose to lease or own, we will build to suit your immediate needs and your long-term financial goals.

Advisory Services

Investors and property owners look to DDG for advice in analyzing their current strategies, assessing opportunities and structuring their investments in commercial real estate. Our experience as a developer, contractor, property manager, and owner gives DDG a broad perspective that can be tailored to each client's individual needs.

Investments

DDG understands the intricate and varied ways to build wealth through commercial real estate. We are equipped to evaluate an opportunity quickly and, if there is upside potential (if our mix of management skills and financial resources can add value), we are prepared to act - decisively.

Commercial Brokerage

To successfully sell or lease property, you really need to know who is most likely to sell or lease that property. We believe in knowing the market better than anyone else. That means knowing what is going to happen as well as what has happened. By combining that knowledge with our client's goals, we are able to develop a plan that is strategically sound. That plan is implemented with a respect for the reality that time is money. Our focus is on keeping your asset positioned in a manner that, based on your goals, maximizes its potential in the marketplace and its value. DDG is dedicated to making a full-service commitment. We understand that every step in the process demands the same level of sophistication - from opening the dialog to closing the transaction.

Property Management

We can't help taking our role in management personally. We keep reminding ourselves that our success is the direct result of the success we achieve for the clients we serve. This is why we treat each client's property with the same sense of responsibility as if it were our own.

In the field of property management, our philosophy is based on forming close partnerships with our clients. It begins with an acute understanding of our clients' goals and how we can meet or exceed their objectives.

Each property is assigned a customized team of management professionals from the appropriate disciplines within our organization. The focus of your tailor made team is to successfully implement a detailed property strategy that delivers real value to you, the property owner. Likewise with a single point of contact, you have personal focus on your questions and your asset.

Our property management team handles all duties from creating budgets to managing the accounts receivable and payable processes, to implementing on-going maintenance schedules and addressing day-to-day opportunities. Monthly you will receive customized, detailed reports summarizing your asset's performance.

Construction Services

Our Construction Services division employs the most advanced and innovative estimating and construction management techniques to achieve practical, cost-effective solutions designed and built for function and value. Our project experience, our commitment to relationship building, and our financial strength assure that your tenant improvement, shell construction, or turnkey project will be delivered faster, easier, and with greater value. And chances are, you will come back to DDG for your next construction project.

Project Summary



District Development Group, LLC

**Multifamily
Single Family
Commercial and Community Facilities**



**17 Solar -Condominiums in the District of Columbia
2/24/18**

District Development Group LLC

District Development Group (DDG) is dedicated to the creation of community focused projects. DDG develops housing and community facilities that provide both social and economic benefits. Projects include housing that offers unique designs and amenities while preserving the diversity of the community, charter schools that offer alternative educational environments and public facilities created with both distinctive architecture and responsive program offerings. All of these developments share the common goal of creating financial viable ventures while enriching the local community. Developments are undertaken utilizing a varied set of industry partners to maximize results and to ensure the participation of skilled craftsmen and the provision of local training and employment

DDG is guided by principals Phinis Jones and Andy Botticello. Mr. Jones and Mr. Botticello have worked together extensively on numerous community development projects and share a common vision regarding the impact that successful community development projects can have in the community and the District.

Phinis Jones possesses over twenty-five years of experience in the public and private sectors. Mr. Jones' educational background includes studies in Public Administration, Real Estate and Urban Development, and business administration at University of the District of Columbia, Prince George's Community College, and the University of Maryland. Community involvement is a key focus for Mr. Jones who is involved with community- based organization whose mission is to "build better communities" through occupational skills training, job creation and development, economic development and public relations. He strives to maintain a pulse on the community by actively participating in community activities. He currently serves as Chairman of the Board of East of The River Community Development Corporation, board member of Parklands Community Center, and is an advisor to District agencies on Welfare Reform and Skills Training.

Mr. Jones' experience encompasses the fields of job creation and development, job training, business and program management, community and public relations, economic development, political affairs, urban development, building construction and maintenance.

Prior to working independently, Mr. Jones worked in public and private organizations that help to cultivate the idea for a vehicle that would serve disadvantaged persons. His humble beginnings in retail sales to serving as the Executive Assistant to Council of the District of Columbia and finally Vice President and Business Agent for the Hotel and Restaurants Employees Union have fueled his ambitions to help build a stronger most efficient work force. Mr. Jones recognized the need for more qualified and job ready applicants in the work force who were had sharpened their skills in communications, work ethics, and basic job readiness skills to include interviewing, resume writing, and follow-up.

By 1985, Mr. Jones had formulated sound marketing strategies based on evaluations and experience that would address the needs of disadvantaged persons. In 1985 Capitol Services Management, Inc. (CSMI) was incorporated to provide job training and job

opportunities, and security for low income residents in the District of Columbia. From 1985-1995, CSMI operated various job training, development, and placement programs and was instrumental in helping many D.C. residents re-enter the work force. In 1988, Mr. Jones founded CHCTDC, a not-for-profit organization to further expand the delivery of services and to attract public and private resources for programs. The center now has offices in the District of Columbia and Baltimore, Maryland.

Andrew James Botticello, is a specialist in community development. He has over 25 years of experience in Real Estate finance, marketing, construction and design with extensive experience in the intricacies of mixed income, mixed financed, publicly sponsored transactions.

Mr. Botticello has completed numerous developments in the Washington and Baltimore area including both rental and for sale housing as well as community facilities. In undertaking these projects Mr. Botticello has utilized a wide range of funding sources including: HOME and CDBG, in conjunction with LLIITC and NMTC funds. The combination of these public sources, with private sector financing, allows for a higher leveraging of public funds and the provision unique, mixed income communities.

Mr. Botticello has also been an advocate of home ownership, creating unique development structures to spur homeownership in urban areas. He has also emphasized the need to address both the housing and social needs of the target market and emphasized the provision of social services along with housing services. Mr. Botticello has also worked with non-profit groups, serving on the board of several non-profits which provide services including training and homeless services. He also seeks to integrate technology into the housing process thru adoption of new technologies and systems. Recent projects have utilized solar infrastructure as well as LEED systems.

Mr Botticello is the President of IDS DC Inc, a DC based development company as well as a partner in District Development Group, a DC based CBE specializing in urban redevelopment. Mr. Botticello is also a board member for Community Building Group, a non-profit entity dedicated to the provision of water and economic resources to villages in Burkina Faso, West Africa.

In addition to his efforts in community service Mr. Botticello has worked at large banking institution and a regional construction company including work on large mixed use developments including hotels, office developments and large PUD projects.

Mr. Botticello received a degree in Civil Engineering from Virginia Tech and an MBA in Real Estate Development from the University of Denver.

Information on projects developed by Mr. Botticello are included in the following attachments.

Multifamily Development

Roundtree Residences - 91 LIHTC Units

In partnership with Allen Chapel AME Church and NHP Foundation, Andy Botticello and CSMI completed the development of a Senior Living Facility. The facility features a total of 91 units. All of the units will be affordable, with income limits of 60% of median income. The project includes amenities such as: cafe, club room, game room, coffee shop, library, computer lab and fitness center. Financing is from LIHTC, New Issue Bonds, NIF and HOME Funds from DHCD. Construction Financing is provided by Bank of America with the permanent loan from PNC and Freddie Mac.



Kentucky Courts - 26 Homeownership Units and 12 Public Housing Units

Mr. Botticello completed the demolition of an existing public housing project and creation of a new mixed income townhome community. Twelve of the homes were reserved for public housing residents while the balance were sold to market rate buyers. Prices ranged from \$225,000 to \$1 million. The site is immediately adjacent to the Capitol Hill historic district and sensitivity to the existing streetscapes and architecture were critical.



The development costs totaled \$7.8 million of which \$1.4 million was funded by DCHA with the balance privately funded thru a construction loan from PNC Bank.

I7Solar – 26 Homeownership Units

The project features twenty six energy efficient condos with active solar power near H St. and Capitol Hill. Innovative architecture and energy efficiency set the project apart.



The development consists of stacked town homes over flats and townhomes with a total density of 26 units including 9 flats and 17 town homes with 12 units designated as affordable. The townhomes will feature 3 bedrooms 3.5 baths on two levels. The flats will provide two bedrooms and two baths on one level. Financing is provided by Washington First Bank with soft debt from the NSP through DHCD. Construction commenced in 2014 with completion scheduled for 2015.

Chatham Village –93 Rental Units with 21 Affordable Senior Apartments

Chatham Village is a 93 unit mixed income apartment complex owned and operated by IDS. The Community features a rural setting and on site recreational facilities. The unique single level design allows each unit to have an individual entrance and porch. Interiors feature vaulted ceilings and bay windows, with fully equipped kitchens highlighted by a breakfast bar.

Permanent financing is thru Wells Fargo & Fannie Mae. The construction financing for the development consisted of tax exempt bonds, Maryland low interest loans and HOME funds.



Bryant St Condominiums – 28 Homeownership Units

Mr. Botticello developed this mixed income community in the Woodridge area of NE Washington. The development consisted of 28 affordable condominiums. The development involved the use of a vacant District site and the rehabilitation of a DCHA site. Prices ranged from \$45,000 to \$65,000. A mix of incomes were served through various creative sale and financing scenarios.



This development required extensive community input and the inclusive development process utilized resulted in overwhelming support of the project by the local neighborhood groups and the ANC. A full rehab, including exterior modifications completely changed the community and drove further redevelopment activities.

The project was financed by both public and private financing vehicles with Fannie Mae providing the private sector funds and DCHA providing the public funds.



Capitol View – 92 Co-op Units

Capitol View was a 92 unit cooperative conversion. Public Housing units were rehabilitated to create a new community, complete with new site infrastructure and all new interiors. Financing was thru a HUD grant of \$3.5 million and a private loan from the National Cooperative Bank for \$800,000. This project was undertaken as a joint venture with the Resident Council and WISH, a local nonprofit group and resulted in 50% of existing residents qualifying to purchase in the renovated redevelopment.

Renovations were completed without relocating residents off site.

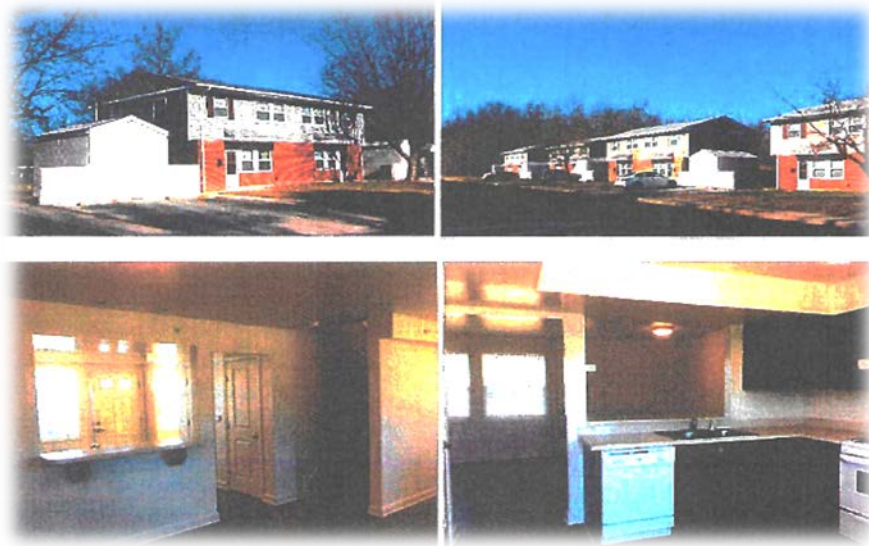


Cambridge Housing Authority – 190 Section 8 Apartments

The development involved the complete renovation of 190 units of public housing. The project was acquired through the RAD program with HUD. IDS partnered with NHPF and the Cambridge Housing Authority as the developer and owner of the project. The project was financed with tax exempt bonds and LIHTC as well as an Energy Loan from the State of Maryland.

The project featured a mix of units from one bedroom through 5 bedrooms on a 23 acre site. The 88 buildings were configured as duplexes and fourplexes. Every unit was fully renovated with new open kitchens and new baths. New HVAC, plumbing and electric was installed as well as new flooring. Exteriors were upgraded with new siding and roofs. All windows and doors were replaced.

The renovations were undertaken with a substantial number of units occupied and most existing residents returned to the project after completion.



Rolark Rendering – 140+ Apartments

The 140/200 unit building on Alabama Avenue named after former Ward 8 councilwoman, Wilhelmina Rolark. Rolark served on the Ward 8 council for 16 years from 1976 to 1993.

Congress Park Community Partners (CPCP) won a contract to build a multi-unit affordable housing building from the Office of the Deputy Mayor and Economic Development. CPCP is comprised of Banneker Communities, Congress Heights Community Training and Development Corporation (CHCTDC) and District Development Group (DDG).



Single Family Development

Woodmont- 35 Homeownership Units

Mr Botticello and CSMI are developing 35 single family homes in a unique site in SE Washington. The homes are surrounded by parkland and bisected by a stream. The homes were constructed using a combination of public and private sector funding with prices ranging from the low \$300's to over \$500,000. Private sector financing was provided by PNC along with HOME funds from DHCD. Phase I is complete with Phase II scheduled to start this Fall.



Woodridge – 35 Homeownership Units

Mr Botticello developed these 36 homes constructed in Ward 5. Prices ranged from \$150,000 to \$200,000. The project was financed by a complex arrangement of public and private financing vehicles with PNC Bank and Fannie Mae providing the private sector funds and DHCD and DCHA providing the public funds



Hillcrest – 6 Homeownership Units

Six single family homes were developed by Botticello and CSMI on an infill site in SE Washington. Three level homes were clustered around a nature preserve. Prices ranged from \$550,000 to \$600,000. Private sector financing was provided by Washington First Bank.



Old Congress Heights School - Phases I & II



- Adaptive Reuse
- Historically Significant Structure

Unity Health Care







Rosedale

Townhomes {17 S}



- 26 condominium town homes and flats
- 10 reserved for low and moderate income purchasers
- Energy efficient with photovoltaic panels for active solar gain and a geothermal heat pump system for energy efficient HVAC.