

2020-2021

COHORT DIRECTORY

Pathways to Inclusion



**Urban Land
Institute**

Washington

Responsible Land Use | Sustainable Growth

A message from ULI Washington:

The mission of the Urban Land Institute is to provide leadership in the responsible use of land and in creating and sustaining thriving communities. ULI Washington carries forth that mission by serving the Washington region, in both public and private sectors, with pragmatic land use expertise and education.

ULI Washington has the second largest membership in the Urban Land Institute network with a little over 2500 members in the Washington region including the surrounding counties in Maryland and Virginia. Our members are involved in all aspects of the development and city planning process – private, public, and non-profit.

We are excited to add the Pathways to Inclusion diversity initiative to our offerings. We deeply care about the future of ULI Washington and share a desire to see the district council and the industry strengthened by attracting more People of Color. This initiative is a first step in defining a vision for how to increase diversity. Over the next year, we will explore additional ways to provide opportunities for participation in ULI Washington by diverse real estate professionals, and opportunities to develop partnerships outside of ULI to assist with these goals.



Koray Aysin

Global Sustainability Specialist

Perkins Eastman

koraysin@gmail.com

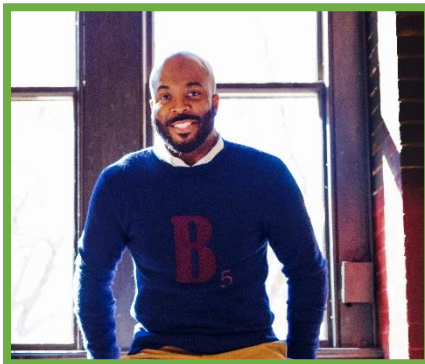
Koray Aysin, born in Turkey, is a Sustainability Specialist at Perkins Eastman Architects where he oversees firmwide sustainability strategies and education initiatives. He has over eight years of multi-disciplinary experience in sustainable design, real estate development and urban planning & economic development. He is passionate about fostering affordable, inclusive and sustainable build environments. He previously worked as the project manager at the Housing Up, a nonprofit affordable housing development organization and as an urban development specialist at the World Bank. Mr. Aysin earned his Master of Architecture and Master of Real Estate Development degrees from the University of Maryland, where he is also currently continuing to his Ph.D. research in Sustainable Urban Planning and Development.

Khaleef Bradford

Student

University of Maryland

Bradfordkhaleef@gmail.com



Jonathan Bush

Planner Coordinator

Maryland-National Capital Parks and Planning Commission

jonathanbush02@gmail.com

Jonathan is defining cities across the globe in research and practice with a focus on adaptive reuse, comprehensive planning, healthy cities, placemaking, TOD, and urban design. As a Planner Coordinator for M-NCPPC, he provides planning and design expertise to the established urban districts, emerging transit nodes, and residential communities. He provides technical assistance in developing land use plans, reviewing development applications and proposed public facilities, and advises public officials on planning for Montgomery County's future. He also serves on the Diversity Council which oversees the D&I framework for more than 8K employees.

Prior to joining M-NCPPC, Jonathan worked for DOD partner, managing global health facility contracts in East Africa and Thailand. Site visits allowed Jonathan to realize the synergies between urban planning and public health and health determinants. He has spent time in Shanghai, China studying megacities. He is a TEDx speaker and co-founder of Empowerment Magazine, a 2015 Yale University Strategies in Magazine Media award recipient. He is a HuffPost and ThriveGlobal contributor developing content geared towards urban planning, business, culture, and millennials. A Sign Research Foundation scholar, Jonathan holds degrees Georgetown University, North Carolina A&T State University and a certificate from the Community Development Academy at the UNC-Ch.



Michael Calomese

Senior Planner

The Maryland-National Capital Park and Planning Commission

michael.calomese@ppd.mncppc.org

Michael Calomese is a Senior Planner for the Maryland National Capital Park and Planning Commission. Under the Commission, Mr. Calomese does long-range planning for the Prince George's County Planning Department. Mr. Calomese's responsibilities include plan development, research and analysis, and community outreach, among others. Before he came to work for the Commission, Mr. Calomese worked for the State of Illinois as an Economic Development Representative for the state's Main Street program. Mr. Calomese then parlayed his state experience to the National Trust for Historic Preservation in Washington, DC, where as a Program Associate, he worked in multiple states with Main Street communities interested in revitalizing their historic commercial corridors. Mr. Calomese worked at the Chicago Metropolitan Agency for Planning, where he participated in activities related to the creation of the GoTo2040 regional comprehensive plan. Mr. Calomese then joined the staff at Northeastern Illinois University as a Community Outreach Specialist, working with a broad swath of communication strategies to reach intended audiences. Mr. Calomese holds a Bachelor of Arts in American Studies from Knox College in Galesburg, IL, and a Master of Urban Planning and Policy from the University of Illinois at Chicago. Mr. Calomese believes in evidence-based planning that is comprehensive in nature and takes into consideration historical context. Mr. Calomese believes that planning can benefit all communities, and that planning – done properly – can help lift distressed, under-resourced communities out of despair and improve the quality of life for all those who live in said communities.



Bianca Cole

Finance Development Executive

Self-Employed

bianca.e.cole@gmail.com

Award-winning portfolio manager and loan underwriter with eight years of multi-disciplinary experience generating over \$400M in growth with Fortune 500 companies in the commercial real estate, hospitality and finance sectors. Analytical problem solver with strong

data skills who can craft innovative client solutions that increases market share and secures new investors. Dynamic team leader and empathetic collaborator with an expertise building strategic partnerships.



Omari Davis

Project Manager

RRMM Architects

omari.a.davis@gmail.com

I am a registered architect and project manager with RRMM Architects in Arlington, Virginia. In my nearly 15 years as a design professional I have worked in all phases of design and planning from public outreach and collaborative design with clients to permitting and

construction administration. My myriad experience includes K-12 schools, federal projects, and numerous planning and design projects for public utilities. Outside the office, I volunteer my design expertise to Arlington County's Historical Affairs and Landmark Review Board. I hold a Masters in City Planning from the Massachusetts Institute of Technology and a Bachelor of Architecture from Cornell University.



Kyle DeThomas

Associate (Attorney)

Ballard Spahr LLP

dethomask@ballardspahr.com

As a senior associate in the Washington D.C. office of Ballard Spahr LLP, Kyle's practice focuses primarily on land use/zoning, disposition and development of mixed-use and multifamily properties, including condominiums. He has experience in a broad range

of real estate and construction matters, including financing, sustainable design, title and

survey matters. Kyle has drafted and/or negotiated entitlement applications, construction easement agreements, due diligence and zoning memorandums, purchase and sale agreements, rental agreements and leases, property management agreements, and warranty claim settlement agreements for projects located in Maryland, Virginia, and Washington, D.C.

Kyle received his JD from Stanford University. While in law school, he also obtained a MS in Sustainable Design and Construction from the Stanford School of Engineering and served as President of the Real Estate Land Use Association. He currently serves as the D.C. regional director for Stanford Professionals in Real Estate (SPIRE). Kyle remains engaged in his community by mentoring first-year law students through the Leadership Council for Legal Diversity (LCLD).

Prior to law school, Kyle served as a Captain and civil engineer in the United States Air Force during Operation Iraqi Freedom and Operation Enduring Freedom and was also a founding member of the Stanford Law Veterans Organization.



Geeta Dharmappa

Corporate Counsel

Volunteers of America

gdharmappa@voa.org

Geeta Dharmappa is Corporate Counsel at Volunteers of America (VOA), one of the largest nonprofit developers in the U.S. that specializes in affordable housing. She represents VOA in acquisitions, refinances, and dispositions of multifamily real estate. Prior to working at VOA, Geeta worked at Krooth &

Altman LLP, where she represented mortgage lenders in real estate transactions across the country.



Noura Estatie

Student - Masters in Real Estate

Georgetown University

ne102@georgetown.edu

I am an architect by training with four years of professional experience in development in Lebanon, whereby projects I've worked on spanned across various scales and typologies across the Middle East. I am currently pursuing a Masters of Professional Studies

in Real Estate at Georgetown University and working on my capstone project that focuses on adaptive reuse of small-scale industrial buildings as an alternative cost-effective approach to mitigating the affordable housing shortage.



Marisa Flowers

Chief of Staff

DC Council

marisagflowers@gmail.com

I have worked across the public, private and non-profit sectors creating consensus and building. I founded and grew a trusted real estate advisory firm, Green Door Advisors, counted on by local government and developers to assist in the development and redevelopment of countless projects over a 12-year period. I Joined the Gideon Companies, as a COO, investing in small and mid-scale developers, providing access to capital where the market failed to meet a need. Currently, Chief of Staff for DC City Councilmember McDuffie where I work to expand opportunities for residents and businesses to ensure broader participation in the City's prosperity.



Vanessa Francis

Community Planner

U.S. Army Corps of Engineers

vnfrancis@gmail.com

Vanessa N. Francis is an experienced urban planner who has contributed to the positive growth of communities working in local government, private sector and federal government positions. Since 2008, her professional and research interests have focused primarily on community development, housing and smart land-use. A Baltimore, Maryland native, from an early age, she took interest in the design of cities and how people lived and thrived. The interest in how the built environment influences life outcomes stayed with Vanessa and has served as the basis for a professional career focusing on the sustainment and improvement of communities across the U.S.

In September 2020, Vanessa began serving as a Community Planner for the U.S. Army Corps of Engineers. In this role, she provides planning expertise and support for military installations located outside of the United States. Most recently, Vanessa held the position of Master Planner for Vernadero Group, Inc. In this role, Vanessa served as a subject-matter expert (SME) services to the Office of the Chief Army Reserve at Fort Belvoir, Virginia. As Master Planner, she provided project management on complex master planning initiatives for Army Reserve regional commands. Her responsibilities included developing regional plans impacting Army Reserve locations on military installations and in neighborhoods in urban and rural communities. She was also in charge of managing planning services consulting contracts that average a worth of \$2-\$3 million a year on behalf of the Army Reserve. Prior to this role, Vanessa provided her

expertise Johns Hopkins University as Associate Director of Community Affairs and Associate Director of Local Government Affairs. While at Johns Hopkins, Vanessa provided urban planning expertise to the organization's Office of Government and Community Affairs and institutional representation on several community and business associations board of directors. Prior to Johns Hopkins University, Vanessa began her urban planning career at the Montgomery County Planning Department (a division of The Maryland-National Capital Planning Commission, a multi-jurisdiction government organization charged with land use development and regulation for Maryland counties within the Washington, DC region).

Vanessa's bachelor's and master's degree are both from Morgan State University, located in Baltimore, Maryland. Her master's degree is in City and Regional Planning with a focus on international community development and housing regulation. Vanessa lives in Northern Virginia and her top interests (outside of all things planning!) are her family, learning Portuguese and keeping up with her yoga practice. Vanessa is also currently starting her own urban planning and development consultancy, Urbanista Ventures.

Sukirti Ghosh

Senior Associate | Urban Designer

Rhodeside & Harwell

SUKIRTIGHOSH@GMAIL.COM



Glorianna Hadermann

Zoning Plan Reviewer

Arlington County-CPHD

ghadermann@arlingtonva.us

As a graduate of Virginia Tech's Landscape Architecture program, land planning has always been Glorianna's passion. Experienced in both the public and private sector, she is driven by her multicultural upbringing (Nicaraguan mother and American father) and her self-motivation. Glorianna is creative, innovative and takes pride in her work.

During her hiatus from land development, Glorianna served as the Director of Oakton Christian Preschool. Her part-time work at OCP enhanced her organizational skills and ability to manage multiple priorities. Furthermore, it afforded Glorianna a well-rounded skill set while providing the flexibility to be with her children.

When not working, Glorianna enjoys being active and spending time with her husband, three children, and dog, “Duke”. Whenever possible, she and her family travel to Nicaragua to visit her mother and carry donations to help the poor people of the country.



Ann Harrell

Senior Associate

Justice and Sustainability

ann@jsallc.com

As a Senior Associate, Ann plays a lead role in managing multiple projects varying in size and complexity in the Transportation & Infrastructure Practice at Justice and Sustainability Associates (JSA). Using alternative dispute resolution (ADR) techniques (fact-finding, conflict analysis, facilitation, mediation, negotiation, consensus building, etc.) and engagement methodologies (process design, stakeholder analysis, communications, training, etc.) to prevent or resolve conflicts and develop agreement among government officials, developers, residents and other key stakeholders in the interest of achieving sustainable community development, environmental justice, and smart growth. She models the core values of JSA and is passionate about the desire to not only produce sustainable agreements concerning land use but agreements that are just for all stakeholders.

In coordination with JSA partners, as JSA's Workforce Development Manager, Ann is responsible for the coordination of the Construction Management Training Program (CMTP), which prepares individuals for placement in construction-related jobs as a part of JSA's Transportation and Infrastructure Practice area. She engages in and provides oversight of a range of workforce development and educational activities, including curriculum development, training delivery, coaching and mentoring, needs assessment, and evaluation activities. Ann has a holistic mindset and approach to the human development of the CMTP students with a goal and mission for them to successfully complete the program and join the permanent workforce with the ability and capacity to positively impact and contribute to the growth and development of beloved communities.



Heather Howard

Vice President, Development

FD Stonewater

hhoward@fdstonewater.com

Ms. Heather Howard is the Vice President, Development at FD Stonewater, a boutique real estate brokerage investment, development and asset management firm. In this role, she provides project management leadership and oversight for development projects nationally. Ms. Howard joined the DCHFA Board of Directors in November 2019.

Ms. Howard earned a Bachelor of Business Administration in Finance and Marketing from The George Washington University and a Master of Science in Real Estate Development from The Colvin Institute of Real Estate Development at the University of Maryland, College Park.



Jeff Jamawat

Planning & Development Manager

Capitol Riverfront BID

jeff.jamawat@gmail.com

As planning and development manager of the Capitol Riverfront Business Improvement District (BID) in southeast DC, Jeff works with developers, office and retail brokers, DC Government, and stakeholders to support the neighborhood's full buildout of 37.5 million

square feet. Previously, Jeff completed a four-year run as program director of the Mayors' Institute on City Design where he provided technical assistance on city development and urban design projects through direct engagement with over 100 mayors and cities across the country. Jeff brings cross-sector and multi-scale experiences from CBRE on the Amazon real estate account; economic development consulting firm HR&A Advisors; development policy arm of the US Environmental Protection Agency (Smart Growth Program); and popular urban planning website Planetizen. A graduate of MIT, Jeff holds dual master's degrees in real estate development and city planning with a focus on urban design from Syracuse University.



Bree Jones

Founder

Parity

bree@parityhomes.com

Bree is the founder of Parity, an equitable development company that acquires and rehabilitates abandoned properties by the block to create affordable homeownership opportunities. At the core of her work is development without displacement – she aims to revitalize distressed neighborhoods while ensuring that legacy residents are able to participate in and benefit from reinvestment.

Prior to founding Parity, Bree had a career in finance and investments where she was an analyst at Morgan Stanley, a vice president at Point72 Asset Management, and an investment associate at venture capital firm, Anthemis Group. These roles included deal structuring, capital raises, conducting due diligence, advanced data analysis, and deal management.



Sarish Khan

Attorney

Sarish Law PLLC

sk@sarishlaw.com

I am an attorney based in Washington, D.C. with a new solo practice focusing on small businesses and corporate matters. I have previously worked as an economist in commercial real estate and assisted as counsel on real estate matters, such as real estate development funds from my time working at a Corporate Law Firm in New York. As a solo practitioner and small firm owner based in Washington, D.C., I am interested in establishing myself as counsel for real estate developers, funds, and residential agents. I have been raised in, and currently reside in Northern Virginia, and my practice is focused in helping my local community thrive.



Vivian Lee

Architect

GSA's Office of Planning and Design Quality

vivian.lee@gsa.gov

Vivian's area of expertise includes architecture and urban design. She currently works as an architect at the General Services Administration's Office of Planning and Design Quality, National Capital Region. She has sixteen years of professional experience, including public and private sectors. Prior to joining GSA in 2019, Vivian served as an urban planner at the National Capital Planning Commission's Urban Design and Plan Review Division for five years. Before joining the federal government, she worked at Gensler for eight years in complex master plans and architectural projects.

Vivian is a certified planner and LEED accredited professional. She received a Master of Architecture and Urban Design from Columbia University's Graduate School of Architecture Planning and Preservation and a Bachelor of Architecture from Universidad Piloto de Colombia.

In her free time, she enjoys photography, reading, and exploring parks and museums with her husband and three beautiful daughters.



Olivia Logan

Real Estate Paralegal

Latham & Watkins LLP

osl6@georgetown.edu

Olivia Savannah Logan is a graduate of the University of Maryland College Park who currently works as a real estate paralegal for Latham & Watkins LLP while working towards a masters degree in real estate development at Georgetown University. While being passionate about the real estate industry, she is particularly concerned with equitability housing opportunities for all people. Outside of the career sector, Olivia is an advocate for diversity and inclusion in the work place, particularly advocating against natural hair discrimination and for the passing of the CROWN Act.



June Marshall

Senior Counsel

Holland & Knight LLP

june.marshall@hklaw.com

June L. Marshall is a real estate attorney in Holland & Knight's Washington, D.C., office who focuses her practice on multi-family and mixed use real estate development, including the acquisition and disposition of real property, the creation of residential, mixed-use and commercial condominium regimes, and affordable housing development. Ms. Marshall counsels real estate developers, development companies, affordable housing developers, nonprofit corporations and residential associations. She is well-versed in complex condominium related matters, drafting covenants, and reciprocal easement agreements.

Ms. Marshall's practice also includes advising clients on the District of Columbia Tenant Opportunity to Purchase Act (TOPA) and the District Opportunity to Purchase Act (DOPA) during the sale, purchase and redevelopment of multi-family and low-income housing tax credit rental properties.

Ms. Marshall served as a law clerk for the Honorable Stephanie Duncan-Peters of the Superior Court of the District of Columbia. In this role, she drafted orders and opinions that resolved legal issues in both civil and criminal law. Ms. Marshall received a Bachelor of Arts in Economics and Policy Studies from Rice University and her Juris Doctor from The George Washington University School of Law.

Ms. Marshall serves as the co-chair of Holland & Knight's Women's Initiative in the Washington, D.C., office. Ms. Marshall is a member of the Leadership Circle for Street Law, Inc. and a member of the USRowing Diversity, Equity and Inclusion Committee.

She was named one of the 2019 Top 100 Lawyers in the District of Columbia by The National Black Lawyers, and is a former Co-Chair of the District of Columbia Bar, Real Estate, Housing and Land Use Section.



Anna McCorvey

Architect

Cox Graae & Spack Architects

anna.mccorvey@gmail.com

Anna found architecture through housing; public housing to be more specific. At a young age she noticed the subtle and sometimes flagrant differences between the housing and schools from one part of town to the next. Her desire to understand these differences and address them led her to a Bachelors of Architecture degree from Howard University and a Masters of City Planning degree from the University of California Berkeley with a housing and community development emphasis. Upon graduating, she spent 4 years at Wiencek and Associates Architects and Planners working on affordable and low-income housing developments. She is now an architect at Cox Graae + Spack Architects designing schools and other buildings that serve the public. In 2018, Anna started the River East Design Center, a nonprofit organization devoted to educating Ward 7 and 8 resident on the real estate development process. In her spare time, Anna enjoys crocheting, baking muffins and watching the latest science fiction blockbuster.



Rodney Moulden

Community Planner

General Services Administration

rodney.moulden@gsa.gov

Rodney's began his career in City & Regional Planning in Baltimore working for both Baltimore City Planning Department, and Baltimore County Office of Planning & Zoning in the 1980's and 90's. Rodney has extensive planning and development experience with residential, commercial, and institutional projects that included site and facility design. One of his most notable experiences included planning and development for Baltimore's Inner Harbor. Rodney served as chairman of the site plan review committee while employed with Baltimore City Planning Department, and also coordinated plans for the reuse of surplus city-owned property. While employed at Baltimore County Office of Planning and Zoning, Rodney reviewed and approved residential and commercial development plans for the Owings Mills and White Marsh Town Centers. Also, from 1994 to 2001 Rodney worked for National Capital Planning Commission (NCPC) and currently work for the US General Services Administration (GSA) in Washington, DC where he served

as a planner for various projects and master plans, team leader for the Federal Capital Improvements Program, and team leader for Washington's Waterfront Study Phase I. Some of his notable projects include master planning for the Suitland Federal Center and the Food and Drug Administration campuses.

Also, Rodney provided technical assistance to community stakeholders for housing development, business development, and general community partnership building and collaboration. Notable projects include the Upland's Redevelopment Project in Baltimore, MD, the Sandtown-Winchester Housing Plan-Baltimore, MD, the Loch Raven Shopping Center Redevelopment in Baltimore, MD, and the Technical Assistance Plan for Housing-Tyler Street Development Corporation in Atlanta, Georgia. Most notably Rodney served on the Sandtown-Winchester Community Development Corporation Board in the 1990's.



Rameez Munawar

Investment Associate

Jair Lynch Real Estate Partners

munawar.rameez@gmail.com

I am an investment associate with Jair Lynch Real Estate Partners. In this role I am primarily responsible for evaluating investment opportunities, negotiating leases, and managing capital projects. Current

assignments include a mixed-use shopping center at 3200 Pennsylvania Ave SE, an office project at 609 H Street NE, Takoma Central Apartments, and third-party development management on behalf of KIPP Charter Schools. Prior to joining Jair Lynch, I worked as a senior financial analyst for Columbia Property Trust and completed the successful renovation and re-leasing of Market Square, a prominent 700,000 sf trophy office building on Pennsylvania Ave. I graduated from the University of Maryland, College Park with a Bachelor of Science in Architecture and Master of Real Estate Development.



Faris Nsour

Engineering Manager

Stanley Martin Companies

fnsour1@gmail.com



Bridget Obikoya

Design Engineer

Arlington County Government

bmccornell@yahoo.com

Bridget Obikoya brings a wealth of knowledge and enthusiasm regarding her community, real estate, transportation and the built environment in the Washington, DC metropolitan area. Bridget attended the University of South Alabama where she received a Bachelor of Science in Civil Engineering and a Bachelor of Arts in Public Relations. As a design engineer and licensed real estate professional, she has worked on numerous transportation and mixed-use development projects as well as worked with countless developers, architects, engineers, planners and other real estate professionals. And she's a strong advocate for equity in transportation. Currently, Bridget's updating her historic neighborhood's conservation plan and working on parking initiatives within Arlington County including curbside and parking management and an update to the residential permit parking program. Bridget enjoys being a mother and spending time and traveling with her family. She also runs an African history, science and art curriculum company. Her passion for family, community, art, architecture, and culture rests at the heart of everything she does.



Dr. Lutheria N. Peters

Program Analyst

HUD

lutheria.n.peters@hud.gov

My name is Lutheria "Lu" Peters. I work for the Department of Housing and Urban Development. My work for HUD focuses on refining public housing inspections assessments at the intersection of policy, technology, research and evaluation. My work includes designing with SMEs, inspection technological capabilities, reviewing the inspection scoring model and overseeing and conducting surveys, and helping to formulate public housing policies.



Vinita Phonseya

Development Associate

Stonebridge

phonseya@stonebridge.us.com

Vinita Phonseya serves as a Development Associate with Stonebridge. She has experience in project management, design coordination and construction administration. Her primary responsibility is to oversee the tenant improvements at Constitution Square and building repositioning of value add properties.

Prior to joining Stonebridge, Ms. Phonseya worked with JLL as a Project Manager/Owner's Representative where she managed the planning, design and construction of interior build outs and capital improvement projects for commercial clients. She holds a Bachelor of Fine Arts in Interior Design from Virginia Commonwealth University and is pursuing her Masters of Professional Studies in Real Estate at Georgetown University. Ms. Phonseya is a member of the Urban Land Institute's Young Leaders Group.



Isaiah Plair

Accounting Manager

JBG Smith

iplair@jbgsmith.com

Strategic Capital Group. Isaiah is responsible for financial accounting and reporting for private equity funds which invest in entities that develop, own, and operate multifamily, office and retail real estate assets.

Isaiah has also played a key role in the launch of JBG's Washington Housing Initiative Impact Pool, an investment fund which provides low cost loans to acquire and develop affordable workforce housing.

Prior to joining JBG Smith, Isaiah was an Assurance Senior Manager in CohnReznick LLP's Renewable Energy practice. Isaiah earned a Master of Accounting and a Bachelor of Science degree in accounting from North Carolina State University where he graduated cum laude.



Monica Prakash

Architectural Designer

Perkins Eastman

m.prakash@perkinseastman.com

I'm Monica Prakash work as an Urban & Architectural Designer with the International Planning Team at Perkins Eastman DC office. We focus mainly on urban projects in the Middle East, North Africa and India. I along with

my team master-plan large-scale developments for future communities keeping sustainability as the central focus.



Rachel Redmond

Architectural Designer

EXP

rachelnredmond@gmail.com

A Chicagoland native, Rachel Redmond holds a Bachelor of Architecture degree (cum laude) from Howard University and is currently pursuing her Master of Professional Studies in Urban & Regional Planning degree at Georgetown University. During her undergraduate studies, she had the opportunity to study abroad in Barcelona and travel to other various cities throughout Europe.

Since she was young, she has been passionate about giving back to her community, whether at home or abroad, and does so currently through various global impact initiatives as a member of Alpha Kappa Alpha Sorority, Inc. In addition to community service, Rachel has held positions such as the Technology Chair, Sponsorship Chair, Silent Auction Chair, and Fundraising Co-chair within her local AKA chapter.

Rachel advocates for more Black representation in architecture and planning. Black voices only make up 2% and 4% of those fields respectively. She serves as mentor and guest speaker at Howard University to encourage and promote Black women and people of color in both architecture and urban planning.

Rachel's hobbies include traveling, hiking, road trips or any combination of the three. In her free time, she also enjoys walking around and exploring DC's different neighborhoods and planning her next big adventure with her rescue Shiba Inu named Wudi.



Monica Rhodes

Director of Resource Management

National Park Foundation

monicarhodes01@gmail.com

Monica Rhodes is the director of Resource Management at the National Park Foundation. In this role, Rhodes oversees preservation grant making to the National Park Service and efforts to develop a strategy for African American and Latinx engagement. Prior to her role at NPF, Rhodes was the founding director of the National Trust's HOPE (Hands - On Preservation Experience) Crew, which was created to expand the preservation movement to a younger, more diverse audience. In the five years of leading HOPE Crew, Rhodes guided over 165 preservation construction projects, trained 750 young people and veterans, and engaged 3700 volunteers in large-scale community events. Under her leadership, the program garnered more than 1 billion media impressions and supported \$18 million of preservation work, primarily in national parks. Prior to joining the Trust, Rhodes worked as a consultant to preservation non-profits



Fred Robinson

Associate

JLL

fred.t.robinson@gmail.com

Real estate professional and enthusiast. Native Washingtonian and Kogod School of Business graduate in Real Estate Finance (MS) with over 13 years experience in management consulting and financial analysis. My professional role as an Associate at JLL within the Public Institutions team involves strategic advisory and asset management work for various government agencies currently executing public-private partnerships. The enthusiast is a part-time investor in small multifamily homes In DC, primarily in Ward 7 and 8.

Stephanie Rones

Executive Director

Premier CDC a ward 5 community development organization

stephanieroness@yahoo.com



Jason Saunders

President

BHI- Construction and Real Estate Development

Jason@bhibuilds.com

JASON SAUNDERS, President, BHI, a Construction and Real Estate Development company (www.bhibuilds.com) based in Washington DC. BHI has been a class A licensed contractor in DC since 2001.

Real Estate Development in Washington DC. Under Mr. Saunders' management, BHI and its affiliates have bought and renovated over 100 units of multi-family housing in the District of Columbia. BHI has also developed about 40 luxury condominium units in D.C. BHI is making a name for itself by purchasing, upgrading and modernizing property in the DC rental market for working professionals, families, and seniors. Two of BHI's multifamily apartment rehabilitation projects were features in the Department of Housing and Community Development's annual periodical on renovation projects in the District of Columbia.

Construction in Washington DC. BHI is also a Class A Licensed General Contractor that is CBE Certified in the District of Columbia (and Class A Licensed in Virginia) and Jason Saunders has obtained his Home Improvement Salesman's License. BHI has performed construction projects for 200+ DC and Virginia businesses and homeowners including:

Knollwood Military Retirement Community (ARMY DISTAFF) | Jefferson Condominiums | Mount Olive Church | Calvary Episcopal Church | Fulbright Organization | Fairfax Village Condominiums | Summit Condominium Association Management | Oak Terrace Condominiums | Metro Mutts Pet Supplies Stores | Various DC Government Construction Grant Awardees | 3 DC Department of Housing And Community Development Block Grant Funding Recipients | Spot On Training Facilities | The Health Policy Group | 150+ residences around Washington DC

Mr. Saunders earned his B.S. ('92) and M.S. ('94) in Mechanical Engineering from Rensselaer Polytechnic Institute in Troy, New York. Prior to assuming the role of president of BHI, Mr. Saunders was a Director of Recruitment and Training for a Cendant Corporation (Cendant is one of the largest owner of resorts and hotels in the world), and has many years of experience in the field of real estate sales. Prior to Cendant Mr. Saunders worked as a Mechanical Engineer for General Electric and for Exxon.

Mr. Saunders bought a home in DC in the 1990's and successfully purchased and managed the rehabilitation of a few of his own personal multifamily housing project before forming BHI in 2001.



Stacey Shaw

Construction Manager

Kettler

sshaw1013@gmail.com

I am the Construction Manager for the Multifamily Development Group at Kettler, Inc who takes pride in providing high-quality deliverables. Developing strong relationships and striving for a “win-win” outcome for all parties is at the core of all interactions in which I engage both personally and professionally.

As a working mother of a precious dinosaur-loving 4 year old, I attempt to maintain a healthy work life balance by getting out on the tennis court for a good singles rally, entertaining close family, and experimenting with cooking international cuisine.

I am a graduate of the George Washington University, with a B.B.A in International Business and Finance. I am currently pursuing my MS in International Real Estate from Florida International University (expected Graduation June 2021).



Charles Sims

Project Manager

Arlington Partnership for Affordable Housing

csims@apah.org

Real Estate Project Manager | Arlington Partnership for Affordable Housing | Arlington, VA

Charles is a Project Manager with APAH. In that role he manages the real estate project from beginning to end, including acquisition, entitlement, design, financing, and construction of affordable housing properties within the Washington DC Metro area. Charles works closely with public agency staff, lenders, partners, and consultants. Charles prepares financial projections and applications and coordinates the work of the project team.

Charles relocated to Washington, DC from Miami, Florida, and currently serves as an Arlington Housing Commissioner.



Kia Smith

Loan Analyst

Walker & Dunlop, LLC

kia.smith825@gmail.com

My name is Kia Smith and I am currently pursuing my masters in Real Estate Development at the University of Maryland-College Park. I have been at Walker & Dunlop for almost 5 years working in the insurance department then transferring to the loan analyst department, primarily working with capital markets lender. I work with a portfolio of about 15 different lenders and countless borrowers, making sure they are complying with the lenders regulations and guides.

I enjoy spending time with my 2 month old daughter and family, planning parties and events, hiking, driving through different cities and towns looking at different architecture, and watching HGTV when I have a second for myself.



Richard Sodeke

Debt Analyst

PGIM Real Estate

richard.sodeke@pgim.com

Richard Sodeke is an investment analyst at PGIM Real Estate for the agency finance group. Based in Washington DC, Richard is responsible for underwriting of conventional mortgages for multifamily, student, and value-add properties around the United States for a team that closed \$5.5 billion in 2019 specializing in Fannie Mae, Freddie Mac, and balance sheet execution.

Previously, Richard was an associate at Marcus & Millichap in Brooklyn, New York specializing in investment sales of multifamily and mixed-use assets in the Park Slope, Greenwood Heights, and Sunset Park neighborhoods in Brooklyn. During his tenure, Richard was the lead agent in \$88MM of exclusive listings and closed \$61MM of commercial real estate transactions.

Richard received his bachelor's degree in Marketing from Lehigh University in 2015 where he also was a running back on the varsity football team for 4 years.



Ikenna Udejiofor

Administrator

Office of Central Services

iudejiofor@co.pg.md.us

Demonstrated commercial, transactional, entrepreneurial and executive management acumen in roles of increasing responsibilities; over 17+ years in Commercial Real Estate industry experience. Proven asset management, and property development skills, in managing a diversified Real Estate Portfolio

ecosystem.

Strong expertise with a value proposition, across all core real estate asset types, (inclusive of acquisition,

leasing, marketing, disposition and development projects) experience. Experience in leading, a program or portfolio or development-related projects and strategic initiatives for organizations in the public and/or private sectors.

Commercially astute with high integrity and offering strong skills in creating and gaining approval to strategic plans turning vision and strategy into tangible outcomes; thinking creatively to find strategic solutions to challenges leading to efficiencies, and improved performance; develop and maintain relationships; manage and lead operations and complex projects; recruiting, relationship building, managing and developing teams; communicating and influencing effectively; use/sourcing and negotiating investment/development transactions driving growth.



Jahsmine Victor

Associate

CIVITAS

jvictor@civitasre.com

Jahsmine brings to CIVITAS over 3 years of business experience, including expertise in marketing strategies and implementation. Ms. Victor began her real estate

career at CBRE in Washington, DC working closely with a one of the top producing Landlord Agency teams. Ms. Victor earned her B.A. from the University of Pittsburgh in Social Science with a minor Social Work, Legal Studies and Dance while achieving a certificate in Gender Studies. She is active in her community and passionate about giving back. On the weekend, if you don't see her hiking with her German Shepherd

(Kovu) you'll find her at a community event or rally being inspired from the people and energy.



Laura Wake-Ramos

Assistant Project Manager, AIA

M.A. Mortenson Company

LAW5365@GMAIL.COM

Registered Architect in the District of Columbia.
Assistant Project Manager with Mortenson Construction.
Current student in Georgetown University's Master's in
Real Estate Development program, expected graduation

2022.



Ashwin Warrior

Program Analyst

Department of Housing and Urban Development

ashwin.warrior@gmail.com

Ashwin's interest in housing started while serving as head coach and program director for Street Soccer Seattle, a nonprofit using soccer to empower homeless youth. He previously worked for an affordable housing developer and community development corporation based in Seattle. While there, he led the

communications strategy for the Community Package Coalition, a grassroots effort that secured over \$82 million of investments in parks, transit, and affordable housing—the largest community benefits agreement in the history of the city. He currently works as a program analyst at the Department of Housing and Urban Development. He graduated with his BA in Economics from Seattle University and his MPA from Princeton University. Originally from the Bay Area, Ashwin now lives in Washington D.C. and in his spare time enjoys reading and solving crossword puzzles.



Scott Willis

Regional Vice President

U.S. Bank

esw1906@gmail.com

My name is Scott Willis and I currently serve as a Vice President with US Bank's National Strategic Markets and Affordable Lending Team; where I lead the East Region's cross-channel lending strategy focused on expanding homeownership to First Time Home Buyers, Low and Moderate Income, and Multi-Cultural

consumer segments in collaboration with 155 retail bankers across a 23-state market.

Prior to joining US Bank, I was the Senior Community Development Manager for HSBC's Retail Banking and Wealth Management (RBWM) Team; where I managed an all-vertical lending, investment, and service strategy in collaboration with internal line of business partners and a portfolio of 30 501C3 bank grantees that delivered an OUTSTANDING Community Reinvestment Act (CRA) rating for 32 retail branches in the Pennsylvania, Delaware, Maryland, Washington DC, Northern Virginia, and South Florida markets. Prior to joining HSBC, I was a network consultant with Gerson Lehrman Group (GLG); where I hosted global learning-based engagements focused on full-cycle Net Promoter Score (NPS) implementation. This involved advising domestic and international clients on defining measurement criterion, survey instrument development, internal service level agreements (SLA's) to drive CSAT performance, and challenges to successful NPS program implementation. In addition, I have held Regional Program Management positions with JP Morgan Chase Bank, First Horizon Bank, AIG United Guaranty, and the City of Baltimore; which collectively required the integration of affordable lending, small business development, credit risk management, project management, relationship management, and customer service strategies that consistently exceeded lending and compliance targets. These contributions have resulted in professional recognition from both internal and external partner organizations; including the HSBC RBWM Mid-Atlantic Business Partner of the Year Award (2018), Venture Café Miami Innovator Spotlight Award (2018), a \$25,000 HSBC CEO INVOLVE Grant Award (Maryland Women's Business Center - 2017), JP Morgan Chase Leaders Club Award (2011), and First Horizon Bank President's Club Award (2005).

Academically, I completed a Bachelor of Arts degree in Public Administration from Kentucky State University (1990); a public historically black university located in Frankfort, Kentucky. I also obtained dual masters' degrees in Public Policy (1997) and Urban and Regional Planning (1998) from the State University of New York at Buffalo School of Architecture and Planning.

In closing, I am deeply committed to volunteer engagement in the markets where I have both lived and worked during my career. These partners include the Washington DC and South Florida affiliates of Junior Achievement of America (Volunteer), The Metropolitan Washington DC Bankers Group (Board Member), Communities Together Incorporated (Board Member), BEACON DC Women Founders Initiative (Volunteer), Venture Café Miami (Volunteer), NHS of South Florida (Volunteer), Greater Washington Urban League (Volunteer), Philadelphia Chinatown Development

Corporation (Volunteer), Maryland Women's Business Center (Volunteer), Washington DC and South Florida SBA Emerging Leaders and SCORE Programs (Volunteer), The Madame CJ Walker Legacy Foundation (Volunteer), and Alpha Phi Alpha Fraternity Incorporated (Life Member).



Juan Zabala

Partner

Zabala Development Group LLC

izabalarealtor@gmail.com

My name is Juan Zabala and I have been in the real estate profession since 2008. I have been an active real estate agent in Pennsylvania since 2013 and have been a part of over 100 real estate transactions. I moved to the DMV area to pursue my Master's in Real Estate Development from Georgetown University. I am grateful for the opportunity to be a part of ULI's Pathways to Inclusion program. My goal is to build a base of knowledge so that I can assist in creating equitable urban communities.



Ahmed Zaman

Associate

Perkins Eastman

a.zaman@perkinseastman.com

Ahmed is an architect and Associate at Perkins Eastman. With a career defined and specialized in tackling complex large-scale projects, Ahmed designs at all scales within architecture, interior design, master planning, urban design, & creative place making. His global practice has spaced across cities within the US, South America, Middle East, India & China. As an interdisciplinary practitioner, Ahmed values the social, contextual, and cultural ideas that come forth during the design process.