

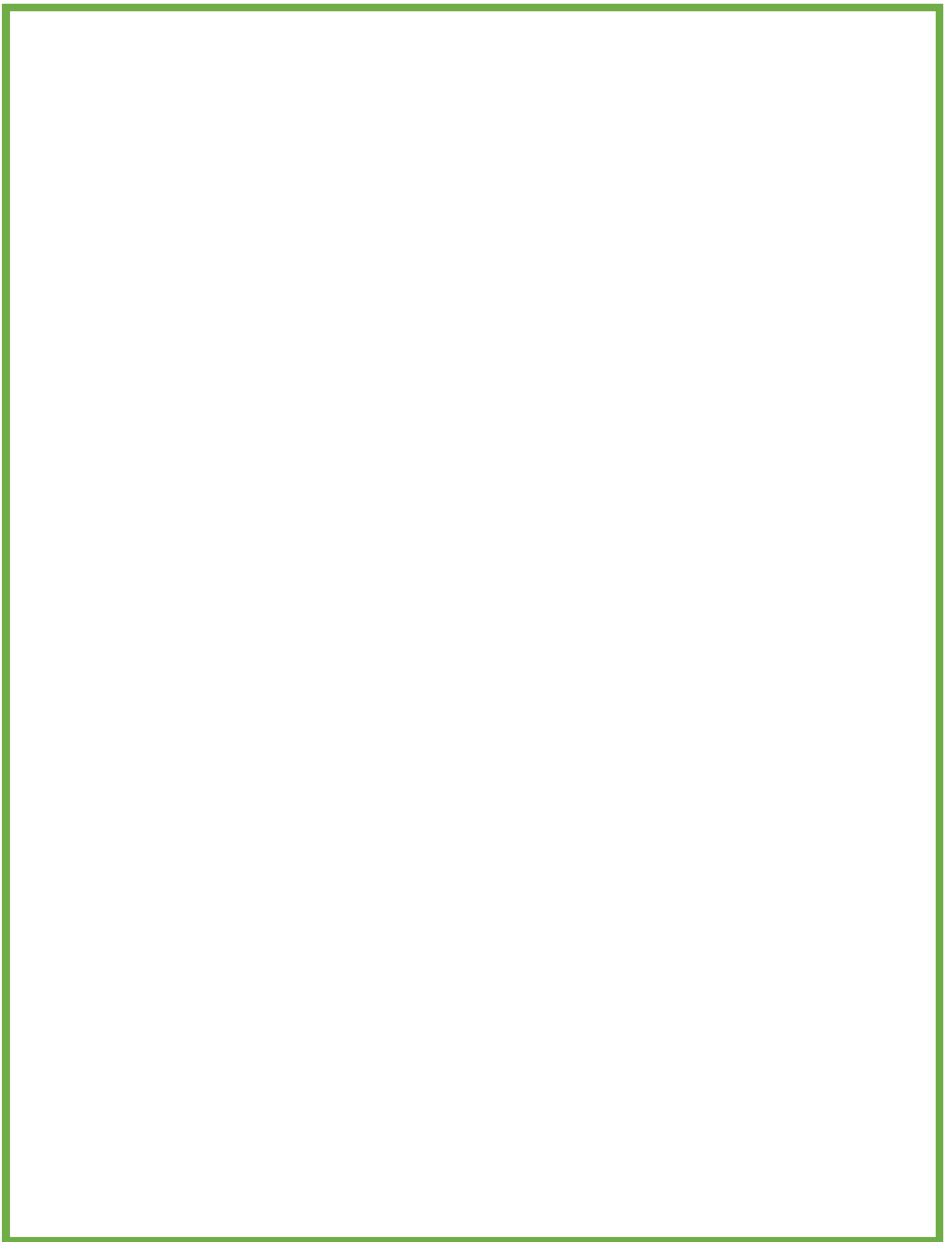


Washington

Pathways to Inclusion Cohort Directory

2022-2023

MARGIT NAHRA



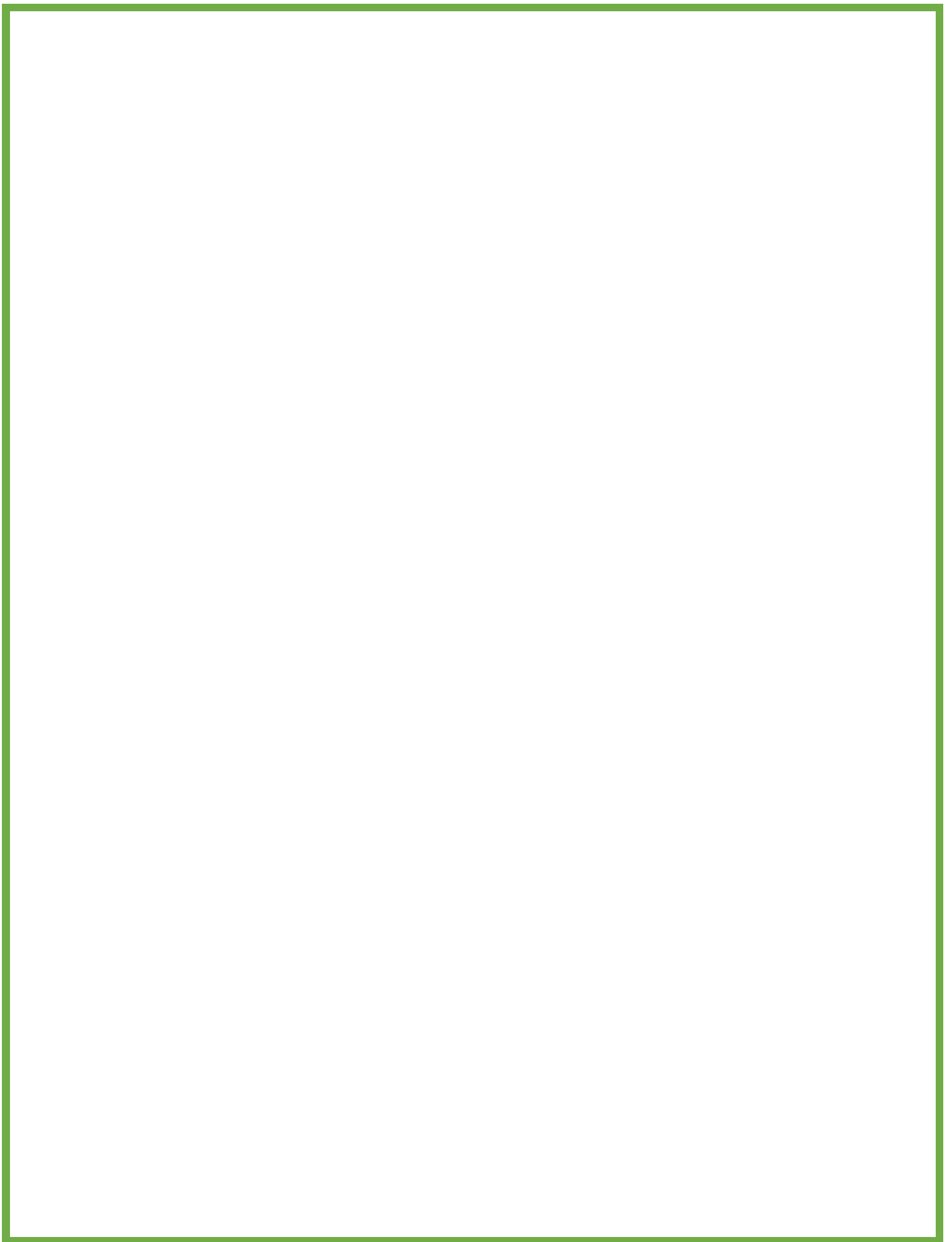


A message from ULI Washington:

The mission of the Urban Land Institute is to shape the future of the built environment for transformative impact in communities worldwide. ULI Washington, a district council of ULI, carries forth that mission by serving the Washington region, in both public and private sectors, by providing programming and thought leadership to advance the real estate industry and enhance the overall economic competitiveness of the region.

ULI Washington is among the strongest district council networks in the world. With a membership network that exceeds 2200 members, ULI Washington is the second-largest district council in the United States. Our network spans the 23 jurisdictions in and around the Metropolitan Washington region, including Washington, DC, and the surrounding counties in Maryland and Virginia. Our members are involved in all aspects of the real estate development and planning process – private, public, and non-profit.

ULI Washington welcomes its fourth Pathways to Inclusion cohort into the fold. We deeply care about the future of ULI Washington and share a desire to see the district council and the industry strengthened by attracting a more diverse membership that better represents our region. Thank you for expressing interest in this program, and welcome to ULI Washington!





Gabriella Aguirre

Director/Senior Project Manager
Milken Center for Advancing the American Dream
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Gabriella Aguirre is an experienced Design and Construction Project Manager and Registered Architect who has been facilitating the creation of corporate workplaces, higher education, institutional and residential spaces for over ten years. Originally from Puerto Rico, Gabriella holds degrees in Architecture from the University of Puerto Rico and the University of California at Berkeley. She honed her skills as a design thinker, creative problem solver and team leader in renowned architecture and real estate companies in NYC, before relocating to the capital region to lead institutional projects as Development Project Manager. Key completed projects include corporate headquarters for Fortune 100 companies throughout the US and Canada, the Harvard Kennedy School of Government in Cambridge, MA, and the Marist College Executive Center in New York City. Currently, she leads the planning, design and construction of the Visitors Center, Conference Center and Headquarters for the Milken Center for Advancing the American Dream and Milken Institute in Washington, D.C.



Agaazi Berhane

Project Manager
BW Legacy
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Agaazi Berhane works in Real Estate and Commercial Development. He's worked on large commercial projects such as high-rise luxury apartments and new home constructions both here in the United States and in Ethiopia.

Agaazi graduated from Rider University with B.S. in Marketing and International Business and a M.S. in Global Management from Tongji University in Shanghai, China. In his free time, he enjoys playing tennis and soccer, and is an avid runner.



Jordan Camp

Underwriting Analyst
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Jordan Camp is an Underwriting Analyst in the Affordable Housing Group with Berkadia Commercial Mortgage, a leader in the commercial real estate industry, providing Mortgage Banking and Investment Sales Services. Passionate about Affordable Housing, Jordan is driven by changing the current landscape of Affordable Housing Development. Previously, Jordan worked as a Sales and Leasing Associate with NAI Michael, a brokerage in Prince George's County. Jordan graduated with a degree in Political Science from Spelman College in 2017. In addition to her current role, Jordan is a volunteer tennis coach with Prince George's Tennis and Education Foundation and a Track and Field coach with the Special Olympics.



Melissa "Gabby" Garcia

Development Manager
Lidl US
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Gabby Garcia was born and raised in Northern Virginia and moved back to the area in 2019 after living in Miami and New York City after undergrad. She went to The College of William and Mary where she completed a double major in Economics and International Relations. She started her career in Miami as Project Administrator for DBI, a construction consulting firm, headquartered in New York City. During her time there, she focused on evaluating damaged buildings across North America on behalf of insurance carriers. After 6 years at DBI, she pursued her Master's in Real Estate at Georgetown University while working as Project Manager for a multi-family development firm, Lock7 Development. In 2021 she joined 10Square Development, a DC, local multi-family development firm, as Development Associate where she led the entitlement process and the overall lifecycle of projects.

Gabby is currently Development Manager at Lidl US, a German international retailer chain, where she focuses on their expansion throughout Maryland and DC. She is responsible for delivery of the overall real estate development lifecycle which starts at the site identification and acquisition stage through due diligence to construction and to the turnover to the operational business unit.



Cory Haqq

Senior Associate
Marcus & Millichap
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Cory Haqq specializes in the brokerage of multi-family properties. With over 14 years of commercial real estate experience, he has successfully transacted assets throughout New York, Georgia and the Washington D.C. area.

Cory's expertise in managing all aspects of commercial real estate, asset management and long-term client relations led him to join Marcus & Millichap's Washington D.C. office as a senior associate in 2020. He was an honoree of Buffalo Business First's 40 Under 40 in 2016 and currently serves as a member of Western New York's Workforce Investment Board.

Prior to joining Marcus & Millichap, Cory flourished as an associate broker with Hunt Commercial/Hastings Cohn Real Estate in Buffalo, NY, where he managed acquisitions and dispositions of industrial, retail, office and multi-family properties.



Kaliah Lewis

Park Planner
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Kaliah Lewis is a Park Planner with the Maryland National Capital Park and Planning Commission. She earned her Bachelor of Science in Recreation and Park Management from East Carolina University, and her Master's in Urban and Regional Planning from Florida Atlantic University. When not working, Kaliah coaches gymnastics and enjoys tending to her plants and traveling.



Evan Mungo

Senior Consultant
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Evan Mungo is a Virginia native and relocated to Washington, D.C. from Los Angeles, California during August 2021. He spent time studying and living in Beijing, China and holds a BBA from The College of William and Mary where he completed a double major in Finance and Chinese Language and Literature. Evan began his career as a Financial Analyst in Wells Fargo's Corporate Banking Division focused on underwriting and structuring credit facilities for investor real estate transactions, acquisitions, and leveraged buyouts. After the analyst program, Evan transitioned to private equity as an Asset Manager responsible for a domestic real estate portfolio of creative office, retail, and industrial assets. He played an integral role in evaluating new acquisitions, overseeing property operations, and managing the entitlement process for large-scale development projects in Southern California.

Evan currently serves as a Senior Consultant on the North American Real Assets team at Lionpoint Group, a global management consulting firm headquartered in New York City. He advises his clients on data and technology strategy, performs target operating model analyses, and implements a variety of front and middle office technology solutions such as Yardi, RealPage, Juniper Square, and Argus.



Matthew Plunkett

Owner
Affinity Homes
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Matthew Plunkett is from Lake Worth Florida and studied Business and Accounting at the University of Florida. He has lived in Washington, DC and Maryland for the past five years and currently works as an Enterprise Sales Executive, where he advises clients on ways they can improve their business with technology, as well as manage existing customer relationships. In addition, he started a real estate investment company, Affinity Homes. He currently invests/manages multi-family and single-family homes in DC, Maryland, and Florida. He is looking forward to the opportunity to be a part of the cohort to network with peers, learn as much as he can, and share his experiences with the group.



Hui Sheng

Project Architect

Perkins Eastman

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Hui Sheng is an architect at Perkins Eastman's DC office, with a passion for K-12 practice area, real estate, renovation projects and sustainable design. She is interested in enhancing the users' experiences and connecting the broader community through designing, renovating and creating spaces for people. After receiving her Bachelor of Architecture in Chengdu, China, Hui decided to come to the U.S for further study and received her Master of Architecture from Syracuse University. She enjoys and appreciates experiencing all different kinds of cultural diversity.

In her free time, Hui likes to explore nature as well as to strengthen her body and mind by doing yoga, hiking, jogging, swimming, and learning martial arts.



J. Brooks Staley

Site Acquisitions Associate

Bozzuto Development Company

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Brooks Staley is currently a Site Acquisitions Associate for Bozzuto's Development Company. He is responsible for sourcing, underwriting, and due diligence for all developable sites throughout Bozzuto's geographic footprint. Prior to joining the Bozzuto team, he spent six years with CoStar's Advisory Services as a senior consultant where he advised pension funds, private equity firms, sovereign wealth funds, government regulatory bodies, and other institutional owners on commercial real estate strategy, development, risk, and investment. Brooks earned a Bachelor of Arts in Journalism from the University of Maryland, an MBA from Indiana University's Kelley School of Business, and is working on a Master's in Real Estate Development from Georgetown University.



Kurien Thomas

Business Analyst

IBM

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Kurien Thomas is the creator, host, editor, and producer of [SeroTunein](#), his media brand of videos and podcasts that highlight social psychology and the Indian-American experience. He is also an actor and songwriter, and hosts speed dating events around Washington D.C. Architecture and urban design inform Kurien's creative journey as many of his most interesting interactions come from his every day, quirky interactions living in the Washington, D.C. area. Aside from his creative work, Kurien works as a federal consultant at IBM, leading the development of a Charter Schools grant management system for the Department of Education. In 2021, Kurien graduated from the University of Virginia where he studied Public Policy and Leadership and Social Entrepreneurship. His interests include mixed-use development, product development, brand management, impact investing, and innovation consulting. He strives to translate technologies into meaningful experiences.



Kendra Whitaker

Executive Director

MORE Inc.

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Kendra Whitaker, a native Washingtonian, began her career as a teacher for the hearing impaired in the Wake County, North Carolina and DC Public Schools. After four years of service, Kendra transitioned from public education to a successful career in the real estate industry as a realtor serving DC, Maryland and Virginia. Over the past 12 years, Kendra has found joy in helping families, organizations and investment-savvy individuals turn dreams into realty [sic].

Following her passion for serving marginalized communities, Kendra expanded her reach and co-founded MORE, a nonprofit organization, in Fall 2021 with her husband Jason. MORE, which officially received its 501c3 status in March 2022, operates with a mission to spur small business and entrepreneurship, while simultaneously providing greater access to housing that individuals and families can afford. It partners with Kendra's organization, Grey Crown Investments, LLC, which is an emerging, minority owned development firm in Washington, DC.

Kendra proudly bears the entrepreneur's spirit and enjoys motivating and inspiring others (especially family and friends) to do the same. She, Jason and their three kids are currently spending 2022 road-tripping and exploring the USA to learn more about the black imprint on American development.



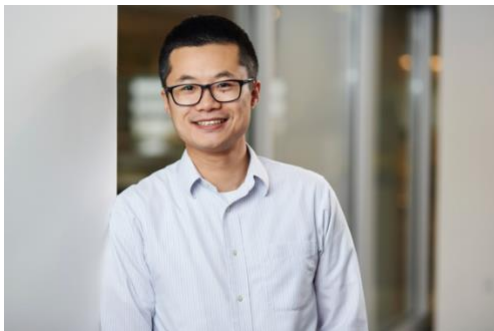
Darius White

Real Estate and Economic Development Associate
East Baltimore Development, Inc.

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A true creative entrepreneur, Darius is a Real Estate and Economic Development Associate with East Baltimore Development, Inc. He has catered his career around community focused planning and development, creating inclusive spaces for all people to exist in. A multifaceted designer, Darius has helped design and develop spaces such as Sandlot Georgetown, Sandlot Anacostia, Cross Street Market in Baltimore, as well as a portfolio of pop-up spaces programmed for culture to thrive.

Darius manages his work as a Real Estate Developer with his passions. He is also an adjunct professor in the Architecture and Community Planning Department at University of District of Columbia.



Chen Zhao

Associate
Perkins Eastman

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Chen Zhao is an architect and associate at Perkins Eastman's DC office with around ten years' experience in architecture, interiors and large scale. Chen's body of work encompasses diverse project types such as senior living, K-12 schools, workplace, mixed-use and residential projects located in different climates and regions such as DC, Maryland, Virginia, New York, Florida, Abu Dhabi, and Saudi Arabia. Chen believes good design responds to the unique cultural and climate context, requires cross-disciplinary collaboration, can add great value to all the stakeholders and make meaningful impact on the built environment. His well-rounded technical skills, experience throughout each project phase, out of the box thinking and strong communication skills ensure the projects moving forward effectively and meeting the design goals, budget, and schedules. His inquisitiveness and the ability to see the big picture have brought clarity to projects' complex issues and helped the team to make sound decisions.

Chen is an integral member of Perkins Eastman's Diversity, Equity and Inclusion committee and the leader of PE Asia advocacy group in Perkins Eastman's DC office. He has a keen interest in leadership development and has been selected as one of the scholars of AIA DC's Christopher Kelly Leadership Development Program in 2022.

