





GOVERNMENT OF THE DISTRICT OF COLUMBIA  
Executive Office of the Mayor  
Office of the Deputy Mayor for Planning and Economic Development

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## Questions for Respondent Teams

If you have a question that you would like answered by a Respondent:

- Please write the comment down on an index card.
- Index cards will be collected and read to the respondents to answer.
- Be sure to indicate if the question is for a specific respondent(s) or all respondents

**No questions will be taken in between presentations.**

If you cannot stay until the end of the night, please check the DMPED website:

<http://www.dmped.dc.gov>

<http://dmped.dc.gov/DC/DMPED/Opportunities/Development+Opportunities+and+Solicitations>

Questions and answers will be recorded and posted by Wednesday 28 November.



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## Comments

If you have a comment that you would like considered  
by the Selection Recommendation Panel:

1. Email the comment to: [dcbiz@dc.gov](mailto:dcbiz@dc.gov)
2. Mail the comment to:  
Ivan Matthews  
Project Manager  
Office of the Deputy Mayor for Planning & Economic Development  
1350 Pennsylvania Avenue, NW  
Washington, DC 20004

Deadline to Submit Comments:  
Friday, 14 December, 2012, 5:00PM  
*(postmarked)*

**Project:** Parcel 42

**Subject:** Questions and Answers presented during Community Presentations by development teams on 14Nov2012

**Questions regarding number of affordable units and AMI levels:**

Q: Will there be any effort to make at least 50% of units affordable at 30% AMI?

Q: What is 20% affordable? How did you arrive at 20%? Affordable in what amount?

Q: [For Ten Square/Chapman Development Group] How many affordable units do you have?

Q: At what percent of the AMI is your portion of affordable housing set?

Q: What is your definition of “affordable”?

Q: [For United House of Prayer] What are your levels of affordability?

Q: [For Ten Square/Chapman Development Group] How many units do you propose? How many affordable units?

Q: [For Ten Square/Chapman Development Group] What is the affordable housing breakdown, if any? What is the total number of units?

**Responses:**

<b>Development Team</b>	<b>Total Number of Units</b>	<b>Number of Affordable Units</b>	<b>AMI Level</b>
Baywood Hotels/Dantes Partners	102 (extended stay hotel suites) + 22 ADUs	22	50%
Ten Square/ Chapman Development Group	105	21-22	Mixed levels, average of 50% AMI
Warrenton Group/Four Points	109	9	5 units @ 80% AMI, 4 units @ 50% AMI
Neighborhood Development Corporation	99	20	10 units @ 80% AMI, 6 units @ 60% AMI, 4 units @ 30% AMI
United House of Prayer	50	10	60-80%
Pounds/Jubilee Housing	100	40	0-60%, with average of 50% AMI

**Q: [For Neighborhood Development Corp] Are scholarships for primary education, secondary, or college? How does this money stay helping the neighborhood versus working with local charters?**

We want to develop this idea with the community. We will meet with community members to get an understanding of what they want to see with this program. We will then design the program together with the community.

**Q: Can each of you identify where you are headquartered?**

Baywood Hotels/Dantes Partners: DC – Georgia Avenue

TenSquare/Chapman Development Group: DC – Conn Avenue

Warrenton Group/Four Points: DC – 2216 MLK Jr Ave, SE

Neighborhood Development Corp: DC – Petworth,

United House of Prayer: DC – Shaw

Pounds/Jubilee Housing: [Pounds] DC – 500 H St, NE; [Jubilee] DC – Ward 1; [Sorg] DC – 9<sup>th</sup> Street and U Street, NW

**Q: Which developers will proceed based on construction financing or mortgage financing? What is the alternative if the financial market tightens up?**

Baywood Hotels/Dantes Partners: This is a challenging site, but we are known for financing affordable housing in DC (example: O Street development – \$42M investors). We have identified a use for this site that can be financed regardless of market conditions.

TenSquare/Chapman Development Group: We are the lead developers on dozens of projects, and we have never not been able to close. We are financing this project with total confidence.

Warrenton Group/Four Points: We are confident that we can deliver. At Progression Place, we have shown diligence, hard work, and creativity. With that project and others, we have demonstrated success during the recession.

Neighborhood Development Corp: We are extremely confident in our financing. We have a \$3B local capital partner. We have a great track record of 33 successful projects in DC.

United House of Prayer: We have 80-year roots in the Shaw neighborhood and in DC. We don't need any outside financing.

Pounds/Jubilee Housing: Pounds is committed with equity and debt. We will be able to finance this project. In the last 3-5 years, we have been able to successfully pull off our projects despite the economic downturn. We have a menu of subsidy options, and need only one or two.

**Q: What is the estimated construction period for your project?**

Baywood Hotels/Dantes Partners: 22 months

TenSquare/Chapman Development Group: 24 months

Warrenton Group/Four Points: 24 months

Neighborhood Development Corp: 16 months for construction, total = 28 months

United House of Prayer: 12-18 months

Pounds/Jubilee Housing: 18 months

**Q: Where would the loading dock for the grocery store be located (i.e. where would food delivery trucks come in)?**

Baywood Hotels/Dantes Partners: Off the alleyway

TenSquare/Chapman Development Group: Off the alleyway

Warrenton Group/Four Points: Off the alleyway

Neighborhood Development Corp: Off the alleyway, has signed letter of intent from grocer

United House of Prayer: Will meet with the community to decide the best placement

Pounds/Jubilee Housing: No grocer slated for building

**Q: [For Warrenton Group/Four Points] What kind of retail will the second floor hold?**

We will have “sweet retail,” which we will determine based on demand. We have a vibrant public realm, and a Metro station close by – this space can house great retail!

**Q: [For Pounds/Jubilee Housing] How many live-work units are proposed? Are any affordable?**

There will be six (6) live-work units, one (1) of which will be affordable.

**Q: [For Warrenton Group/Four Points] You have proposed more total square footage than allowed. How will this be addressed?**

We believe that we are consistent with the zoning law. We are planning on a PUD, as asked for in the RFP, and we are maxing out on density with our proposal.

**Q: [For Neighborhood Development Corp] Crowdsourcing – what do you offer as a return on investment?**

We are in the preliminary stages of fleshing out this proposal. The developers will be coming in on the same basis as everybody else. We invite you to grow with us.

**Q: [For United House of Prayer] Can you discuss your plans for LEED certification?**

All of our buildings are energy efficient. Good design is design that lasts. Our buildings have larger units, cross ventilation, and are made of high quality materials. For Parcel 42, we aim to be LEED certified.

**Q: Can any of you provide affordable housing if DC/Federal government does not give you subsidies for residents or tax incentives?**

Baywood Hotels/Dantes Partners: Don't need it, don't want it

TenSquare/Chapman Development Group: No subsidy needed

Warrenton Group/Four Points: No subsidy needed

Neighborhood Development Corp: No subsidy needed

United House of Prayer: No subsidy needed

Pounds/Jubilee Housing: Will use creative financing, may be a slight reduction in the number of units

**Q: If tax credits or other government incentives are not made available, will your proposal change?**

Baywood Hotels/Dantes Partners: Our proposal will not change. 100% of the financing is coming from within the company. We are also looking to attract foreign investment through EB5.

TenSquare/Chapman Development Group: We have 6 financial institutions ready to fund on award.

Warrenton Group/Four Points: Our proposal won't change.

Neighborhood Development Corp: Our proposal won't change, have a \$3B capital partner

United House of Prayer: Our proposal is not changing.

Pounds/Jubilee Housing: We don't want to build an unreal building. We want to reach the deepest affordability with 40 units at an average of 40% AMI, if at all possible.

PARCEL 42 Respondent Team Presentations to the Community  
14 Nov 2012

WATHA T DANIEL LIBRARY

NAME	COMPANY	EMAIL	PHONE NUMBER
ANDREA CRESITTI			
Ronke Spoba	Dawkes Partners	ronke@dawkespartners.com	2588-8254
Zounerie D. Braxton		ZDBRAXTON@VERIZON.NET	
Linda Baptist			202-289-8180
Wayne Jenkins	OJ Firestop	wayne@ojfirestopllc.com	202 705-2524
Emmanuel J. Roberts Jr		stonesleader83@yahoo.com	(210) 421-8417
Monja Belzair	George Mason University	mbelizai@gmu.edu	(267) 974 8777
Justin Rodriguez	Take Back the Land DC	justinr@cearth.org	
Doretha Harrison	Lincoln Westmoreland II Resident	daharrison@ymson.com	2/709-0670
Melanie Pinkert		mspinkert@gmail.com	202-361-6444
Xian King	Lincoln Westmoreland II	Xian.King71@yahoo.com	2/980-3575-
Shanita Brown	Lincoln Westmoreland II	shanita_b07@yahoo.com	2525-3376
Geraldine Fields	Lincoln Westmoreland II		2/232-4319

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14 Nov 2012

WATHA T DANIEL LIBRARY

NAME	COMPANY	EMAIL	PHONE NUMBER
Anna Shapiro	DHCD	anna.shapiro@cdc.gov	2-442-7221
Margaret Stevens	self	Margaret_Stevens@yahoo.com	
Matt Sislen	SHAWTZ	MATTSISEN@GMAIL.COM	24875445
CHRISTIAN	''	JORDAN@AUDUBONOUTRIGUES.COM	25045133
FRANK WIGGINS	UTOPIA	FSWIGGINS@GMAIL.COM	2-658-1560
Jordan Knight	Jordan Knight		
Robert Ransom Jr.	<del>UTOPIA</del> SELF	RRANSOM91@YAHOO.COM	609-214-5339
Kofi Meroe	Dantes Partners	Kofi@dantespartners.com	202-642-9255
Shanita Brown		Shanita07@yahoo.com	202.525.3376
Greg Upman	Studio Upman	gu@upmanarchitects.com	415.317.3272
KAREN DAVIS	SC HA	godlovesKARENandchanel@gmail.com	202 391.0838
BEN NORKIN		bennorkin@msc.com	202-578-7094
Nooni Leatis	SRA	nooni@reatig.com	202 270 4540

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WATHA T DANIEL LIBRARY

NAME	COMPANY	EMAIL	PHONE NUMBER
Darryl Pounds	Pounds	darrylpoundsdc.com	202.454.1468
Nick Hunter	Pounds	nick@poundsdc.com	202-543-9431
Artis Peters	United House of Prayer		443-5700673
Diana McKinney	NDC	amckinney@neighborhooddevelopment.com	202-567-5212
Michael Alencsek	WTA	MALENCSEK@ASSOCIATES.COM	202-349-0742
LaToya Thomas	WTA	lthomas@wiencsek-associates.com	202-349-0742
Appelle Scoven	UROP	apscoven@hotmail.com	202-289-9890
Shirley Wilkins	UROP	for meeting	202/26555330
Andre' Johnson	The Warrington Group	andrejohnson@warringtongroup.com	202)478.6299
Josh Kern	TeaSpace	josh@teaspacespace.com	202 277-9627
Sasha Perren	R2L ARCHITECTS	SROSEN@R2L-ARCHITECTS.COM	202-600-7232
Jim Kumfer	ONE DC	tdkumfer@gmail.com	202-224-4900
John Tatum	Bank of America	john.tatum@baml.com	214-577-7791

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NAME	COMPANY	EMAIL	PHONE NUMBER
Mildred Fields	Lincoln westmoreland II		7483-3705
Nadine Lee	Lincoln Westmoreland Apts.	—	—
Nadia Johnson	Lincoln Westmoreland II Apts	—	—
DAVID KNIGHT	Neighbor	—	—
ROSANNA BROADBENT	Neighbor	—	—
JEANNETTE DUGAR	Lincoln Westmoreland II	j-dugar28@yahoo.com	
Tiffany McGill	Lincoln Westmoreland II		
Martha Maxwell	Lincoln Westmoreland II		
Ben Tesfeye	bl Street Parking	ben@blstreetparking.com	
Timothy Chapman	Ten Square		
A. Parks	Arc 2C	FD/RC/ARC@gmail.com	2/518 3794
Pleasant Mann	Shew Main Streets	Pmann1995@gmail.com	202-518-3799
Mary Sutherland	RIP/ECHA	—	2)328-6550

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NAME	COMPANY	EMAIL	PHONE NUMBER
Margaine Hunt	UHP		202 765-3001
Monica Lewis		mail2Lewis@gmail.com	
Cia Brown	UHP	omb1177@yahoo.com	
Johanna Woodard	UHP	jwoodard3@yahoo.com	276-3597
Kira Goodman	SPA	kira@reatig.com	
Clyde Barrow		stelder@yahoo	2345.1471

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WATHA T DANIEL LIBRARY

NAME	COMPANY	EMAIL	PHONE NUMBER
Stan Vondrie	Four Points	stan@vondrie.com	2/449-9872
Manuel Williams	Ten Square	Manuel@Tensquaregroup.com	
Bo Mentisti	Mentisto Group	Bo@mentistigroup.com	2/243-7377
D. Mowder	ONE DC		
Mark Mastello	Student AU		
Huan Kung	Lincoln Westmoreland	Kuan Kung, 71@yahoo.com	2-946-3575
Dorothy Harrison	Lincoln Westmoreland II	doharrison@msn.com	2/709-0670
Geraldine Fields	Lincoln Westmoreland II		2/282-4319
Mildred Fields	Westmoreland II		2/483-3705
FRED TAYLOR	<del>Westmoreland II</del> Resident	fredtaylor@verizon.net	2/667-9620
Jason Fudin	N/A	Jason.fudin@gmail.com	

