



## The Exploris School

### Exploris BOD Special Meeting - Facilities

#### Facilities consultant contract

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#### Date and Time

Thursday February 2, 2023 at 3:00 PM EST

#### Location

The Exploris School Board Special Meeting

Thursday, February 2 · 15:00 – 16:00

Google Meet joining info

Video call link: <https://meet.google.com/pvf-vkmo-kuq>

Or dial: (US) +1 417-719-9965 PIN: 183 572 021#

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#### Agenda

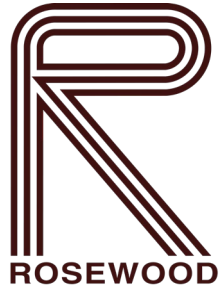
	Purpose	Presenter	Time
<b>I. Opening Items</b>			<b>3:00 PM</b>
A. Record Attendance			1 m
B. Call the Meeting to Order			1 m
<b>II. Facilities</b>			<b>3:02 PM</b>
A. Rosewood Properties Consulting Contract	Vote	Josh Corbat	20 m
<b>III. Other Business</b>			<b>3:22 PM</b>
A. Any other business			5 m

	Purpose	Presenter	Time
<b>IV. Closing Items</b>			<b>3:27 PM</b>
<b>A. Adjourn Meeting</b>	Vote		

# Coversheet

## Rosewood Properties Consulting Contract

<b>Section:</b>	II. Facilities
<b>Item:</b>	A. Rosewood Properties Consulting Contract
<b>Purpose:</b>	Vote
<b>Submitted by:</b>	
<b>Related Material:</b>	2023.01.25_EXPLORIS SCHOOL PROPOSAL.pdf



**The Exploris™ School**  
*Empowering Learners to Improve Our World*

# PROPOSAL

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**Client:** EXPLORIS SCHOOL  
17 S. Swain Street  
Raleigh, NC 27601

**Project:** THE NEW EXPLORIS SCHOOL

**Date:** January 25, 2023

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**Notice:** Document contains confidential information.





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## STATEMENT OF INTEREST

Rosewood Strategies ("Rosewood") is excited to present our team's interest in providing Financing and Development Advisory Services for the acquisition, development and construction of 111 Hargett Street (the "Project").

Rosewood is an integrated real estate development company focused on strategic development opportunities that make an impact on people lives. Founded in December 2017, our goal is to grow a unique and dynamic enterprise that participates in the revitalization of emerging neighborhoods, preserves affordable housing, assists non-profits seeking real estate advisory services, and supports early entrepreneurs in the arts, retail, and food and beverage spaces.

As illustrated in the forthcoming pages, Rosewood's team has extensive experience in financing of complex real estate development and construction projects; and much of our experience has been grounded in financing and development of community nonprofit spaces projects like yours.

Rosewood's team is experienced in real estate acquisitions, underwriting, due diligence, entitlements, finance, and development, and in preparing and submitting compelling packages for financing from municipal agencies, grant makers, investors, and lenders using products that include tax exempt bonds, New Market Tax Credits ("NMTCs"), and Low-Income Housing Tax Credits ("LIHTCs"). Rosewood's scope of work for its clients typical includes acquisition and predevelopment financing, construction financing, development management, construction management, community engagement for complex real estate projects.

Rosewood is excited to provide high-quality real estate development and financing advisory services. We take on our clients' mission during our engagements and our goal is to further grow Exploris School's impactful, innovative, and inclusive educational programs so that the school can continue to achieve extraordinary life outcomes for its students.

We are pleased to present our qualifications and past performance for your consideration.

Sincerely,

A handwritten signature in black ink that reads "D. McKinney".

**DIARRA MCKINNEY**

Principal





# COMPANY PROFILE & PROJECT TEAM





## ABOUT ROSEWOOD

**Rosewood Strategies** is an integrated real estate development company focused on strategic high-impact development opportunities in the Mid-Atlantic and Southeast United States. Rosewood’s goal is to grow a unique and dynamic enterprise that participates in the revitalization of emerging neighborhoods, preserves affordable housing, assists non-profits seeking real estate advice, and supports early entrepreneurs in the arts, retail, and food and beverage.

Rosewood’s approach is to identify neighborhoods with high potential for revitalization and implement creative, strategic, long-term investments in viable real estate projects. We are a growth company—fine-tuning our business model, growing our portfolio of work, expanding geographically, and focusing intentionally on emerging neighborhoods in Washington, DC, Virginia, and North Carolina. As we pursue our strategic journey, we are investing in resources that will lead to promising opportunities that will affect change in the neighborhoods where we finance and develop projects.

For over a decade, the Rosewood principals have executed more than 50 real estate transactions, representing nearly \$1 billion of investment value.





## **MINORITY/WOMEN/BUSINESS ENTERPRISE (M/WBE)**

Rosewood's commitment to diversity and inclusion is demonstrated in virtually every aspect of our business. All members of our team are underrepresented minorities, with forty percent of the staff identifying as female. Our team has a track-record of working collaboratively with other firms, consultants, and clients that are similarly committed to equity, diversity, and inclusion. Many of our clients are nonprofits whose missions are aligned with ours, most of which provide programming, community support, and housing opportunities to underserved and vulnerable populations, which disproportionately include underrepresented minorities and women.

Rosewood has been successfully meeting the CBE and M/WBE goals established by our clients in hiring. We have continued our outreach and partnership with CBE and M/WBE businesses, and with the help of the local organizations such as Advisory Neighborhood Commissions (ANCs) and the DC Department of Small and Local Business Development (DSLBD), we always meet or exceed established minority and women participation goals.

We are a 100% African American owned business, 80% of our employees are African American, and 100% of our employees are Black, Indigenous, and People of Color (BIPOC). We seek to maximize our work with CBE and M/WBE companies on all our projects.







**DIARRA McKINNEY**  
Founder & Managing Principal

### CORE COMPETENCIES

- Acquisitions
- Underwriting
- Structured Finance
- Predevelopment
- Strategic repositioning of assets
- New Market Tax Credits
- Low Income Housing Tax Credits
- Tax Exempt Bonds
- Industrial Revenue Bonds
- Public affairs & community engagement

Diarra McKinney, JD/MBA, Co-founder and Managing Principal of RosewoodStrategies, directs all acquisitions, entitlements, design, and pre-development efforts, leads the execution of landmark development projects and plays a key role in negotiating major transactions. Diarra has over 13 years of real estate development experience and has executed over \$150 million of opportunistic real estate acquisitions, which represent over \$680 million in ground-up development costs and over \$1B in gross asset value.

The foundation for Rosewood was laid inside a small apartment in Washington, DC by parents of managing principal, Diarra McKinney. While raising seven children with a strong determination that one day their children would be doctors, lawyers, scientists, and engineers, Diarra's parents instilled in their children the belief that they would change the world. This is the vision that birthed Rosewood Strategies. In 2018, after more than a decade serving in leadership positions at Washington, DC based real estate development firms, Mr. McKinney founded Rosewood Strategies. Rosewood's real estate development and finance division prides itself on developing high impact institutional assets, affordable and mixed-income communities, infill retail concepts, as well as market-rate single family, condo, and mixed-use projects in urban neighborhoods throughout the Washington Metropolitan region. Rosewood explicitly incorporates innovative and impactful architecture, landscape, and interiors in all its projects.

In his previous role as Vice President of Acquisitions and Development at Neighborhood Development Company Mr. McKinney was responsible for acquisitions, project finance, and predevelopment. In this role Mr. McKinney led the company's efforts to acquire ground-up development sites and existing buildings that fit the firm's investment profile. Prior to joining NDC, Mr. McKinney worked at as a Development Executive at Clark Realty Capital and as Director of Acquisitions at Ditto Residential. While at Clark Realty Capital, Mr. McKinney managed predevelopment activities for a \$3.5 billion, 140-acre mixed-use public/private development project in Washington, DC, among other projects ranging in size from \$60 million to \$300 million. While at Ditto Residential, Mr. McKinney was responsible for sourcing and closing all new acquisitions for the firm. Throughout his career, Mr. McKinney career has focused his efforts on development opportunities ranging from \$20 – \$250 million in total capitalization.

Prior to his business and legal endeavors, Diarra spent two years as a high school mathematics teacher and mathematics department coordinator at the Friendship Collegiate Academy in Washington, DC, where he taught 9th and 10th grade students. Mr. McKinney is a native Washingtonian and a proud graduate of Washington, DC public schools. He holds a BA from Stanford University, a JD from Yale Law School, and an MBA from Harvard Business School.



**KEVIN BROWN, LEED AP**  
Principal

Kevin Brown has more than 25 years of experience in construction and development management. Mr. Brown brings his expertise in delivering quality projects on time and within budget to every client. He has worked on projects of sizes ranging from \$5M to \$60M and understands the complexities involved in the entitlement, predevelopment, and construction phases. His recent experience includes managing the development and construction of several mixed-use developments in the District of Columbia. His recent experience includes managing the development and construction of several multifamily and mixed-use housing developments in the District of Columbia.

In addition to his construction expertise, Mr. Brown has worked closely with regulatory agencies and neighborhood-based community representatives and organizations on multiple projects and is able to help his clients navigate the various approval processes required in order to deliver a successful project.

Mr. Brown holds a Master of Environmental Science from the Johns Hopkins University and a Bachelor of Science in Civil Engineering from the University of Maryland, College Park. He is also a LEED Accredited Professional credentialed in Building Design and Construction (BD+C).

**CORE COMPETENCIES**

- Consultant Management
- General Contractor Management
- Predevelopment
- Entitlement
- Permit Management
- Financial Management
- Scheduling
- Utilities



**RUSS WHEELER**  
Director of Development

Russ Wheeler has been instrumental in the development of large mixed-use residential, office, and retail development projects throughout the Washington DC metropolitan area. Over his tenure in the real estate industry, he has led development efforts for the successful delivery of ground up new construction, adaptive reuse, as well as historical renovations projects. As a senior-level real estate professional Mr. Wheeler has direct experience overseeing the development activities of complex real estate development projects and has exhibited a proven track-record of success, by consistently delivering projects on time and under budget.

His abilities include managing projects from: (i) pre-development; (ii) entitlements; (iii) financing; (iv) project pricing and bidding review; (v) construction and development; (vi) to stabilization/delivery. Mr. Wheeler has experience developing projects in all three local jurisdictions, which include Washington DC; Maryland, and Virginia. One of Mr. Wheeler’s crowning accomplishments includes overseeing the development of two large mixed-use development projects located in Rockville Maryland—the projects combined yielded over 850,000 sq. ft. of residential and retail/commercial space. Mr. Wheeler serves at the point of contact for Owner’s and oversees all aspects of the development process including, review of consultant contract, building design, contract negotiations, bidding and general construction, change order review and negotiations, and project closeout.

Mr. Wheeler holds a Master’s in Real Estate Development from University of Maryland College Park and a Bachelor of Science in Finance from Virginia Tech. He is also a licensed real estate salesperson in Washington, DC and Maryland.

**CORE COMPETENCIES**

- Predevelopment
- Entitlement
- Financing
- Project Pricing and Bidding Review
- Construction Management
- Stabilization/Delivery



# PRICE PROPOSAL







## SCOPE OF WORK

Rosewood has demonstrated expertise in acquisition, finance, development, and construction of mid-to-large sized high impact real estate projects.

We have provided a more descriptive narrative below which explains the role we would play on the team in more detail.

### ACQUISITION PHASE

**Site Identification** – Work with Exploris School, its stakeholders and key staff to identify sites that meet its program requirements. Recommend and select a site for acquisition.

**Contract Negotiations** – Negotiate letter of intent. Negotiate purchase and sale agreement.

**Due Diligence** – Manage all due diligence related to acquisition of the project.

1. Commissioning of title searches with title companies who focus on searching land records to determine whether encumbrances exist on property.
2. Procurement, presentation, and recommendation of bids for 3rd party services to assist Client with a comprehensive assessment of risks, including:
  - a) Environmental
  - b) Zoning
  - c) Historic
  - d) Site conditions
  - e) Building condition
  - f) Environmental conditions
  - g) Design
  - h) Survey
  - i) Civil engineering (if necessary)
  - j) MEP engineering (if necessary)
  - k) Structural engineering (if necessary)
  - l) Any other necessary consultant services to clients related to design and construction

**Underwriting & Financing** – Manage all underwriting related to financing of the acquisition.

1. Develop and update all financial pro formas, budgets, and models for financing, as requested.
2. Manage all application(s) for acquisition funding, and if necessary, pre-development funding and construction funding..
3. Manage the closing process for financing.
4. Create and update the project budget leading up to financing closing.
5. Manage process to obtain binding commitments from and negotiating with lenders.
6. Assist Client with obtaining commitments from and negotiating with gap funders, including grant funders, donors, and equity funders.
7. Assist Client with the corporate structuring of the purchasing entity and placement of equity from investor members, if required.

**Financial Management** – Manage all budgeting related to acquisition of the project.

1. Create and manage due diligence budget.
2. Provide budget updates at agreed-upon intervals.
3. Create and update the project budget leading up to financing closing.

**Scheduling** – Manage all due diligence related to acquisition of the project.

1. Develop overall due diligence and closing schedule.
2. Provide schedule updates to Client on a predetermined recurring basis.



# SCOPE OF WORK

## DEVELOPMENT PHASE

**Maintain Project Vision** – Work with Exploris School, its stakeholders and key staff to understand vision of the Project, create the financing plan, and refine the scope of engagement.

**Team Building** – Procure, present, and recommend bids for third party services to assist Client with a comprehensive assessment of risks. Rosewood will recommend CBE vendors, as requested by Client. Third party services will include (but is not limited to):

- i. Architecture & design
- ii. Civil engineering
- iii. MEP engineering
- iv. Structural engineering
- v. Environmental
- vi. Zoning legal
- vii. Transaction legal
- viii. Tax legal
- ix. Tax accounting
- x. Historic
- xi. Site conditions
- xii. Building conditions
- xiii. Other required design and construction related consultant services

**General Oversight** – Serve as a central clearing house and control point for successful financing of the Project, to guide and monitor the many decisions that must be made, and to direct and coordinate the flow of information and instructions among the various key stakeholders, including Exploris School staff and board, the landlord, the general contractor, the architect, and other parties responsible for the many facets of work involved in the completion of the project.

**Risk Mitigation Review** – Review project location, existing conditions, due diligence, program, and drawings to provide feedback related to potential financing execution risks. Present and confirm financing approaches that will best preserve the project budget, schedule, and program to ensure a seamless financing execution.

**Budget Coordination** – Create and update the project sources and uses leading up to financing closing. With input and assistance from Consultants and contractors, ensure the project budget meets NMTC investor standards. Advise Client regarding target budgets and estimated project costs. Work with Consultants and contractors to memorialize and quantify obscure or ambiguous scopes of work to ensure adequate detail is available for budgeting by GC or Client's vendors.

**Schedule Management** – Develop overall development and financing schedules; Provide schedule updates to Client on a predetermined recurring basis. Review and monitor development and construction progress schedules to inform the financing partners on project activities required to close on NMTC financing. Monitor the development and construction schedules and report to Client on the impacts on construction financing closing.



## SCOPE OF WORK

### CONSTRUCTION FINANCING PHASE

**Financing Team Leadership** – Lead the process of engaging NMTC attorney and accountant, conduct interview process, assist in selection of professionals, negotiate fee arrangement, and lead any legal structuring that must be completed to ensure NMTC compliance, tax compliance, and compliance with local laws. Liaise with Exploris School leadership and board to ensure board approval of key financing documents.

**Build NMTC Financing Team** – Assist Client in preparing comprehensive scopes of work for transaction attorney, tax attorney, and accountant (“Financing Consultants”) to mitigate transaction risks. Work with Client’s legal counsel to negotiate and draft agreements between Client and Financing Consultants. Ensure Financing Consultants perform their scopes of work proactively in accordance with the project schedule.

**Underwriting** – Develop and update all financial pro formas, budgets, and models for NMTC and or bridge financing. Create and update the project budget leading up to construction and/or bridge financing closing; Develop and maintain all financial pro formas and budgets necessary to successfully close on construction financing.

**Budget Maintenance** – Create and provide periodic updates to the financing budget leading up to financing closing. Coordination with Exploris School, the development team, including the architect and general contractor, to ensure budget and NMTC compliance.

**Obtain Gap Financing Commitments** – Obtain commitments from lenders and gap financing sources, including City of Raleigh, Wake County or State of North Carolina government sources. Negotiate term sheets and legal documents with lenders.

**Tax Credit Allocation** – Lead the process of obtaining an allocation of tax credits and commitments from investors and lenders. Manage any required corporate structuring of the Exploris School entities, manage Exploris School entity creation, legal structuring, and placement of equity from the investor.

**Financing Coordination and Closing Management** – Project lead with lenders and investor, obtain commitments from lenders and investors, and manage the closing process for acquisition, pre-development, and construction financing.

### CONSTRUCTION PHASE

**Team Coordination** – Coordinate and attend meetings with Consultants and Client, as necessary. Coordinate, clarify, and resolve any issues that may arise.

**Client Liaison and Reporting** – Consult regularly and meet with Client on an agreed upon scheduled basis. Report to Client on the progress of development and construction of the project.

**Construction Payment Application Review** – Review the payment application, lien waivers, and physical site conditions to ensure financing compliance requirements are complete and that the monthly construction draw funding can proceed with the lenders and investor. Liaise with the construction monitoring agent to address outstanding items required for funding. Together with Exploris School, the Architect, and others, we will review and provide recommendations for approval of the monthly application for payment from the general contractor.

**Change Orders** – Review all change order requests to ensure the needed information is there for lender/investor approval.

**Close-out** – Together with the Exploris School, ensure final close out of the construction phase of the financing to ensure a smooth transition to the operations phase of the project. Review budget to actual reports and reconcile any discrepancies. Manage close-out and return of unspent contingency funds to Exploris School.

**Compliance with NMTC Documents** – Review final Certificate of Occupancy and final work of general contractor to ensure compliance with the NMTC contract documents.



## FAIR PRICE STATEMENT

Rosewood warrants that the prices quoted do not exceed prices charged to non-governmental clients for the same services performed by the same individuals. We propose to complete this engagement on a fixed fee basis.

## PROPOSED ENGAGEMENT FEES

Fee by Phase	Fee Type	Rate	Months (est.)	ESTIMATED TOTAL
Acquisition Fee	Percentage Fee	2.5%	1	<b>2.5% of the acquisition amount</b>
Acquisition and Predevelopment Financing Closing Fee	Percentage Fee	3.0%	1	<b>3.0% of any financing dollars closed</b>
Construction Financing Closing Fee (New Markets Tax Credits)	Percentage Fee	3.0%	1	<b>3.0% of any financing dollars closed</b>
Development Management Fee	Fixed Monthly Engagement Fee	\$12,000/mo.	18	<b>\$216,000</b>

## EXCLUSIONS

**Services Not Provided** – Rosewood’s proposal is for development and financing advisory services only. This offering does not include legal, accounting, design, tax, or other services not specifically offered by Rosewood and expressly agreed to in writing by the parties (“Excluded Services”). To the extent Excluded Services are required by Exploris School, Exploris School will directly engage others to perform the Excluded Services.



# RELEVANT EXPERIENCE







**Martha's Table  
Washington, DC  
\$30M**

New Market Tax Credits; Source Loan; Bridge Loan  
43,500 Square Footage  
2016-2020 (complete)

Rosewood led the due diligence, acquisition, New Market Tax Credit financing, predevelopment, and development of Martha's Table's new 43,500 sq. ft. headquarters project at the Commons at Stanton Square at 2375 Elvans Road, SE in Ward 8. Rosewood financed the project closing on a total financing of \$28,419,055 in New Market Tax Credits (comprised of an \$18,974,200 leverage loan and \$9,444,855M of net NMTC equity).

The transaction included NMTC allocations from four CDE's (LISC, Capital Impact Partners, City First, and Morgan Stanley), and included one investor, Morgan Stanley. Rosewood coordinated the NMTC transaction and managed the legal team, the accountants, and internal stakeholders at Martha's Table, including the senior team and the Board, and marshalled the transaction through the closing process.

The Commons at Stanton Square project won the Urban Land Institute (ULI) Trends Award for Excellence in Institutional Development, The Washington Business Journal's "Deal of the Year" Award for 2019 as the most impactful project in Washington, DC, and was named Metro QLICl of the Year by Novogradac, a nationwide award given once per year to the NMTC transaction of the year.







**Community of Hope**  
**Washington, DC**  
**\$22M**

New Market Tax Credits; Source Loan; Bridge Loan  
23,000 Square Footage  
2019-March 2022 (*under construction*)

Community of Hope (“COH”) creates opportunities for low-income families in DC, including those experiencing homelessness, to achieve good health, a stable home, family-sustaining income, and hope. COH purchased a site to be developed into a new primary care/birth center in NE DC. Rosewood is acting as the development consultant and NMTC financing consultant. The total project budget is \$22 million, and the total building size is 23,000 square feet.

The new Family Health and Birth Center will require the complete gut renovation of the 14,500 square foot existing building including façade improvements, new roof, added elevator and upgrades to the parking areas to improve access and security. The new facility will include a birthing center, primary care, rooms for behavioral health, administrative space and potentially a dental or pharmaceutical office.

A major goal of the new facility is to increase the amount of primary care space, upgrade the birth center component, expand the behavioral health related services including adding space for groups, potentially add dental care and/or imaging and/or a small pharmacy, and expand services for maternal and child health, such as adding the Women, Infant, and Children (WIC) program. COH is also adding a third floor to the existing structure for back-office functions, as COH continues to need space to expand programs and to meet the space needs of its growing administrative staff.







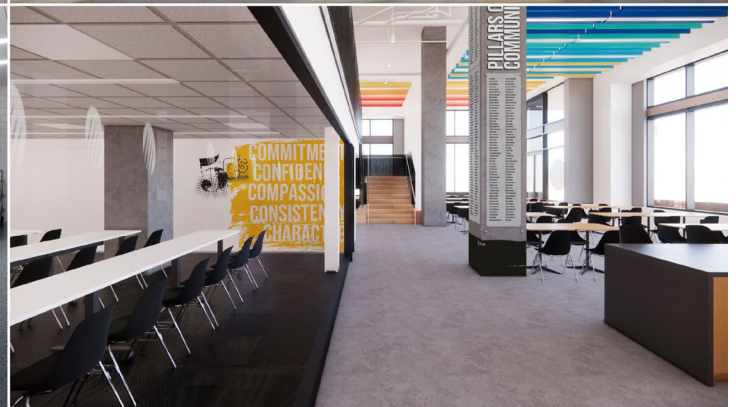
**DC Central Kitchen  
Washington, DC  
\$19.3M**

New Market Tax Credits  
23,000 Square Footage  
2019-March 2022 (*under construction*)

Rosewood is leading the financing, predevelopment, and development of DCCK's new 36,000 sq. ft. headquarters and food hub at River Point. For 32 years, DC Central Kitchen (DCCK) has offered real solutions to hunger, poor health, and poverty. In addition to serving 40 million meals to our community, DCCK has empowered nearly 2,000 people to overcome histories of incarceration, homelessness, addiction, and trauma and embark on culinary careers. DCCK pioneered the farm-to-school movement, created 175 full-time jobs within the organization, and helped lead DC's emergency response efforts to COVID-19.

In 2022, DCCK will finally move out of the homeless shelter basement that has served as its headquarters for decades and into a modern, 36,000 square foot home in one of DC's most exciting neighborhoods. As part of the River Point development on DC's fast-growing waterfront, DC Central Kitchen will transform our city's food system and workforce system by creating:

- A best-in-class culinary training center for aspiring chefs, hospitality managers, and entrepreneurs where the organization can expand our training services by 150%.
- A kitchen and food hub where DCCK can provide more than 25,000 meals a day to schools, nonprofits, youth programs, and senior citizens.
- The nation's most ambitious solution to hunger and food access challenges, with expanded emergency response capabilities, increased produce delivery services for corner stores in neighborhoods without grocery stores, and dynamic events featuring global leaders in the culinary and food industries.







**WACIF Headquarters**

**Washington, DC**

**\$31.3M**

New Market Tax Credits, Industrial Revenue Bonds, Grants

34,500 Square Footage

2021-Present (*in predevelopment*)

Rosewood is leading the financing, acquisition, predevelopment, and development of WACIF's new 34,500 sq. ft. headquarters and entrepreneurship hub at the Anacostia Arts Center. For over 30 years, the Washington Area Community Investment Fund (WACIF) has served as one of the Washington, D.C. metropolitan area's leading nonprofit impact institutions focused on access to capital products and services, and capacity building technical assistance to low-and moderate-income entrepreneurs, women entrepreneurs, and entrepreneurs of color.

Since its inception in 1987, Wacif has invested over \$50 million to increase equity and economic opportunity in underserved communities in the Washington, DC area by investing knowledge, social, and financial capital in low-and moderate-income entrepreneurs.

Wacif is acquiring the Anacostia Arts Center to reimagine and create a new Hub for inclusive entrepreneurship in the Heart of Historic Anacostia. Now more than ever before, Washington, DC needs the services, creativity, and boldness of Wacif to help entrepreneurs rebuild, prosper, and thrive in place.







**Jubilee Housing**  
**Washington, DC**  
**\$57M**

LIHTCs, 221(d)(4) HUD Loan  
70,000 Square Footage  
2019-Present (*in predevelopment*)

In the fall of 2019, Jubilee Housing acquired the King Emmanuel Baptist Church and five other parcels of land on Ontario Rd NW. The historic black church, along with a new building to be constructed in the adjoining lots, will expand House of Ruth’s current transitional housing for returning citizens and include both immediate and long-term housing options.

Rosewood is responsible for acquisition due diligence, consultant management, development services, and construction management for this \$57M project. The project will result in a total of 125 new and preserved units across four properties under development. House of Ruth intends to establish church use on the site along with short-term and long-term housing equipped with community supports, including a job training facility and an aquaponics grow operation to provide tenants with healthy food grown on-site.

This project focuses on two DC populations that face the greatest challenges finding affordable housing — families and returning citizens. Jubilee’s new properties will include two-, three-, and four-bedroom apartments for growing families and will reserve at least 27 long-term units for returning citizens.





# REFERENCES





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## REFERENCES

### JUBILEE HOUSING

Jim Knight, President  
1631 Euclid St NW, Washington, DC 20009  
202-559-2363  
[Jknight@jubileehousing.org](mailto:Jknight@jubileehousing.org)

**Engagement Period:** February 2019 - Present

**Scope of work:** Rosewood acts as the development consultant for House of Ruth's 60,078 SF new construction affordable housing project located on Ontario Road, NW and its 10,000 sq ft mixed-use project located on Kalorama Road, NW. The assemblage will be developed into over 70,000 sq ft of 100% affordable rental apartments, transitional housing, and job training facility for families and returning citizens in the Adams Morgan neighborhood. The team is responsible for due diligence, consultant management, pre-development services and construction management for the two projects.

### COMMUNITY OF HOPE

Kelly Sweeney McShane, President & CEO  
4 Atlantic St, SW  
Washington, DC 20032  
202-407-7746  
[kmcshane@cohdc.org](mailto:kmcshane@cohdc.org)

**Engagement Period:** July 2019 - Present

**Scope of work:** Rosewood is acting as the financing advisor, development consultant / owner's representative on a commercial building to be substantially renovated and expanded to a new primary care/birth center in NE DC. Rosewood is responsible for due diligence, consultant management, pre-development services, construction management, and Rosewood led the structuring and closing of the NMTC financing for this 23,000 SF project.

### NEIGHBORHOOD DEVELOPMENT COMPANY

Adrian G. Washington, CEO & Founder  
3232 Georgia Avenue NW, Suite 100  
Washington, DC 20010  
202-567-3211  
[awashington@neighborhooddevelopment.com](mailto:awashington@neighborhooddevelopment.com)

**Engagement Period:** 2017-2020

**Scope of work:** Rosewood performed acquisition, financing, development and construction management services, including management of entitlement, design, permitting, preconstruction, and construction activities for multifamily affordable, senior, condo, and permanent supportive housing real estate projects on behalf of Neighborhood Development Company throughout the District of Columbia.

### MARTHA'S TABLE

Amy Kurz, Former COO & CAO  
202-570-2704  
[kurz.amy@gmail.com](mailto:kurz.amy@gmail.com)

**Engagement Period:** 2016-2020

**Scope of work:** Rosewood performed acquisition, financing, development and construction management services, including management of entitlement, design, permitting, preconstruction, and construction activities for multifamily Martha's Table's new headquarters and satellite location. Rosewood also led the sale of Martha's Table's historic location and negotiated the lease for the satellite location.

Additional references to be provided upon request.



**THANK YOU!**

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**DIARRA MCKINNEY**

[diarra@rosewoodstrategies.com](mailto:diarra@rosewoodstrategies.com)

(202)567-1158