

# FISCAL YEAR 2019 ANNUAL REPORT



DOWNTOWN BUSINESS IMPROVEMENT  
DISTRICT CORPORATION





DOWNTOWNDC CONTINUES TO BE THE ECONOMIC HUB OF THE WASHINGTON REGION OFFERING PREMIER OFFICE BUILDINGS, HOTELS, RESTAURANTS, DIVERSE CULTURAL DESTINATIONS, RETAIL OPTIONS FOR ALL, WORLD-CLASS SPORTS AND SO MUCH MORE!

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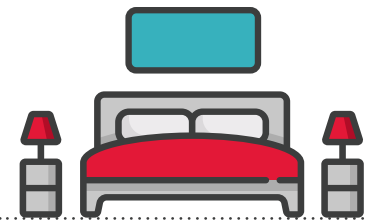
# ABOUT THE BID

M

7 METRORAIL STATIONS SERVING ALL SYSTEM LINES  
WITH AN AVERAGE  
WEEKDAY RIDERSHIP OF **88,712**

1

**DAY SERVICES CENTER**  
FOR INDIVIDUALS  
EXPERIENCING HOMELESSNESS



**+11.5K**  
**HOTEL ROOMS**

24

**ACRES OF PARKS  
AND OPEN SPACE**



10

**MUSEUMS**  
WITH A RECORD  
**6.3M ANNUAL VISITORS**

9.4

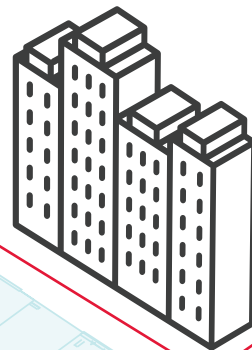
**MILLION**  
**ANNUAL VISITORS**

138

BLOCK AREA

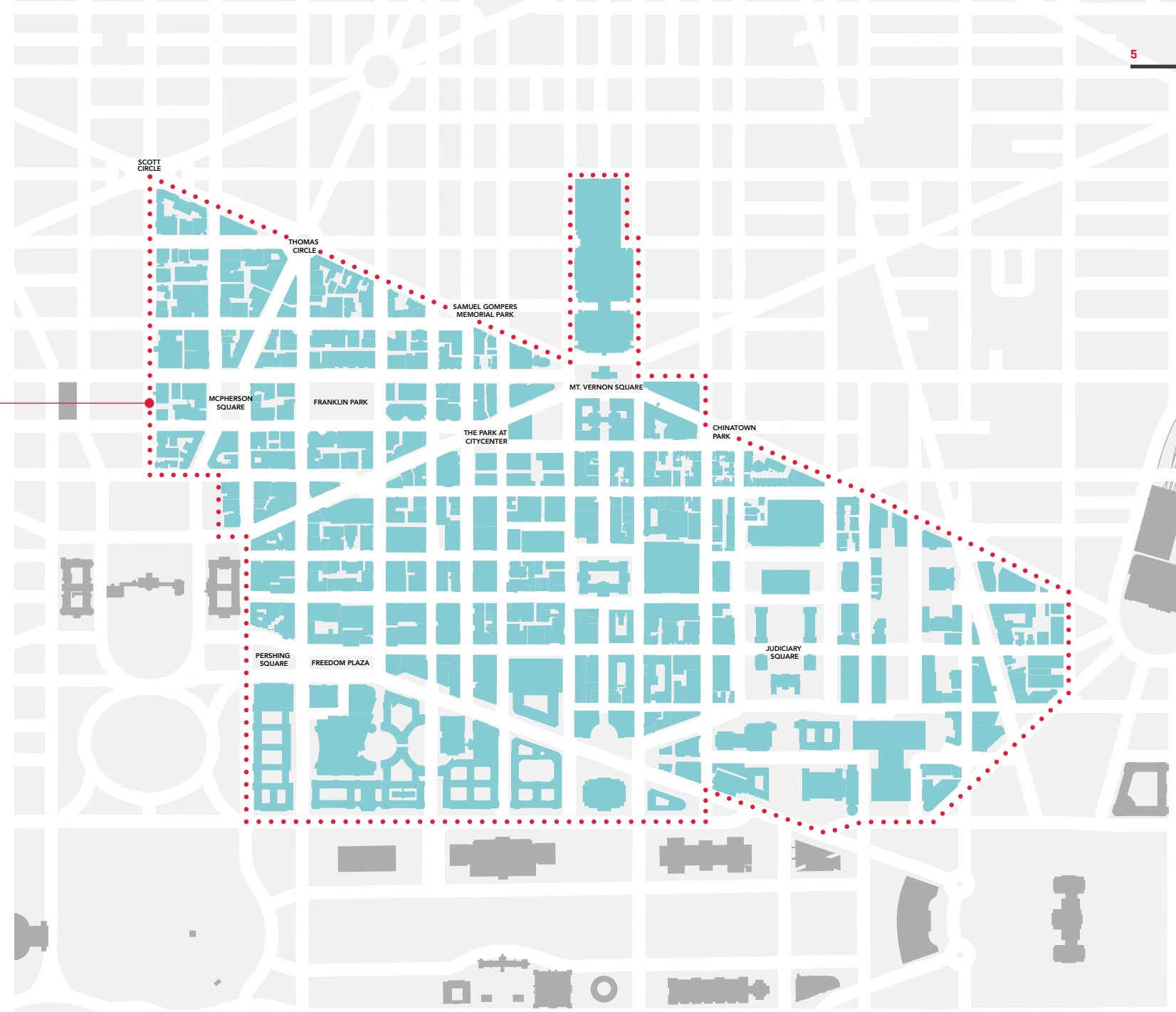
526

PROPERTIES



75M SF

OF OFFICE SPACE



The DowntownDC Business Improvement District (BID) Corporation was founded in 1997 and is a private non-profit organization. This special district, where property owners have agreed to tax themselves to fund services, encompasses a 138-block area of properties from Massachusetts Avenue on the north to Constitution Avenue on the south, and from Louisiana Avenue on the east to 16th Street on the west.



# LETTER

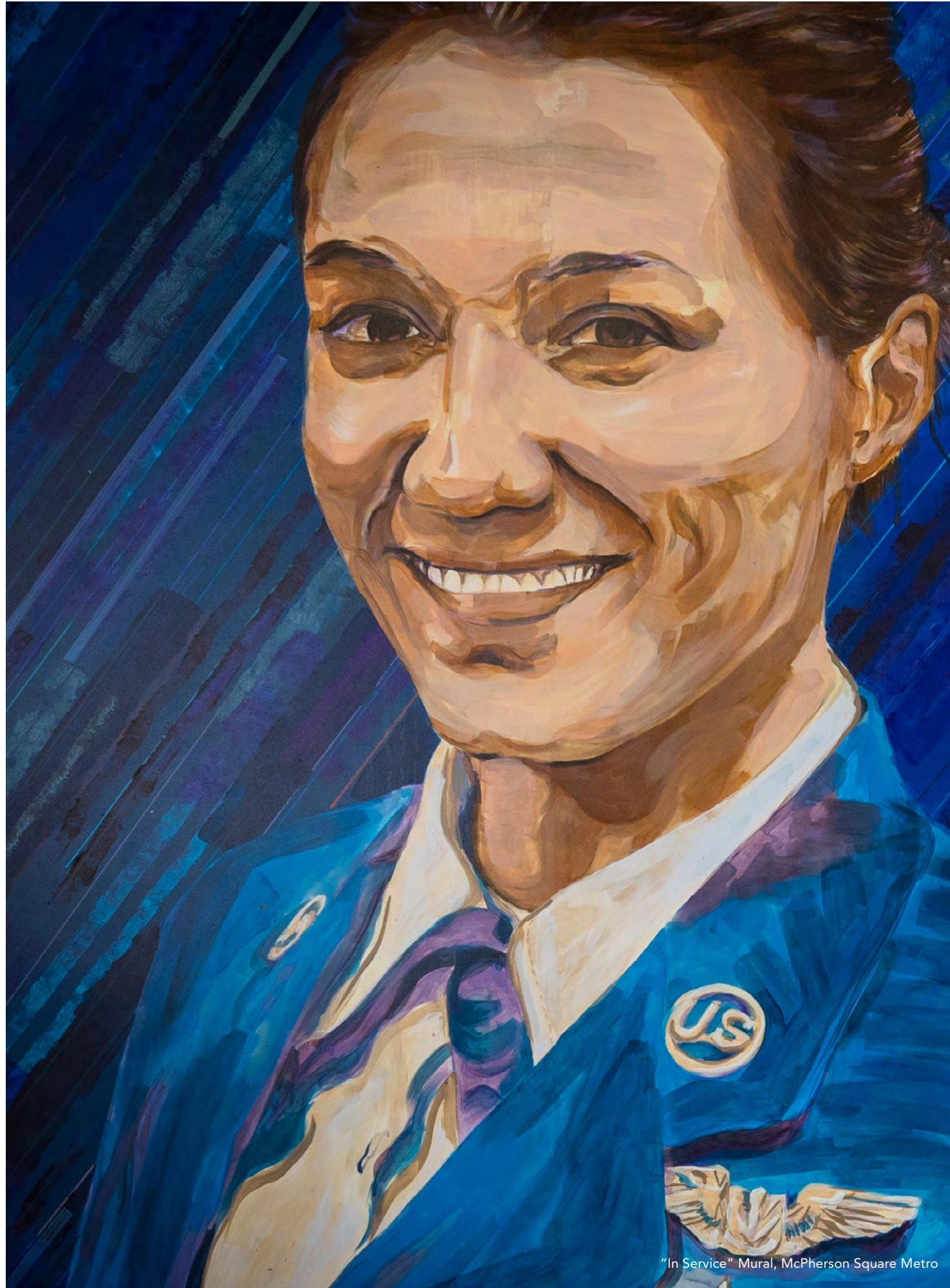
## FROM THE PRESIDENT & CEO AND THE CHAIRMAN OF THE BOARD

### *Dear DowntownDC Stakeholder,*

The DowntownDC Business Improvement District (BID) had another successful year in fiscal year 2019 (FY19). DowntownDC produced a net fiscal impact of \$802 million, an amount large enough to fund both the DC Metropolitan Police and DC Fire and Emergency Medical Services departments. With the DowntownDC economy continuing to fuel the District's economy, we focused much of our attention this year on addressing the needs of residents who required the most help.

Here are our major highlights for 2019:

- Built and operated a day center for people experiencing homelessness.** In February 2019, through a \$1.7 million grant from the DC Department of Human Services (DHS), we opened the Downtown Day Services Center (The Center), to provide services for people experiencing homelessness in DowntownDC. This state-of-the-art center currently provides much-needed services for approximately 165 men and women daily. Services provided at The Center include daily hot lunches and snacks, case management, social security and veterans' benefits, identification cards and licenses, hot showers and haircuts, laundry services and medical care. In FY19, The Center served over 21,000 guests, provided 4,666 showers, ran 2,000 loads of laundry, served over 20,000 lunches, distributed over 3,300 items of clothing and provided computer access over 4,000 times.
- Launched the DowntownDC Foundation.** To support the BID's philanthropic efforts, we launched the DowntownDC Foundation. The Foundation focuses on four key areas: the renovation of Franklin Park, which the BID will operate upon its reopening; homeless services, including those offered at The Center; public space revitalization in parks and plazas through public art and other means; and events and community programming.
- Signed agreements for the renovation and operations of Franklin Park.** Together with our partners, we took significant steps towards the reconstruction of Franklin Park. In March 2019, the Government of the District of Columbia (District) and the U.S. National Park Service (NPS) signed the Cooperative Management Agreement allowing the District to use funds to renovate the park. In September, the District, through the DC Department of Parks and Recreation and the DC Department of General Services, signed a Memorandum of Agreement with the BID for the operation and management of Franklin Park. While the legal and authorizing documents were being developed and executed, designs for the park and its restaurant rapidly progressed. At the end of 2019, construction documents were at about 90 percent completion and were sufficient for the District to issue a solicitation for a general contractor. Construction on the park is expected to begin in Spring 2020.
- Expanded the core team that keeps our streets clean, safe and friendly.** Staying true to our core mission of keeping DowntownDC clean and safe, we hired 28 new Safety/Hospitality and Maintenance (SAM) ambassadors—13 of whom were hired through a \$160,000 workforce development grant made possible by the District Department of Employment Services (DOES). All new SAM ambassadors were residents of the District of Columbia.
- Received international recognition.** In FY19, we hosted two District of Fashion runway shows. This signature event, which has rapidly gained popularity since 2018, was honored by the International Downtown Association with the Downtown Achievement Award of Excellence. The District of Fashion runway shows showcase DC's thriving fashion industry. The events attracted over 2,000 people. In addition, we launched our first District of Fashion Magazine at the September 2019 event, which featured many of the designers and models from the show in gorgeous editorial spreads taken in DowntownDC.
- Enhanced DowntownDC.** We honored eight women who made contributions to local and national history through artwork in eight callboxes in DowntownDC. We hope you



"In Service" Mural, McPherson Square Metro

will take a walking tour through DowntownDC and observe our tribute to Katharine Graham, longtime publisher of The Washington Post (15th & L); Josephine Butler, community leader and co-founder of the DC Statehood Party (14th & K); Julia Ward Howe, abolitionist, suffragist and writer of the lyrics of the "Battle Hymn of the Republic" (14th & F); Elizabeth Hobbs Keckley, a seamstress and activist who bought her own freedom from slavery (Vermont & K); Flora Rollins Molton, DC musician (13th & G); Alice Stokes Paul, suffragist and leader of the National Woman's Party (14th & E); Mary Church Terrell, civil rights activist and suffragist (14th & G); and Alma Woodsey Thomas, artist and educator (13th & G).

- Honored our veterans.** We paid tribute to our veterans while providing a face-lift to one of the most used Metrorail stations in DC. The three-panel mural installation, titled "In Service," was made possible through support from the Washington Metropolitan Area Transit Authority (WMATA), the U.S. General Services Administration (GSA), Words Beats & Life and the U.S. Department of Veterans Affairs (VA). The mural includes portraits of service members throughout history and images of the U.S. Marine Corps War Memorial, the African American Civil War Memorial and the U.S. Air Force Memorial.
- Refocused on sustainability.** We sponsored an Urban Land Institute (ULI) Advisory Services Group panel to make recommendations to DowntownDC stakeholders on the real estate industry's role in achieving the city's sustainability goals and share how the goals could help boost real estate values. The ULI report provided DowntownDC stakeholders with a roadmap for creating an effective strategy for achieving the city's Clean Energy Act goals.

While fiscal year 2019 was fast paced and impactful, there is still much more to do in 2020. We cannot do any of it without your support and partnership. Thank you for your trust and support, and we look forward to making DowntownDC So Much More in 2020.

Sincerely,



**Neil Albert**  
President & CEO  
DowntownDC BID



**Chase Rynd**  
Chairman,  
Board of Directors  
DowntownDC BID



# PUBLIC SPACE OPERATIONS



SAM Ambassadors

## FY19 ACCOMPLISHMENTS

Established quarterly property manager roundtables to improve communication and coordination between property managers, related stakeholders and the BID

Expanded landscaping efforts to beautify Freedom Plaza, Indiana Plaza and Herald Square and refresh tree boxes and planters throughout the BID

Hired 28 new SAM ambassadors who were all DC residents—13 were employed through a \$160,000 workforce development grant from DOES

Facilitated a workforce development program that included six trainings to benefit all SAM ambassadors

19 SAM ambassadors helped 46,149 citizens

529 participants performed 4,201 community service hours

150,000 bags of trash and 56,432 bags of recycling collected

 **HIRED 28**  
NEW SAM AMBASSADORS  
WHO WERE ALL DC RESIDENTS

**COLLECTED**  
 **150,000** BAGS OF TRASH  
 **56,432** BAGS OF RECYCLING

## FY20 OBJECTIVES

Launch a new reporting system to capture real-time data/metrics for trash, recycling and citizen assists

Implement new SAM ambassador schedule to increase coverage and offer team members more flexibility

Continue workforce development efforts with the DOES to hire additional SAM ambassadors

Facilitate customer service training with international industry leader in hospitality

Design and build-out new office for SAM ambassadors

Recruit and train staff to maintain, program and operate Franklin Park

 **DESIGN & BUILD-OUT**  
NEW OFFICE  
FOR SAM AMBASSADORS

**RECRUIT & TRAIN**  
STAFF TO MAINTAIN,  
PROGRAM & OPERATE  
FRANKLIN PARK



# HOMELESS SERVICES

## FY19 ACCOMPLISHMENTS

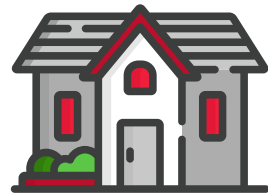
Designed, built and began operations of The Downtown Day Services Center (The Center)

Served 18,126 guests at The Center, provided 3,983 showers, ran 1,676 loads of laundry, served 16,936 lunches, distributed 9,960 items of clothing and provided computer access 3,480 times

SAM ambassadors facilitated hundreds of outreach touches to encourage use of services at The Center through services provided by HIPS and Pathways to Housing DC

48 people experiencing homelessness were moved into permanent supportive housing

Volunteers donated 568 hours of their time to assist The Center's staff



**48**  
**PEOPLE**  
EXPERIENCING  
HOMELESSNESS  
**WERE MOVED**  
**INTO**  
**PERMANENT**  
**SUPPORTIVE**  
**HOUSING**



Downtown Day Services Center

## FY20 OBJECTIVES

Provide weekend services for people experiencing homelessness in DowntownDC

Establish partnerships with other DC organizations to develop a volunteer base to assist outreach efforts

Work collectively with other BID partners to expand homeless services resources across BID lines



**PROVIDE**  
**WEEKEND**  
**SERVICES**  
**FOR PEOPLE**  
**EXPERIENCING**  
**HOMELESSNESS**  
**IN DOWNTOWNDC**



# MARKETING & COMMUNICATIONS

## FY19 ACCOMPLISHMENTS

Produced two successful District of Fashion runway shows in February and September, attracting over 2,000 attendees and earning the Downtown Achievement Award of Excellence from the International Downtown Association

Hosted the Downtown Holiday Market for the 14th year, which attracted over 200,000 visitors to DowntownDC during the holiday season

Assisted with the opening of The Center and coordinated with DHS and service providers to develop marketing collateral regarding the services The Center provides

Launched Capital Book Fest, a pop-up book sale, to raise funds for Turning the Page to help DC students receive valuable educational resources and a high-quality public education

Hosted 37 events between Spring and Fall that attracted nearly 10,000 people to DowntownDC

## FY20 OBJECTIVES

Conduct an overall assessment of marketing and branding and develop new marketing, digital media and branding strategies

Develop a brand refresh and redesign for the Downtown Holiday Market

Design and install new street pole banners

Implement a new events series and panels to discuss trends and topics of importance to BID stakeholders



2018 Downtown Holiday Market



## DISTRICT OF FASHION

RUNWAY SHOWS RECEIVED THE

## DOWNTOWN ACHIEVEMENT AWARD OF EXCELLENCE

FROM THE INTERNATIONAL DOWNTOWN ASSOCIATION



## HOSTED 37 EVENTS

BETWEEN SPRING AND FALL

THAT ATTRACTED NEARLY 10K PEOPLE TO DOWNTOWNDC



# ECONOMIC DEVELOPMENT

Apple Flagship Store and DC History Center

## FY19 ACCOMPLISHMENTS

Received approval from the Committee on Finance and Revenue for the Office to Residential Conversion Pilot Program in December 2018

Produced the 15th State of Downtown Report

Hosted the annual State of Downtown Forum, which attracted over 200 DowntownDC and DC stakeholders

Developed a three-year Retail Strategy budget to be implemented over FY2020 – FY2022

Partnered with Urban Land Institute's (ULI) Advisory Services Group to produce a report for BID stakeholders that provides a roadmap for achieving the District's Clean Energy Act goals



**DEVELOPED A 3-YR**  
**RETAIL STRATEGY BUDGET**  
TO BE IMPLEMENTED OVER FY2020 – FY2022



PARTNERED WITH ULI'S  
ADVISORY SERVICE GROUP  
**TO PRODUCE  
A REPORT**

THAT PROVIDES A ROADMAP TO ACHIEVE  
THE DISTRICT'S CLEAN ENERGY ACT GOALS

## FY20 OBJECTIVES

Include funding for the Pilot Office to Residential Conversion Program in the District's FY21 budget

Hire a Retail Strategy Manager to develop and implement a retail strategy for DowntownDC

Select a restaurant operator for the cafe in the renovated Franklin Park

Collaborate with the District to promote the development of several large downtown redevelopment sites



SELECT A RESTAURANT  
OPERATOR FOR THE CAFÉ  
IN THE RENOVATED  
**FRANKLIN  
PARK**



# INFRASTRUCTURE

## FY19

### ACCOMPLISHMENTS

Completed the Women in History Call Box Project, supported by a grant from the DC Commission on Arts and Humanities, turning eight call boxes into pieces of public art honoring prominent women in local and national history

Installed a mural, "In Service," honoring veterans at the McPherson Square Metrorail Station in partnership with Words Beats & Life, WMATA, GSA and the VA

The redesign of Franklin Park became a reality after over 10 years of planning with the signing of the final enabling documents allowing for its reconstruction



**INSTALLED  
A MURAL,  
"IN SERVICE,"**

AT THE MCPHERSON SQUARE  
METRORAIL STATION



Women in History Call Box Project (Vermont & K St. NW)

## FY20 OBJECTIVES

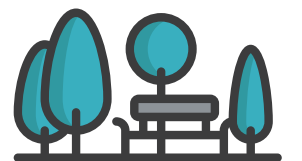
Assist with the redesign of Franklin Park to begin in early 2020 and be completed by summer of 2021 and assist with planning for operations and management of the park

Improve Indiana Plaza with plantings from Indiana's major ecoregions, planters and dynamic temporary seating

Complete a guide outlining specific streetscape elements as the preferred DowntownDC options

Install planters and plantings at Metrorail Station entrances to create a more welcoming and inviting experience for residents, workers and visitors entering DowntownDC

IMPROVE  
**INDIANA  
PLAZA**

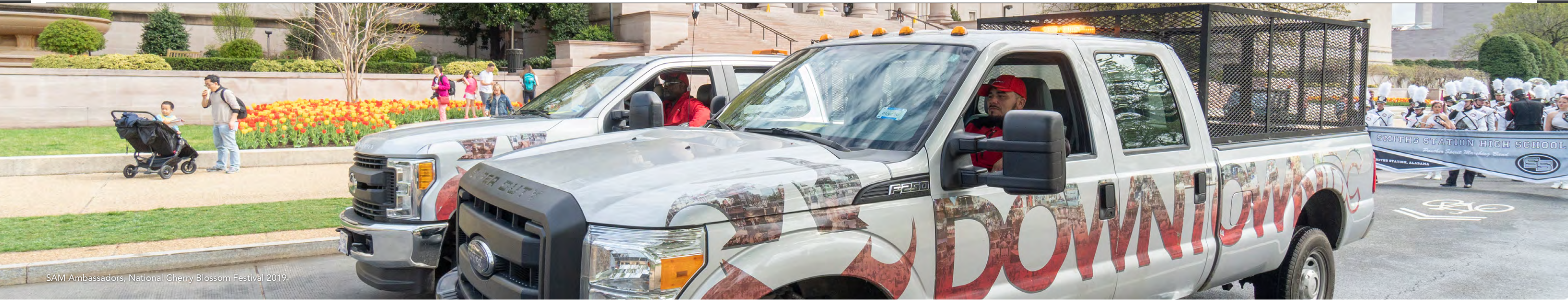


**WITH PLANTINGS FROM  
INDIANA'S MAJOR ECOREGIONS,  
PLANTERS AND DYNAMIC  
TEMPORARY SEATING**



**INSTALL PLANTERS  
& PLANTINGS AT  
METRORAIL STATION  
ENTRANCES**





SAM Ambassadors, National Cherry Blossom Festival 2019.

# FINANCE & ADMINISTRATION

## FY19 ACCOMPLISHMENTS

Provided nine different trainings and workshops for SAM ambassadors

Implemented an online staff onboarding system

Earned the highest possible audit rating

Selected a new audit firm

Implemented a new accounting system that provides more robust tracking and reporting capabilities to manage the BID's budget in real time and in an efficient manner

## FY20 OBJECTIVES

Diversify and increase training for the SAM ambassadors, staff at The Center and BID corporate staff

Renovate office and operations space for SAM ambassadors

## RENOVATE OFFICE & OPERATIONS SPACE FOR SAM AMBASSADORS

# LETTER

## FROM THE TREASURER OF THE BOARD

The DowntownDC Business Improvement District (BID) ended its 22nd year of operation on solid financial footing. The pages that follow provide the BID's audited Consolidated Financial Statement for FY19, which covers the period from October 1, 2018 through September 30, 2019. Throughout this period, the BID maintained a strong financial position, collecting 100 percent of projected revenue and spending well below the expense budget.

During FY19, the BID worked diligently to implement a new accounting system. After reviewing several cloud-based accounting systems, Blackbaud Financial Edge was selected and was fully operational as of October 1, 2019. The BID also completed the process of choosing an audit firm. Following the four-month bidding process, the BID decided to remain with their current auditors, Baker Tilly Virchow Krause, LLP.

In FY19 the BID maintained the commercial tax rate at \$0.1697 per square foot, the hotel tax rate at \$95.48 per room and residential apartment properties for \$120 per unit. Throughout the year, the BID maintained regular contact with the DC Office of Tax and Revenue, which resulted in greater cooperation and communication towards receiving disbursements and delinquent assessment payments in a timely manner.

The auditors, Baker Tilly Virchow Krause, LLP, issued an unqualified opinion on the FY19 financial statements. Following another year of strong fiscal performance, I am pleased to present these statements for public review. If you have any questions or would like to obtain copies of this statement, please contact the BID.

**Scott Frisch**  
Treasurer of the Board of Directors





CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

ASSETS	2019	2018
Cash and Cash Equivalents	\$ 5,873,169	\$ 5,070,640
Accounts Receivable, net	643,082	375,522
Deposits	91,515	91,515
Construction in progress	-	-
Property and equipment, net	1,669,826	326,702
<b>TOTAL ASSETS</b>	<b>\$ 8,277,592</b>	<b>\$ 5,864,379</b>
<b>LIABILITIES AND NET ASSETS</b>		
Accounts Payable and Other Liabilities	\$ 4,674,035	\$ 4,086,257
<b>UNRESTRICTED NET ASSETS:</b>		
Undesignated	985,706	1,176,888
Capital replacement and park improvements reserve	700,000	-
Property and Equipment, net	1,669,826	326,702
Board Designated	248,025	274,532
<b>TOTAL UNRESTRICTED NET ASSETS</b>	<b>3,603,557</b>	<b>1,778,122</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 8,277,592</b>	<b>\$ 5,864,379</b>

CONSOLIDATED STATEMENTS OF ACTIVITIES

<b>SUPPORT AND REVENUES</b>	\$ 14,259,354	\$ 11,758,550
<b>EXPENSES:</b>		
Administration	1,249,986	1,140,706
Marketing	1,495,152	1,323,050
Safety	1,948,101	2,056,577
Maintenance	4,113,845	3,859,725
Homelessness	2,142,735	823,729
Infrastructure and Sustainability	1,012,082	1,183,627
Economic Development	501,143	706,903
Special project - DC Circulator	-	-
<b>TOTAL EXPENSES</b>	<b>\$ 12,393,044</b>	<b>\$ 11,094,317</b>
Net Increase in Unrestricted Net Assets Before Board		
Designated Expenses and Other	1,866,310	664,233
Board designated expenses and other	40,875	446,834
<b>NET INCREASE IN UNRESTRICTED NET ASSETS</b>	<b>\$ 1,825,435</b>	<b>\$ 217,399</b>
<b>UNRESTRICTED NET ASSETS, BEGINNING OF PERIOD</b>	<b>\$ 1,778,122</b>	<b>\$ 1,560,723</b>
<b>UNRESTRICTED NET ASSETS, END OF PERIOD</b>	<b>\$ 3,603,557</b>	<b>\$ 1,778,122</b>

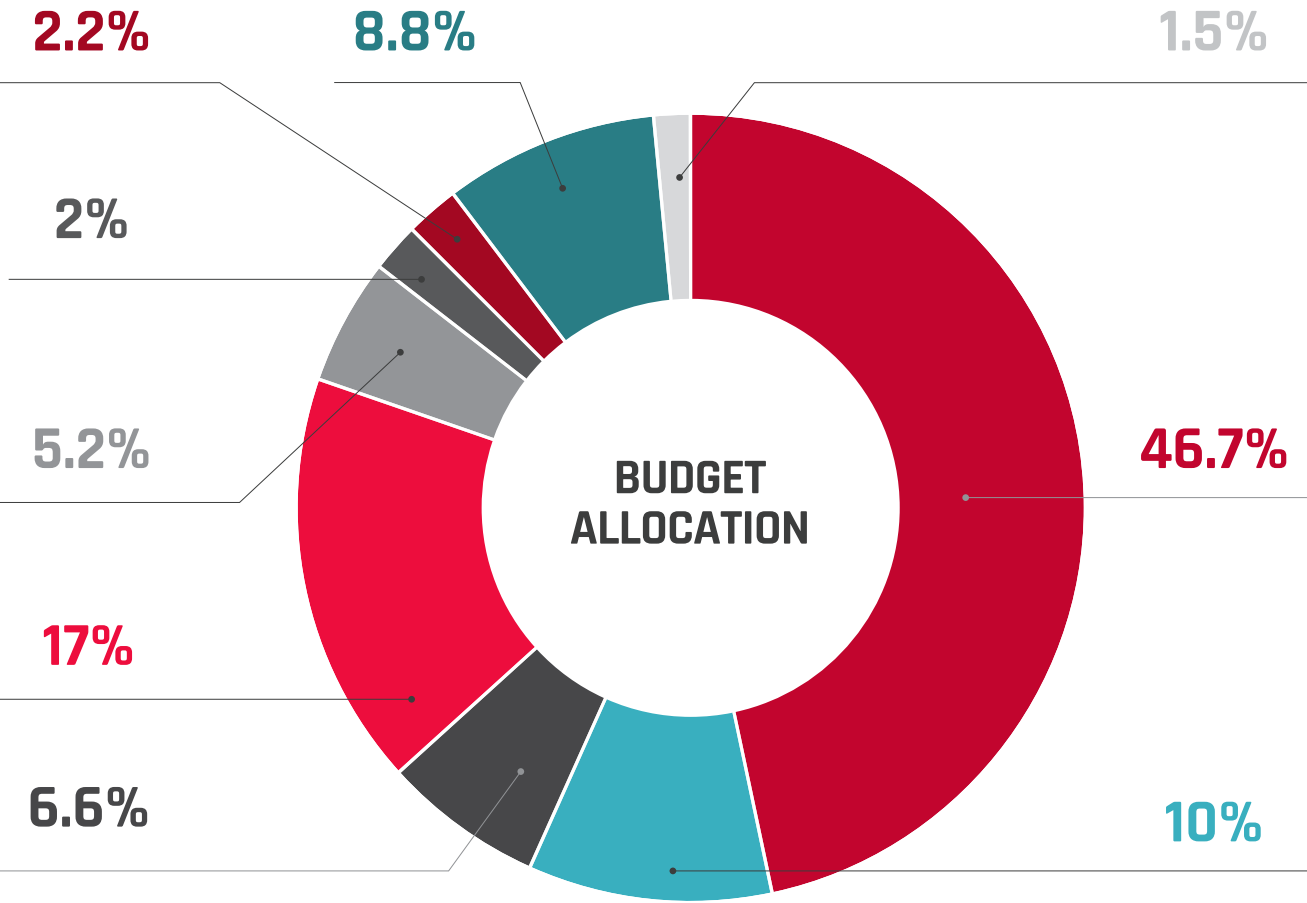
CONSOLIDATED STATEMENTS OF CASH FLOWS

Net cash provided by Operating Activities	\$ 1,899,472	\$ 1,710,363
Net cash used in Investing Activities	(1,647,010)	(62,189)
Net cash provided by Financing Activities	550,067	7,323
<b>NET INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>802,529</b>	<b>1,655,497</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD</b>	<b>5,070,640</b>	<b>3,415,143</b>
<b>CASH AND CASH EQUIVALENTS, END OF PERIOD</b>	<b>\$ 5,873,169</b>	<b>\$ 5,070,640</b>

This information has been derived from the financial statements audited by Baker Tilly Virchow Krause, LLP. The complete set of audited financial statements are available upon request from Lulu Liu of the Downtown Business Improvement District Corporation.

FY2020  
BUDGET

\$ 13,813,001



PUBLIC SPACE OPERATIONS **46.7%**

INFRASTRUCTURE **6.6%**

ECONOMIC DEVELOPMENT +  
SPECIAL PROJECTS **5.2%**

CAPITAL PARKS  
IMPROVEMENT PROJECT **2.2%**

MARKETING & COMMUNICATIONS **10%**

HOMELESS SERVICES AND DOWNTOWN  
DAY SERVICES CENTER **17%**

DOWNTOWNDC FOUNDATION **2%**

ADMINISTRATION & FINANCE **8.8%**

CAPITAL REPLACEMENT FUND **1.5%**



STAFF

CORPORATE

Neil Albert, President & CEO
Darius Beslow, Junior Staff Accountant
Daniel Bramley, Planning and Placemaking Assistant
Galin Brooks, Director of Planning and Placemaking
Jalal Chaoui, Payroll Manager
Roquois Clarke, Digital Content and Design Associate
DeLores Dickens, Executive Assistant
Ellouise Johnson, Maintenance Services Manager
Lulu Liu, Senior Accountant

Pamela Nieto, Director of Marketing & Communications
Innes Noel-Jeune, Staff Accountant
Nabavi Oliver, Director of Administration
Gerren Price, Director of Public Space Operations
Parker Roach, Human Resources Manager
Tyrell Thomas, IT Assistant
Remi Wallace, Events & Strategic Partnerships Manager
Ebony Walton, Senior Operations Administrator
Gerry Widdicombe, Director of Economic Development

DOWNTOWNDC FOUNDATION

Rachel Rose Hartman, Executive Director
Darlyene “Tokyo” Direkston, Program Manager
Michael Bunn, Facility Assistant
Jeremiah DeSousa, Facility Assistant
Lorenzo Sanders, Facility Assistant
Montee “Angel” Saunders, Facility Assistant
Sandra Tapscott, Facility Assistant

AMBASSADORS

José Tomas Avelar	Johnny Dawkins	Ernest Johns	Sarvelio Rodas-Oajaca
Barron Avent-Bey	Keith Dorsey	Darwin Jones	Rosa Rosales De Velado
Rico Bailey	Phillip Dukes	Ronald Lloyd	Harold Royal
Travis Blocker	Alyce Easterling	Manuel Loza	Lorenzo Sanders, Sr.
Timothy Bolden	Claudell Epps	Jessie Marlow	Crystal Saunders
Bernard Bond	Jhonté Eskridge	Julio Martinez	Hector Segura
Rayshawn Boseman	Michael Franklin, Jr.	Allen McCowan	Dion Simmons
Jovina Brown	Ethel Frye	Frank McCoy	Lorine Simon
Mary Brown	Marcus Gethers	Robert McCoy	Jermaine Simpson
Michael Brown	Nelson Giron-Mendoza	Kevin Mckinley	Roderick Starks
Wayne Cain	King Godi El	Julio Mendez	Charles Stroud, Jr.
Norma Canales	Chantyyra Graham	Alfreda Mintah	Jahmil Thompson
Lurie Carlton	John Griffin	Tremaine Moore	Gregory Timmons
David Clark	Tyrell Hale	Quentin Murchinson	Robert Toney
Marquez Clifford	David Hall	Tyaunka Murphy	Jaylon Whack
Brittney Colston-Johnson	De’Marco Head	Allen Naylor	Anthony Williams
Elmer Coreas	Anthony Howard	Oyoo Okumu	Jerome Williams
Phillip Crooms	Charles Jackson	Nicole Parker	Michael Williams
Joe Cunningham	James Jackson	Blanca Ramirez	Famela Wolf
Rodolfo Custodio	James Jackson III	Donna Riley	Philip Wright
Raymond Dantzler	Samuel Jefferson	Lakia Robinson	Marcus Young
Anthony Davenport	Linda Jeter	Riddick Robinson	

BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

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Gregory A. O’Dell, Second Vice Chair President & Chief Executive Officer, Events DC	Kingdon Gould III, Past Chair Vice President, Gould Property Company	Yeni Wong, Member President, Riverdale International
	Matthew Klein, Past Chair President, Akridge	



SAM Ambassador

BOARD OF DIRECTORS

Jeffrey Bank, Chief Executive Officer, The Alicart Restaurant Group (Carmine’s)	Jon “J.R.” Meyers, Senior Partner, The Meyers Group LLC
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Thomas E. Finan, Managing Director, Trammell Crow Company	Todd Payne, Government Affairs Manager, Microsoft
Shantelle George, Vice President & General Manager, Macy’s	Kim Sajet, Director, National Portrait Gallery, Smithsonian Institution
Brian Grant, 1st Vice President, Equity Residential	Kenneth Schwartz, Partner, Arnold & Porter Kaye Scholer LLP
Kathy Guy, Vice President, JBG Smith	Gail Smith-Howard, General Manager, Hyatt Regency Washington on Capitol Hill
Thor C. Headley, Vice President, Hines	Paul R. Tetreault, Director, Ford’s Theatre
Norman Jemal, Principal & Senior Vice President, Douglas Development Corporation	David Touhey, VP, Booking & Entertainment Monumental Sports & Entertainment
Chris Jennings, Executive Director, The Shakespeare Theatre Company	Dean Violagis, Senior Vice President, Portfolio Research, CoStar Group, Inc.
Tom Knoll, Pastor, First Trinity Lutheran Church	
Carol Lascaris, President Emeritus & Executive Director, National Museum of Women in the Arts	
Gregory Leinweber, General Manager, Kimpton Monaco Washington DC	
Eric Martino, Chief Operations Officer, ThinkFoodGroup	
Robin McClain, Vice President, Marketing and Communications, Destination DC	
Tom Meyer, CEO & President, Clyde’s Restaurant Group	

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Thomas James, GSA Liaison Deputy Regional Commissioner, Public Buildings Service, GSA National Capital Region

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**DOWNTOWNDC**

**DOWNTOWN BUSINESS IMPROVEMENT  
DISTRICT CORPORATION**

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