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Cover page photo:
Newly renovated Franklin Park
ABOUT THE BID

7 METRORAIL STATIONS SERVING ALL SYSTEM LINES
WITH AN AVERAGE 88,712
WEEKDAY RIDERSHIP OF (PRE-PANDEMIC)

1 DAY SERVICES CENTER FOR INDIVIDUALS EXPERIENCING HOMELESSNESS

11.9K+ HOTEL ROOMS

12 MUSEUMS WITH 4MM ANNUAL VISITORS (PRE-PANDEMIC)

WALTER E. WASHINGTON CONVENTION CENTER 1MM ANNUAL VISITORS (pre-pandemic)

CAPITAL ONE ARENA 2.5 MM ANNUAL VISITORS (PRE-PANDEMIC)

7 PERFORMANCE VENUES ATTRACTING 725K PATRONS ANNUALLY (PRE-PANDEMIC)

138 BLOCK AREA

138 BLOCK AREA

526 PROPERTIES TOTALING 98MM SF

75MM SF OF OFFICE SPACE

24 ACRES OF PARKS AND OPEN SPACE
The Downtown 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, including the Walter E. Washington Convention Center at Mount Vernon Square, to Constitution Avenue on the south, and from Louisiana Avenue on the east to 16th Street on the west.
Dear DowntownDC BID Member,

Expectations of a return to normalcy following the significant economic impacts as a result of the COVID-19 pandemic in 2020 proved to be challenging and at times elusive as virus variants continued to plague the country. Similar to other metropolitan cities, DowntownDC struggled with consistent growth and an impeded return to pre-pandemic downtown activity. While challenges were present, however, DowntownDC eventually saw economic numbers increase up to nearly 50% by year’s end and a continued upward trajectory into 2022.

Much of that growth was the result of efforts from city and federal government grants and pandemic-related funding and the DowntownDC BID’s reimagining of downtown focused on placemaking and activation for businesses, residents, and visitors. Streateries became the go-to spot to enjoy DC’s ever-growing restaurant scene, design work began on the New York Avenue Sculpture Project, and roller skating came to F Street, complete with an outdoor skating rink.

Franklin Park
The highlight of the year was the grand reopening of Franklin Park. The park closed in April 2021 as construction began on the nearly five-acre green space. The park sits within walking distance of 10,000 residents of the DowntownDC BID, and the Logan Circle, Shaw, and Mount Vernon Triangle neighborhoods. Its grand reopening in late September drew federal and city dignitaries, including Congresswoman Eleanor Holmes Norton, National Park Service Superintendent Jeff Reindold, and Mayor Muriel Bowser, along with over a hundred stakeholders and VIPs, all of whom played a role in the reimagining and restoration of this central downtown jewel. Support also came from the Ann B. and Thomas L. Friedman Family Foundation, which helped build the Franklin Park Children’s Garden, and Amazon, which signed on to be the park’s Greenery and Beautification Sponsor.

The DowntownDC BID will be forever grateful for the decade of work and partnership that resulted in the successful revitalization of Franklin Park. Immediate activation of the Park drew daily crowds of residents and visitors participating in events and activities that have people dancing, meditating, stretching, practicing yoga, partying, picnicking and so much more.

DowntownDC Foundation
2021 was a transformative year for the DowntownDC Foundation, which was launched in 2019 to support four main philanthropic initiatives: Franklin Park; homeless services, including those offered at the Downtown Day Services Center; public space enhancements, including parks and
public art; and community events and programming. An important partner in providing much needed services, the Foundation, through a grant provided by CareFirst BlueCross BlueShield, launched a pilot program to provide dental and mental health services to individuals experiencing homelessness in addition to services that provided holiday meals, emergency supplies, shoes, and clothing.

2021 proved to be the year of partnerships as the BID worked in tandem with private sector businesses, residents, District government partners, and federal government partners on a number of new initiatives including the completion of the aforementioned renovation of Franklin Park, and the kick-off of the DowntownDC Parks Master Plan, and the Gallery Place-Chinatown Corridor Study Plan.

In 2022 we are bringing more programming to Franklin Park with a new National Cherry Blossom signature event, Pop of Spring, making its debut along with events in other areas including F Street, 7th Street, Chinatown Park, and elsewhere. In 2022, the BID will develop a new Downtown Action Agenda as we look forward to the future and continued growth of our downtown and the city’s center. We will look forward to working closely with our longstanding members and stakeholders as we reimagine a better, resilient DowntownDC.
PUBLIC SPACE OPERATIONS
**FY21 ACCOMPLISHMENTS**

Hired and trained 16 new SAM ambassadors. All were DC residents, and all were employed through a $193,000 workforce development grant from DOES.

Facilitated pop-up COVID test site on Black Lives Matter Plaza in partnership with the Department of Health Services (DOH).

Provided virtual and in-person work experiences for 9 participants of the Marion Barry Summer Youth Employment Program.

Facilitated inauguration-focused Safety Alliance meetings as well as operational support and preparation for the 59th Presidential Inauguration.

Hosted panel discussion on upward mobility and development opportunities for front line team members for an international conference.

For three days in mid-September, turned F Street NW between 8th and 9th streets into an outdoor skating rink with DowntownDC on Wheels, which also included a jumbotron that showed movies, and bistro tables for dining and relaxing. All 1,200 pre-registration tickets sold out before the event start.

**FY22 OBJECTIVES**

Launch a mobile field services application to improve efficiency and capture real-time data for outreach requests, maintenance, infrastructure, and other public space defects.

Employ smart systems to monitor SAM Ambassador deployment, manage fleet and supply and equipment inventory.

Expand BID landscaping program to include additional hanging baskets, more sustainable planting materials, and alignment to the BID’s signature landscaping element plan.

Expand dispatch services to cover stakeholder needs on a 24/7 basis.

RECRUITED, HIRED, AND TRAINED A DEDICATED TEAM OF 12 FRANKLIN PARK AMBASSADORS TO PROVIDE DAILY OPERATIONAL AND MAINTENANCE SUPPORT FOR THE NEWLY RENOVATED PARK.
HOMELESS SERVICES

FY21 ACCOMPLISHMENTS

- Food Rescue Donation Site.
- No closure of services during COVID.
- Launched legal counseling for clients.
- Launch of Saturday services at the Center.

RELAUNCHED WEEKEND SERVICES PROGRAM.
Launch a homeless client registration and tracking system.

Launch a collaborative veterans housing program.

Explore plans for satellite homeless refuge center.

Launch collaborative detox treatment program for homeless clients.
In partnership with the National Building Museum, hosted the DowntownDC Summer Flicks – Can I Kick It? outdoor movie series on the museum’s west lawn. The BID also partnered with several nearby restaurants to offer meal discounts and deliveries to the event site.

As DowntownDC stakeholders and tenants planned for people to return to work in summer 2021, produced a three-part webinar series with District- and DowntownDC-specific information on how to make informed decisions about managing the transition from pandemic operating procedures to post-pandemic activities.

For three days in mid-September, turned F Street NW between 8th and 9th streets into an outdoor skating rink with DowntownDC on Wheels, which also included a jumbotron that showed movies and bistro tables for dining and relaxing. All 1,200 pre-registration tickets sold out before the event start.

Over the first two months after Franklin Park’s reopening in late September, produced more than 60 on-site events, drawing thousands of residents, workers, and visitors to the revitalized historic public space. Gatherings included the Rock the Park DJ series, wellness sessions, and winter holiday-related events.
Refresh the DowntownDC brand — logo(s), tagline(s), etc. — to better represent the current energy, vitality, and importance of the BID and, by extension, the 138-block area it represents as both emerge from the economically calamitous pandemic into a new future.

In tandem with the brand refresh, overhaul the BID website for a better overall user experience; to reveal the organization’s purpose and programs, especially its oversight of Franklin Park, in a more compelling way; and to showcase the breadth of retail, dining, cultural, and other destinations, events, and amenities that the neighborhood has to offer.

As the BID’s management of Franklin Park has significantly increased the number of events and activations the organization produces, break out the events portion of the Marketing & Communications team into a new events department. This will enable better strategic thinking about, planning for, and execution of all BID events.
Awarded $1.15 million in Pandemic Assistance Grants to 115 DowntownDC businesses to complement the District and Federal relief programs.

Worked with the Bowser administration, Council Chair Mendelson, Councilmember Pinto, and other councilmembers on office-to-residential conversions and other downtown business support.

FY21 ACCOMPLISHMENTS

Supported additional District government relief for DowntownDC and DC businesses in the FY 2023 budget.

SUPPORTED THE GALLERY PLACE-CHINATOWN CORRIDOR STUDY AND THE SELECTION OF AECOM TO LEAD THE STUDY.

Assisted in planning for a new Downtown Action Agenda in FY 2022.
FY22 OBJECTIVES

Begin and complete the 2022 Downtown Action Agenda.

Partner with the District government to create and fund a Downtown Office Conversion Support Program that will convert up to 10 million SF of DowntownDC and DC vacant office space to housing (including workforce housing) over the next 10 years.

Continue to provide timely and primary research on the DowntownDC economy.

Support the need for additional relief if the pandemic continues to significantly impact DowntownDC hotels, restaurants, stores, and arts and culture institutions.

COMPLETE...

THE GALLERY PLACE CORRIDOR STUDY
A DOWNTOWN EMPLOYMENT STUDY
A DOWNTOWN NET FISCAL IMPACT STUDY

Led the selection process of the highly regarded Pirate Ventures to operate the Franklin Park restaurant.

Continued to provide timely and primary research on the Downtown DC Economy.
Opened a newly refurbished Franklin Park after a decade-plus of leading a multijurisdictional effort to redesign and revitalize the largest park in DowntownDC.

Commissioned large-scale public artwork to encourage people back downtown in a way that felt safe, compelling, and joyous. The Equilateral Network was installed in late May 2021 on the National Building Museum west lawn and featured a series of equilateral triangles that were brightly colored and spaced so users could easily be 6 feet from one another.

Established the DowntownDC Data Project to track public realm and transit related data for DowntownDC on a recurring basis.

Launched a Parks Master Plan to create a vision for new and enhanced parks and open spaces that meet the needs of the DowntownDC community.

WORKED WITH DISTRICT PARTNERS TO ADVANCE ACTIVE TRANSPORTATION OPTIONS IN DOWNTOWNDC, INCLUDING NEW AND PLANNED BIKE AND BUS PRIORITY LANES.
FY22 Objectives

Complete an actionable, needs-based DowntownDC Parks Master Plan and begin implementation of near-term recommended demonstration projects and interventions.

Obtain funding for and conduct analysis to identify roadway retrofits demonstration projects and opportunities to improve pedestrian safety and experience in DowntownDC.

Promote and install signature landscaping elements to stimulate a stronger visual identity for DowntownDC, providing shade and a place for respite, and softening the edges of the urban environment by bringing nature into the city.

Collaborate with partners and the District Department of Transportation to ensure a strong visual identity and appealing user experience for the K Street Transitway.

Created project executive committee and began design work to carry out phase two of the New York Avenue Sculpture Project.

Partnered with the Marketing and Communications Department to institute the Pandemic Assistance Grant Program, giving $1.15 million to 115 DowntownDC businesses.

Implementation of infrastructure to support rotating art installations that draw people into DowntownDC and keep them coming back.
Managing the distribution of $1.15 Million Pandemic Assistance Grant Program in FY2021.

FY21 ACCOMPLISHMENTS

- Maintaining the highest possible audit rating.

FY22 OBJECTIVES

- 5-year financial plan for the BID license renew.
- Building audit for BID.
LETTER

FROM THE TREASURER OF THE BOARD

Downtown BID Corporation (BID) ended its 24th year of operation on solid financial footing, despite the ongoing challenges related to the continuing pandemic uncertainty. The pages that follow provide the BID’s audited Consolidated Financial Statement for fiscal year 2021 (FY21), which covers the period from October 1, 2020, through September 30, 2021. Throughout this period, the BID maintained a strong financial position, collecting 100 percent of projected revenue and spending well below the expense budget.

During FY21, the BID hired staff for the newly renovated Franklin Park, began funding the maintenance and operation services for Franklin Park, maintained the highest possible audit rating, reduced costs and increased benefits by identifying new service providers in health care, insurance premiums, and overall employee benefit service providers.

In FY21, the BID maintained the commercial tax rate at $0.1697 cents 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 toward receiving disbursements and delinquent assessment payments in a timely manner.

The auditors, Baker Tilly Virchow Krause, LLP, issued an unqualified opinion on the FY21 financial statements. The DowntownDC BID earned the highest possible audit rating for FY21. Following a year of strong fiscal performance despite the challenges presented by the pandemic, 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 directly.

Scott Frisch
Treasurer of the Board of Directors
## Consolidated Statements of Financial Position

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>AT 9/30/2021</th>
<th>AT 9/30/2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$10,596,126</td>
<td>$9,236,405</td>
</tr>
<tr>
<td>Contract Receivable</td>
<td>$564,711</td>
<td>$322,594</td>
</tr>
<tr>
<td>Grant Receivable</td>
<td>$612,442</td>
<td>$425,572</td>
</tr>
<tr>
<td>Accounts Receivable, Net</td>
<td>$1,177,153</td>
<td>$748,166</td>
</tr>
<tr>
<td>Deposits</td>
<td>$107,265</td>
<td>$91,515</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>$211,250</td>
<td>-</td>
</tr>
<tr>
<td>Construction in Progress</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Property and Equipment, Net</td>
<td>$1,487,124</td>
<td>$1,369,515</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$13,578,918</strong></td>
<td><strong>$11,445,601</strong></td>
</tr>
</tbody>
</table>

| LIABILITIES AND NET ASSETS |  |  |
| Accounts Payable and Other Liabilities | $4,689,724 | $4,030,835 |
| **UNRESTRICTED NET ASSETS** |  |  |
| Undesignated | $6,402,070 | $4,045,251 |
| Capital Replacement and Park Improvements Reserves | $1,000,000 | $1,000,000 |
| COVID-19 Grant Reserve | - | - |
| Property and Equipment, net | $1,487,124 | $1,369,515 |
| Board Designated | - | - |
| **TOTAL UNRESTRICTED NET ASSETS** | **$8,889,194** | **7,414,766** |
| **TOTAL LIABILITIES AND NET ASSETS** | **$11,445,601** | **11,445,601** |

## Consolidated Statements of Activities

<table>
<thead>
<tr>
<th>SUPPORT AND REVENUES</th>
<th>AT 9/30/2021</th>
<th>AT 9/30/2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administration</td>
<td>$1,982,086</td>
<td>$1,487,294</td>
</tr>
<tr>
<td>Marketing</td>
<td>$1,566,392</td>
<td>$1,088,043</td>
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<tr>
<td>Safety</td>
<td>$1,453,735</td>
<td>$1,317,729</td>
</tr>
<tr>
<td>Maintenance</td>
<td>$4,123,700</td>
<td>$3,704,214</td>
</tr>
<tr>
<td>Homelessness</td>
<td>$2,369,564</td>
<td>$2,378,113</td>
</tr>
<tr>
<td>Infrastructure and Sustainability</td>
<td>$780,923</td>
<td>$703,275</td>
</tr>
<tr>
<td>Economic Development</td>
<td>$788,788</td>
<td>$758,830</td>
</tr>
<tr>
<td>Special Project - DC Circulator</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$13,065,178</strong></td>
<td><strong>11,437,498</strong></td>
</tr>
<tr>
<td>Pandemic Assistance Grant</td>
<td>$1,105,511</td>
<td>-</td>
</tr>
<tr>
<td><strong>NET INCREASE IN UNRESTRICTED NET ASSETS</strong></td>
<td><strong>$1,474,428</strong></td>
<td><strong>3,811,209</strong></td>
</tr>
<tr>
<td><strong>UNRESTRICTED NET ASSETS, BEGINNING OF PERIOD</strong></td>
<td><strong>$7,414,766</strong></td>
<td><strong>3,603,557</strong></td>
</tr>
<tr>
<td><strong>UNRESTRICTED NET ASSETS, END OF PERIOD</strong></td>
<td><strong>$8,889,194</strong></td>
<td><strong>7,414,766</strong></td>
</tr>
</tbody>
</table>

## Consolidated Statements of Cash Flows

<table>
<thead>
<tr>
<th>FISCAL YEAR 2021</th>
<th>FISCAL YEAR 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Cash provided by Operating Activities</td>
<td>$2,448,261</td>
</tr>
<tr>
<td>Net Cash used in Investing Activities</td>
<td>$(576,098)</td>
</tr>
<tr>
<td>Net Cash Provided By Financing Activities</td>
<td>$(512,442)</td>
</tr>
<tr>
<td><strong>NET INCREASE IN CASH AND CASH EQUIVALENTS</strong></td>
<td><strong>$1,359,721</strong></td>
</tr>
<tr>
<td><strong>CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD</strong></td>
<td><strong>$9,236,405</strong></td>
</tr>
<tr>
<td><strong>CASH AND CASH EQUIVALENTS, END OF PERIOD</strong></td>
<td><strong>$10,596,126</strong></td>
</tr>
</tbody>
</table>

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.
FY2022 BUDGET  
$ 15,401,254

BUDGET ALLOCATION

OPERATIONS 37.63%
DAY SERVICE CENTER 12.31%
COMMUNICATIONS & INTERACTIVE PROJECTS 10.41%
ADMINISTRATION 8.83%
FRANKLIN PARK OPERATION 8.04%
NEW YORK AVENUE MEDIAN INFRASTRUCTURE 5.84%
INFRASTRUCTURE & SUSTAINABILITY 5.21%
ECONOMIC DEVELOPMENT 4.51%
HOMELESS SERVICES 3.98%
BID FOUNDATION SUPPORT 2.12%
CAPITAL IMPROVEMENT PROJECTS FUND 1.14%
THE DOWNTOWNDC BID STAFF
(as of January 2022)

Gerren Price
Acting President and CEO

Braulio Agnese
Director of Marketing and Communications

Galin Brooks
Director of Planning and Placemaking

Jalal Chaoui
Payroll Manager

Alexander Cline
Economic Development Analyst

DeLores Dickens
Administrative Assistant

Maria Espinoza
Planning Associate

Natalia Gomez
Special Projects Associate

Ellouise Johnson
Maintenance Services Manager

Lulu Liu
Senior Accountant

Valencia Long
Creative Strategist, District of Fashion

Cecily Mendie
Franklin Park Manager

Innes Noel-Jeune
Senior Accountant

Nabavi Oliver
Director of Administration

Christian Romero
Human Resources Manager

Harriri Shah
Project Management Associate

Tasha Stiger
Partnership & Events Associate

Tyrell Thomas
IT Associate

Muhammed Vohra
Junior Accountant

Remi Wallace
Events/Strategic Partnerships Senior Manager

Ebony P. Walton
Senior Operations Administrator

Gerry Widdicombe
Director of Economic Development

DOWNTOWN DAY SERVICES CENTER

Debra Kilpatrick-Byrd
Director of Homeless Services

Michael Bunn
Lead Facility Assistant

Jeremiah DeSouza
Facility Assistant

Montee Saunders
Facility Assistant

Mark Smith
Facility Assistant

Famela Wolf
Facility Assistant

DOWNTOWNDC FOUNDATION

Rachel Rose Hartman
Executive Director

Jana Krien
Development Operations Manager

CURRENT SAMS

David Alexander
Jose Avelar
Davena Archie
Vernon O. Ball
Timothy P. Bolden
Bernard V. Bond
Martin A. Brown
Michael Brown
Wayne Cain
Norma Canales
James E. Caviness Bey
Phillip Crooms
Rodolfo Custodio
Raymond L. Dantzler
Anthony Davenport
John C. Davis
Rene O. Diaz-Morales
Phillip Dukes
Alyce Easterling
Ethel M. Frye
Andrew E. Gavins
Zachary D. Gebhardt
Marcus L. Gethers
Nelson A. Giron-Mendoza
Warner Isaiah Glover
Tyrell A. Hale
Ravon Harris
Tyrek A. Haskins
LaShawn M. Hawkins
De’Marco O. Head
Cedric Johnson
Michael A. Johnson
Joseph Johnson Jr.
Darwin Jones
Alesha A. Knott
Manuel Loza
Omar R. Malik
Julio Martinez
Frank L. Mccoy
Kevin Maurice Mckinley
John Lee McNeill
Malik J. McSwain
Julio C. Mendez Arevalo
Freda Mintah
Phillip H. Mitchell
Justin G. Monroe
Tremaine Moore
Fred L. Peele
Anthony Phillips Price
Blanca Ramirez
Donna Riley
Rosa L. Rosales De Velado
Harold Royal
Lorenzo Rodney Sanders Sr.
Crystal Saunders
Dion Simmons
Lorine D. Simon
Jermaine A. Simpson
Charles C. Stroud Jr.
Edward Pernell Taylor
Chrissean F. Tillery
Robert Toney
Alonzo R. Williams
Jerome Williams
Michael Williams
Philip Boyd Wright
BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

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Acting President & CEO

Mr. Gregory A. O’Dell (Chairman)  
President and CEO – Events DC

Mr. Michael McCarthy (Vice Chair)  
Vice President/Director of Acquisitions – Quadrangle Development Corporation

Mr. Scott Frisch (Treasurer)  
COO – American Assn. of Retired Persons Fdn.

Ms. Donna Cooper (Secretary)  
Region President – PEPCO

Mr. Chase Rynd (Past Chair)  
Mr. Kingdon Gould III (Past Chair)  
Vice President – Gould Property Company

Mr. Matthew Klein (Past Chair)  
President, Akridge

Mr. Robert H. Braunohler  
Real Estate Development Consultant – RB Advisors LLC

Ms. Yeni Wong  
President – Riverdale International

BOARD OF DIRECTORS

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Director Facilities Mgmt. & Services Programs Div.  
PBS/NCR – U.S. General Services Administration

Mr. Jeffrey Bank  
CEO – The Alicart Restaurant Group (Carmine’s)

Ms. Ann Chisholm  
D.C. Government Relations Officer – Washington Metropolitan Area Transit Authority

Ms. Monica Dixon  
Chief Admin. Officer/President of External Affairs – Monumental Sports & Entertainment

Mr. Thomas E. Finan  
Managing Director – Trammell Crow Company

Ms. Shantelle George  
Vice President/Store Manager – Macy’s, Metro Center Downtown DC

Mr. Brian Grant  
1st Vice President – Equity Residential

Ms. Kathy Guy  
Vice President – JBG SMITH

Mr. Thor C. Headley  
Managing Director – Hines, Columbia Square

Mr. Norman Jemal  
Principal/Senior Vice President – Douglas Development

Mr. Chris Jennings  
Managing Director – Shakespeare Theatre Company

Mr. Gregory Leinweber  
General Manager – Kimpton Monaco Washington DC

Mr. Eric Martino  
COO- José Andrés Think Food Group

Ms. Robin A. McClain  
Senior Vice President Marketing/Comms. – Destination DC

Mr. John McDonnell  
President – Clyde’s Restaurant Group

Mr. Marshall McNair  
Vice President, Asset Management – US Office Division, Brookfield Properties

Mr. J.R. Meyers  
Senior Partner – The Meyers Group LLC

Rev. Dr. Ianther M. Mills  
Senior Pastor – Asbury United Methodist Church

Mr. Wallace J. Mlyniec  
Lupo-Rici Professor of Clinical Legal Justice  
Director – Juvenile Justice Clinic Georgetown University Law Center

Mr. Christopher P. Mundy  
Manager/Senior Vice President – Oxford Properties

Mr. Pete Otteni  
Senior Vice President, Development – Boston Properties

Mr. Todd Payne  
Government Affairs Manager – Microsoft

Ms. Kim Sajet  
Director – National Portrait Gallery/Smithsonian Institution

Mr. Kenneth Schwartz  
Partner – Arnold & Porter Kaye Scholer

Ms. Gail Smith-Howard  
General Manager – Hyatt Regency Washington on Capitol Hill

Mr. Paul R. Tetreault  
Producing Director – Ford’s Theatre

Mr. Dean Violagis  
Senior Vice President, Portfolio Research – CoStar Group, Inc.