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Our third Detroit EDI Training Initiative learning series focused on multifamily and mixed-use development in Detroit. Through lecture, panel discussions, breakout sessions, and group projects, the series covers real estate development finance, the real estate development process, the Detroit development context, and “scaling up” to work on larger projects.



## **D'Marco Ansari**

D'Marco has always lived and worked in Detroit my entire life, attending University of Detroit Jesuit and University of Detroit Mercy. He started his career in real estate development working for a well-

known local developer and planner, Ernest Zachary, and serving as a facilitator for the Detroit Future City planning sessions. D'Marco currently serves as Public-Private Partnership Specialist with the City of Detroit. D'Marco's development interests focus on Detroit's neighborhoods -- which will offer a different experience than the downtown. D'Marco believes strongly that stable neighborhoods that continually rehab and renovate older structures, add new housing and commercial structures that meet the needs and desires of the neighborhood will inspire residents of all ages and generations to contribute to that stability and ultimately inspire local entrepreneurs to build upon it and introduce new creative endeavors that spurs growth and sustainability.



## **Anthony Askew**

Anthony is a proven strategist and project manager committed to community-centered economic development.

His work concentrates on equipping marginalized communities with the

resources, tools and expertise needed for them to lead their own revitalization. Through his company, City On The Rise, Anthony is implementing a comprehensive neighborhood development model that regenerates communities equitably, inclusively and sustainably. Anthony has advised several cities on inclusive economic development, and also manages an active real estate portfolio.



## **Siegel Clore III**

Siegel is growing a residential real estate investment company in the City of Detroit, while providing quality affordable rental housing. He has significant experience with single

family real estate, with 50 single family properties in Detroit across two entities. Siegel is a licensed real estate broker and property manager, managing 150+ single family homes in Detroit as well as a small multifamily portfolio.



## **Brinda Devine**

Brinda is a market-savvy and target-oriented Commercial Real Estate Executive recognized for translating organizations' visions and goals into achievable portfolio acquisition and

disposition strategy. She has 15+years of experience managing and growing high value diverse portfolios and assets while championing continuous growth with strategic management of multiple projects simultaneously. Brinda has worked in commercial real estate for over 25 years, is a licensed Michigan real estate broker, and currently works as Director, Real Estate & Asset Management at Wayne State University. Prior to joining Wayne State, I was employed with a fee developer. Brinda's expertise is in negotiating commercial leases and third-party development agreements, asset management and lease administration.

**Charles Dickerson**

Charles is a highly engaged Detroit resident, serving as board member of the Palmer Woods Association as Security Chair. Charles is a real estate investor and developer, beginning with a property he and

his wife and his wife on LaSalle Boulevard, completely renovated the structure from the basement to the 3rd floor. Charles's office is located within one of my buildings in Midtown, and he is currently focused on block-level development in Detroit's North End.

**Stephanie Esters**

Stephanie is a native Detroit and has worked in the property management and construction industries for 28 years. Playing multiple roles, Stephanie has owned and operated commercial

properties, multifamily and single family homes. Her work focuses on Detroit proper with a greater emphasis on North Corktown. Stephanie is the Vice President of M.I.I.A. Inc, her family's property management, renovation and restoration company. The neighborhood of North Corktown is especially dear to Stephanie; her husband and father in law resided in the area for many years. Stephanie's experience with EDI was educational and informative to her work at M.I.I.A. Inc. The connections made while networking with EDI have had a positive impact on Stephanies' business and knowledge of the development industry.

**Shawn Green**

Shawn established Smart Realty in 2012 is a full-service real estate brokerage company, with 11 active agents, specializing in sales of single family and investment homes. Smart Realty has closed over 500 transactions

since inception. Additionally, Shawn is Principal at Smart Lending Group, a real-estate mortgage brokerage specializing in FHA, conventional, VA mortgages and refinancing. In 2015, Shawn started Smart Construction, partnering with the Detroit Land Bank, Home Depot and investors throughout the city, renovating Detroit properties. Shawn's current goals is to leverage all of his real-estate experience and become a residential and multifamily developer, helping to fill the shortages of affordable housing in the state of Michigan and Georgia.

**Kishon Harbert**

Kishon is an indigenous Detroit – born and bred in the “D” – she is aware of the trends, opportunities, and the location of your next investment. Kishon works with a variety of investors, from the first timers

to more sophisticated. With nearly \$4 million in sales and leasing across nearly 30 transactions during her 6 years in the industry she has helped many of our metro Detroit community business owners realize their goals, better yet – power their dreams. Her combined skill set of human relations and commercial real estate provides the perfect platform to negotiate and execute complex acquisitions. In addition, Kishon is the Senior Commercial Leasing and Operations Specialist at Wayne State University and has in-depth knowledge around the structuring of complex, corporate lease deals.

**Steven Harris**

Steven owns and operates Rebound Design Build, a full-service design and build firm offering services from preliminary conceptual design, project design, interior design and space planning through final

construction. After returning from the Marines, he worked in the home renovation business to help pay for his Degree in Construction from HFCC, and received both a Bachelors and Masters Degree in Architecture from Lawrence Tech University (LTU). While working in construction and architecture, he developed a love for Green Architecture and Construction, and has provided housing to over 127 families within the North End through his company Rebound. With nearly 20+ years of experience in the construction industry, Rebound understands the importance of communication and work to keep our clients informed during every step of the construction process.

**Adena Hill, JD, MSW**

Adena is skilled in directing complex, mission-driven projects from concept to fully operational status, and successful at evaluating, designing and implementing advocacy and development projects. She

has professional experience and academic training in facilitation, research, strategic communications, outreach, direct service and grassroots activities, and an ability to identify legal and regulatory issues, collect and analyze information, report findings and provide quality recommendations. She would like to develop mixed-use buildings and restore multifamily structures throughout the city of Detroit, building a for-profit development firm that acquires and develops mixed-use and multifamily structures. Adena currently works for the City of Detroit, as a Public Private Partnership Specialist in the Housing and Revitalization Department. Adena's overall goal is neighborhood transformation and strategic development in minority communities.

**Rick Johnson**

As a Doctor of Management (DM), a Certified Project Management Professional (PMP), and Registered Scientist (RSci) Rick specializes in the architecture, engineering, construction, business and management, and social

science professions. He has subject matter expertise in various sub-disciplines with published work on leadership and management. Much of Rick's professional experience includes - architectural design and construction of residential, retail, religious, recreational, healthcare, industrial, automotive, institutional, and other types of commercial facilities. Additionally, Rick is a certified construction contract administrator and certified construction documents technologist which compliments his practice. As a scholarly journal reviewer for the Academy of Management and an editor and reviewer for the Journal of Business and Management Sciences and the American Journal of Civil Engineering and Architecture, Rick is gaining expert insight on matters in industry and academia as viewed by various practitioners, scholars, and scientists.

**Olubunmi Parks**

Olubunmi "Bunmi" Parks's professional career spans 15 years. She's held progressive human resources leadership roles, most recently serving as Senior Human Resources Generalist for a specialty chemicals

company. Bunmi graduated from Grand Valley State University with both a Bachelor of Science Degree in Public Administration with an emphasis in Human Resources and a Master of Public Administration Degree with an emphasis in Nonprofit Management & Leadership. Having recently relocated from West Michigan, her past community involvement includes board service for Kids Food Basket and Girl Scouts of Michigan Shore to Shore where she led the HR Committee. She is passionate about revitalizing communities and making them more affordable. She and her partner began to focus on joint real estate efforts over a half decade ago, and have marked many life milestones with real estate projects. They began flipping single family properties and hope to break into multi-family mixed-use projects in the future. Olubunmi currently works as Director of HR & Operations for the Detroit Justice Center.

**Hafsa Khan**

Hafsa is an economic development professional with nearly a decade of combined experience in small business and non-profit technical assistance, community engagement, and affordable

housing development. Her long-term career goal is to work with under-invested communities on issues of adequate transportation, accessibility to neighborhood goods and services, and access to safe, sanitary, and decent housing. Hafsa's connection to Detroit goes back to 2012. Since then, she has played many roles in the community including Small Business Coordinator for the Detroit Economic Growth Corporation (DEGC), where she worked with entrepreneurs and Detroit small business owners to start or grow their business and get access to capital from Detroit's Network of CDFI lenders. She recently served as Housing Development Specialist for the City of Detroit's Housing and Revitalization Department, working daily with developers to create and preserve affordable housing for Detroit's low-income residents, and is now a Project Manager with IFF.

**Chad Rhodes**

Born and raised in the City of Detroit, Chad has been committed to the success of the City since returning home from college in the late 90s. He has been an active participant in the business, social,

political, and philanthropic fabric of metro Detroit. Chad is a second-generation real estate investor, investing in single-family and multi-family properties in the Rouge Park/Franklin Park communities for decades, as well as a full time real estate professional. He is currently a Senior Associate at Summit Commercial, LLC.

**Teresa Singleton**

Teresa was born and raised in Detroit, and serves the city as an active 24-year veteran with the Detroit Fire Department. Teresa's long-term plan is to acquire properties in the metro Detroit area and prepare them

for rental to commercial and residential tenants, with an initial focus on a project on West Grand Boulevard. Teresa has participated in several entrepreneurial programs to support her real estate objectives.

**Clayton Neal**

Clayton is a highly qualified and results driven professional with 15 plus years of experience in Operations, Real Estate, Sales and Project Management. He is proficient in communicating ideas and expectations to

team members and management to achieve goals. Clayton began his real estate career in 2003 as an investor fixing and flipping homes in the neighborhood he grew up in, obtaining a residential contractor's license in 2005. After completing a number of transactions, he found himself assisting others within his network with locating quality purchases. He received his real estate sales license in 2013 and is currently an agent with KW Metro.



**Darnell Stewart**

Darnell Stewart has over 25 years of residential property management, rehabilitation, negotiation and marketing experience, and created a successful residential rental operations program,

including recruitment and retention of clients, that has maintained 100% occupancy. Darnell is currently in the process of developing Concord Square at Islandview, a 36 unit residential complex and managing eight residential properties and one commercial.

Born and raised in Detroit, Darnell attended Detroit Public Schools and after graduation, set out to pursue a profession to give back to the city. His interest in property management stems from being a lifelong resident of Detroit and wanting to collaborate with other stakeholders and become a part of the revitalization of the city he loves. Darnell takes great pride in tapping into the rich culture and heritage of his ancestry, encouraging economic diversity and providing housing options and projects developed by people of color.

**Terrence Willis**

Terrence is a lifetime Detroit, who was born and raised -- and now lives -- on Detroit's west side. For more than 30 years, he has focused on the revitalization of Detroit, starting multiple for-profit and

nonprofit organizations, each with the expressed goal of restoring the vibrant community that he remembers from his childhood. Terrence owns two Detroit-based businesses: IC Datacom, which strengthens communities by creating jobs and providing IT support services to K-12 schools, and Black Star Brokers, which creates economic revitalization by connecting Detroit-based businesses with customers, partners, and investors in West Africa. Terrence serves the community as Board Chair for 12th Street CDC, focused on the redevelopment of the Henry Ford, Virginia Park, LaSalle Gardens, North LaSalle, and Herman Kiefer Neighborhoods, and as Vice-Chair of the Life Remodeled Community Advisory Council. Real estate development, Job creation, and community organizing have been my focus for more than 30 years.

**Armeace Williams**

Armeace is a native Detroit, who recently started her own real estate development and property management firm after serving in the industry for nearly 25 years. She is a Certified Property

Manager Candidate through the Institute of Real Estate Management (IREM), where she is earning the certification to professionally manage all types of properties once they are developed to ensure proper maintenance and value retention. Armeace also serves on the Board of Directors with the Old Redford Business Association, whose focus is to spur economic growth through the recruitment of businesses, cohesively activate and revitalize the building stock along the Grand River Corridor, and develop a Main Street Community through the MEDC Main Street Program. As a developer consultant, she currently works with several developers and building owners in the area to put their spaces into productive use.

**Marcus Wilson**

Marcus was born and raised on the northeast side of Detroit. After graduating from the University of Michigan in Ann Arbor, his professional endeavors relocated him elsewhere throughout the midwest and southeast U.S. After several years

away, Marcus is excited to be back in Detroit with his hometown family, to share the experiences and knowledge he gained on his journey. Looking at the resurgence underway in Detroit, Marcus now seeks to connect the energy and opportunities of downtown, to the passionate and hungry residents within underserved communities throughout the city, via mixed-use real estate development, and modern day housing solutions.



To learn more about EDI, please visit [www.capitalimpact.org/edi](http://www.capitalimpact.org/edi)