



## Equitable Development Initiative 2019 Cohort | Washington, D.C.

Our first cohort for the Washington, D.C. area Equitable Development Initiative cohort was focused on addressing multi-family, affordable housing in the metro area. The series covered the real estate development process, business management, all within the D.C. area development context. All program participants received intensive training through weekly information sessions, advice and support through one-on-one mentorship, and connections to capital.

**Alfred Ajiwe** has lived in the Washington, D.C. metro area since 1992. He is an engineer by training and graduated from Western Michigan University, Kalamazoo. He holds a master's in Business Administration with specialties in Construction and Project Management. He's been in construction management, design, and real estate development industries for more than 25 years. Alfred's passion for affordable housing comes from seeing how various 9% and 4% LIHTC programs helped senior citizens and others live comfortably around D.C., Maryland, and Virginia.

**Ty Asfaw** has lived in the District of Columbia since 2011, but she has been working in the District since 2006. She has also previously worked for the District Department of Transportation, National Association of Homebuilders and Environmental Protection Agency. Ty has worked extensively with green infrastructure and water resources management, and has helped in driving the implementation of capital improvement projects. She obtained her master's degree in Environmental Science from Indiana University. She is interested in sustainable green development.

**Jay Briley** is the president and owner of American Smart Eco Lifestyle, ASEL Inc., a residential, commercial development and construction company, located in Washington D.C. Jay graduated from a historically Black university, Virginia State University, with a Business Management degree, and was commissioned as an Army Quartermaster Officer. Summer of 2019, Jay acquired certification in solar panel system installation.

After a three year tour in the military, Jay joined forces with his father to start a home improvement company in Anacostia D.C. For several years, Jay and his father did hands-on, 100 percent renovation of D.C. row houses in the Le Droit and Capitol Hill neighborhoods. Jay then started his own construction company by acquiring land in Anacostia and developed three lots into three brick workforce townhomes. For several years, Jay built new construction and modular homes in Annandale, Virginia, Great Falls Virginia, Falls Church, Virginia, and Fairfax, Virginia. In 2002, Jay and his brother acquired a homestead property.

The homestead property was a 12-unit building located on Capitol Hill in Washington D.C. The 12-unit building was transformed into six bi-level condominiums. Jay continues his construction over the years with high end renovations throughout the District, Virginia and Maryland. Now Jay is ready to embark on developing D Street Village, an eight retail bay/ 40 condominium units, a project located on Capitol Hill, Washington D.C.

**Alicia Burke** was born and raised in Northwest Washington, D.C. She obtained a high school diploma from the School Without Walls SHS and a college degree from the University of the District of Columbia. Alicia has worked in the D.C. metro area for more than 10 years in corporate and enterprise sales/marketing and more than two years in the nonprofit sector as an executive. She currently serves as Vice President at the D.C.-based nonprofit Rich Capital Concepts.

**Katy Chang** has lived and worked in the Washington, D.C. metro area her whole life. She is a business attorney, civil servant, and founder / CEO of EatsPlace, a culinary business accelerator with services including entrepreneurial coaching and technical assistance. EatsPlace helps entrepreneurs produce local foods, launch new products, and design food systems that work for our environment and communities. Through this work, Katy has been able to see firsthand how food, like real estate, is a catalyst for neighborhood development.

**Tisa Clark** is a native Washingtonian with a bachelor's degree in Management. As President of J.D. Clark Professional Services, L.L.C., she provides construction and maintenance services to affordable housing non-profits and governmental agencies. Her company provides supplies and funds to Croom High School and mentors three ladies in Prince George's County Public School's P-TECH program. Tisa is the incoming chair of the executive board of the Prince George's County Chamber of Commerce, and a member of the Prince George's County National Coalition of 100 Black Women.

**Richard Corley** is a native Washingtonian who spent 18 years in the D.C. region before moving to Atlanta, Georgia to attend Morehouse College. After completing his bachelor degree in Economics, he moved back to D.C. to learn more about residential and commercial real estate. Currently, Richard is with the Deputy Mayor's Office for Planning and Economic Development where he manages the planning and coordination of large-scale affordable housing projects within the District of Columbia.

**Tessa Edison** was born and raised in Silver Spring, Maryland and received her bachelor's degree in Sociology from the University of Maryland, College Park. She entered the building industry as a title and escrow agent more than 15 years ago. As owner of ASSET Management Consulting, Tessa works with District-based developers to assess the affordable housing ecosystem in their neighborhoods from the preplanning to the post-closing phases of development. Tessa also supports two organizations, Covenant House and Healthy Babies, which focus on the issue of homelessness prevention.

**Howard M. Ervin**, CCIM, Co-Founder, Managing Member - Parallax Development Group LLC: Howard Ervin is the co-founder and managing member of Parallax Development Group, LLC. Parallax Development Group focuses on the development of affordable senior and family housing throughout the Mid-Atlantic. Howard holds a master's degree with cum laude distinction in Real Estate Finance and Development from Georgetown University and holds a bachelor's degree in Business Management from North Carolina State University. He is a licensed real estate broker in the state of Maryland. Howard also holds a Certified Commercial Investment Member (CCIM) designation from the CCIM Institute.

**Natasha Freeman** is a third-generation Washingtonian who now resides in Southeast Washington, D.C. Natasha is currently a full-time mom and part-time consultant for a D.C.-based construction company. She has received her master's degree in Industrial Organizational Psychology from Grand Canyon University. In July 2018, she co-founded a real estate company with her husband called DT Real Estate Solutions, LLC, and they have been investing in real estate during the past 10 years.

**Dabrielle Goodwin** is the president and principal broker of Eluvial Enterprise, a full-service real estate development firm in the Washington Metro area. She has lived and worked in D.C. for the past seven years beginning her journey as a marketing manager, supporting the Department of Defense, Army and Marine Corp facilities infrastructure, then launching her own real estate brokerage firm. Currently, she is leading the new wave of innovative affordable housing built with repurposed shipping containers in the D.C. Metro area.

**Terry Gould** is a Ward 8 native of Washington, D.C., who was educated in the D.C. Public School System. He obtained his bachelor's degree in Business Administration at Columbia Union College. With more than 13 years of experience as a licensed realtor, Terry currently partners with Emmanuel Baptist Church, Ainger Place Development Corporation (APDC), Michaels Development, Jones Lang LaSalle (JLL), Nelson & Mullins, Miles and Stockbridge PC, Bozzuto Builders, and other local community stakeholders on the redevelopment of the existing "24 Unit Ainger Place Apartment" multifamily complex into a 72-unit affordable housing complex. Terry currently serves as the co-developer and managing member representative for the current redevelopment project whose grand opening is scheduled for late February 2020. To further his vision and mission, he has created TRJ Gould Development to continue building affordable housing in Wards 7 and 8.

**Haaziq Gragg** has lived in the Washington Metro area since 2002. He attended both Montgomery College and the University of Maryland. From 2003-2014, he worked at and eventually owned a District-based parking management company. Haaziq is a founding partner and leads acquisitions at Gragg Cardona Partners, a District-based real estate investment and development firm that focuses on socially impactful investments in the D.C. and Baltimore metro regions.

**Kiyon Harley** is a co-founder and principal of The Harbane Company (Harbane), a real estate development and investment firm based in Washington, D.C. Since 2003, his real estate journey has led to progressive experience, including: single-family home construction, rehabs, mixed-income multifamily acquisitions and development, property management, and condo conversions. Motivated by a passion to enhance financial and social value in his community, he strives to create and maintain safe, affordable, and sustainable housing options. To date, he has led projects in almost every quadrant in D.C., as well as Prince George's County, MD. A graduate of the University of Maryland, he completed his undergraduate studies in Government and Politics and Business (Entrepreneurship) and also holds a master's degree in Business Administration.

**Thomas Houston** was introduced to D.C. as a Howard University freshman. Since then, Thomas has seen the city change through the lens of a city employee and homeowner. He started Medici Road, which operates as a community development organization with the goal of producing data, policy, programs, and products that reduce poverty. With a primary goal of increasing Black home ownership, he seeks development that can be a model for other urban areas.

**Talayah Jackson** is a certified project management and management consultant who advises community-based organizations (CBOs), health care providers, and government agencies on the development and implementation of population health improvement strategies. Talayah is actively engaged in her Washington, D.C. Ward 7 community, working with the Advisory Neighborhood Commission (ANC), civic associations, CBOs, and local real estate developers to facilitate more meaningful and non-confrontational conversations between developers and residents. She is also a burgeoning real estate investor committed to community-driven development and revitalization in D.C. Wards 7 and 8, and all communities east of the river (EOTR).

**Rasheeda Jamison** is currently the president and CEO at United Communities Against Poverty, Inc. Rasheeda considers her chosen career path as missionary because “everyone is driven by some sort of passion, to solve problems that seem intractable.” She feels her entire professional career has been dedicated to breaking the cycle of poverty through advocating and providing direct services to Prince George’s County’s most vulnerable populations. Rasheeda has 18 years of experience in social services and community advocacy for vulnerable, underserved, low-income, and homeless populations. Under her leadership the programs she has developed and managed have successfully assisted at-risk and homeless families achieve self-sufficiency through economic stabilization. Her background, experience and skills over the years have produced quality service delivery for non-profit organizations in the social service industry. When asked what, I want my legacy to be, it’s to have created access to a passageway to hope over despair for those whom deem themselves invisible.

**Bree Jones** is a New York native who has found her second home in Baltimore, MD. Bree is the founder of Parity, an equitable development company that acquires and rehabilitates vacant and abandoned properties to create affordable home ownership opportunities. Parity centers ownership as one of the keys to restoring communities impacted by redlining and disinvestment. Before leaving corporate America, Bree was an investment analyst at a \$12B family office and \$300M venture capital firm. She obtained her bachelor’s degree in International Business, Economics, and Chinese.

**Jessica Jones** is a native Marylander who has focused her career over the last decade on the built environment, with an emphasis on affordable green housing and sustainable design. She graduated from high school in Prince George’s County, MD, received her undergraduate degree in Architecture and Environmental Design from Morgan State University, and earned her master’s degree in Real Estate Development from the University of Maryland, College Park. Jessica is a member of Zeta Phi Beta Sorority, Incorporated, the Montgomery County Family Justice Center - Benefit Committee, The U.S. Green Building Council - National Capital Region, Women of Color in Community Development, and recently was appointed by D.C. Mayor Muriel Bowser to serve on the Building Energy Performance Standards Taskforce.

**Mohammad Khokhar**, a second-generation Washingtonian, serves as CEO of HEP Development, a Ward 8-based real estate development company founded in 2018; and vice president of HEP Construction, a Ward 8-based design build construction company founded in 1997. HEP’s clientele includes a diverse portfolio, ranging from local, state, and federal government agencies to commercial Fortune 1000 companies. Mohammad has been responsible for securing and managing the construction of more than \$20 million in government and commercial projects and the development of more than 60 units of both single and multifamily housing in Washington, D.C. He has been a leader in providing workforce development opportunities for District of Columbia residents through accredited training programs or direct on-the-job training.

**Diarra McKinney** is the founder and CEO of Rosewood Strategies, a real estate development firm located in Washington, D.C. that focuses on urban infill development. Diarra’s career has focused on deals ranging from \$20-\$200 million. He has more than 12 years of real estate acquisitions, finance, and development experience. Diarra has acquired more than \$130 million of opportunistic real estate deals, which represent more than \$650 million in total asset value. Rosewood Strategies serves as the Real Estate Advisor for several non-profit institutions, including Martha’s Table, Jubilee Housing, Project Create, Recovery Café, and Community of Hope. Diarra formerly served as Vice President of Acquisitions and Development at Neighborhood Development Company, Director of Acquisitions at Ditto Residential, and Development Executive at Clark Realty Capital. Diarra is a native Washingtonian and a proud graduate of D.C. Public Schools, Stanford University, Yale Law School, and Harvard Business School.

**Joy Mack** is a native of St. Helena Island, SC and has resided in the Washington Metro region for the past nine years. She moved to the area after accepting a position with Arlington County's Department of Human Services Housing Choice Voucher Program (Section 8). As a housing specialist, she served families by securing and maintaining their access to safe and affordable housing. She currently serves as an acquisition specialist, administering utilities privatization contracts and an administrative contracting officer's representative. She earned both her master's degrees in Management and Business Administration from the University of Maryland, University College.

**Shiree Monterio** was born and raised in Alexandria, Virginia and received her bachelor's degree of Business Administration in Finance from Howard University and master's degree of Professional Studies in Real Estate from Georgetown University. Shiree founded 7+M Development, LLC, a boutique real estate development firm at the end of 2017. She has been working in the affordable housing and real estate industry for almost 20 years. She has been involved in numerous real estate development projects in the region that preserved and created new affordable housing units. She is invested in putting local communities first and wants to transform and cultivate communities and neighborhoods into more inclusive, sustainable, and progressive places for current and future generations.

**Babatunde Oloyede** is a native Washingtonian. He was a member of former Mayor Vincent C. Gray's Comprehensive Affordable Housing Task Force. He has developed, renovated, and managed more than 40 single-family and multi-unit residential properties during his career. The majority of his projects focus on revitalizing distressed commercial and residential properties. He earned his masters of Business Administration from the University of Rochester. Babatunde has earned an Illinois real estate broker's license and has also received fellowships from the following organizations: Artemis Real Estate Partners, Global Diversity Summit, Management Leadership for Tomorrow (MLT), and the Consortium. Babatunde is also a REAP alumnus.

**Maiki Paul** currently lives and works in Washington, D.C. as a full-time management consultant, supporting federal agencies. Her desire to support the development of sustainable, affordable housing stems from her belief that it's one of the most impactful ways to build healthier communities. Maiki has a master's degree in Public Health from the University of Pennsylvania and previously worked for a national nonprofit, where she consulted federal, state, local, commercial, and nonprofit entities on financing and establishing healthy food retail in mixed-use developments to improve food access and, ultimately, the health of communities.

**Kreig Rajaram** is a first-generation Washingtonian, who matriculated through the District of Columbia Public School System from kindergarten through high school. He attended the University of Maryland, College Park, earning a bachelor's degree in Government and Politics. He is a licensed realtor and property manager in D.C., a member of the Urban Land Institute 2019-2020 mentorship program, and a student in Georgetown's Real Estate master's degree program. Kreig is also the property assistant for a commercial office and medical office building.

**Rob Richardson** is a self-employed developer. He obtained his master's degree in Public Policy with a concentration in Urban Economic Development and Finance from Harvard University's Kennedy School of Government. He has worked for the National Housing Trust-Enterprise Preservation Corporation (now NHT Communities), as well as the Anacostia Economic Development Corporation. Rob is the president and founder of IBF Development, a 100 percent minority-owned affordable housing development and consulting company founded in Washington, D.C.

**Ebony Saunders** is a native Washingtonian who worked as a real estate sales professional for 10 years representing seasoned real estate investors and developers. Ebony holds a bachelor's degree in Business Administration, and is currently a candidate for both a certificate in Commercial Real Estate from Cornell University (January '20) and a master's degree in Professional Real Estate degree from Georgetown University (May '20), where she is pursuing a dual concentration in Finance and Commercial Development. She plans to expand her knowledge of acquisitions and redevelopment of commercial multifamily assets by developing and /or repurposing buildings for affordable and senior housing.

**Paul Stanford** came to the region to expand his knowledge of national affordable housing policy by working with experts at the Center on Budget and Policy Priorities. He then earned a position with the city of Falls Church, VA and collaborated with large real estate development companies for the city's Affordable Dwelling Unit Program. Then, Paul obtained a position with Fairfax County Government, managing their Affordable Dwelling Unit (ADU) and Workforce Dwelling Unit (WDU) Inclusionary Zoning housing programs. Recently, Paul founded Stanford Real Estate, LLC, a real estate development, investment, and management firm, making his first multifamily real estate investment in Baltimore, Maryland.

**Derric Turner** is a native of Washington, D.C., and was born and raised in the Petworth neighborhood. He attended college in Western New York at the Rochester Institute of Technology. After graduating, Derric began his cyber security career while also pursuing his interest in real estate. In 2005, he purchased his very first investment property, which was a multi-unit residential building in Southeast Washington. He now manages and owns several multi-unit buildings and single-family homes as rentals in D.C.

**Faraji Whalen-Robinson** is a Washington, D.C. native with more than 15 years of experience in Commercial and Investment Real Estate. He obtained his bachelor's degree in Business from Morehouse College in Atlanta, Georgia and his master's degree in Real Estate Development from Massachusetts Institute of Technology. He has worked as a real estate professional for the Menkiti Group, managing a portfolio of neighborhood assets and has brokered more than \$25 million in lease and sale transactions, specializing in start-up businesses and new-to-market ventures. He is the founder of Southbanc, a real estate investment and advisory firm dedicated to connecting minority real estate developers with minority capital to sponsor dynamic community serving projects. Faraji was a Halcyon Incubator Fellow and a Founder Gym Graduate.

**Patricia Williams** is a proud native Washingtonian who has lived and worked in D.C. all of her life. She has strongly committed herself to public service while working diligently to provide positive solutions for the concerns of the Washington, D.C. community, history, and culture. Patricia obtained her bachelor's degree in Business Administration degree from Richmond University in Virginia. Currently, she is working at Mutual Capital Investors Group.

**Rod Williams** is the CEO of a comprehensive human services agency in Washington, D.C., and is the former COO of Wheeler Creek Community Development Corporation (WCCDC), a nonprofit affordable housing and community development corporation. He has spent time working in the Deputy Mayor's Office for Planning and Economic Development. Previously, Rod has been involved in a variety of commercial and residential real estate transactions for Walmart Stores, Inc. and Clark Construction Group (among others).

**Tori Williams** moved to Maryland in 1997 after graduating from college and entered the real estate industry in 1998. She has obtained a master's degree in Real Estate from John Hopkins University. Since moving to the area, Tori has resided in Montgomery County, Maryland. Through various job opportunities, she has managed many real estate projects in Washington Metropolitan area. Tori has more than 20 years of experience as a construction project manager, managing residential, hospitality, industrial, office, and retail projects.

For more information about the Equitable Development Initiative in the Washington Metropolitan area, please contact:

**Kayla Baker**

[kbaker@capitalimpact.org](mailto:kbaker@capitalimpact.org)

**703.647.2305**

[www.capitalimpact.org/equitabledevelopmentinitiative](http://www.capitalimpact.org/equitabledevelopmentinitiative)

