DUMAS
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DUMAS
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THE NEXT EVOLUTION OF OUR FAMILY OF COMPANIES.

We are a collective of companies focused on development, acquisition and property management.

In the spirit of one of author Alexander Dumas' most enduring characters, Edmond Dantes and Abbe Faria, we trust that when you work with us, you'll find that we are unabashed dreamers and precise doers. We help you make sense of your real estate development and management problems; we creatively map-out solutions out of seemingly unconquerable odds; we gravitate towards complex deals most development firms would turn down. We specialize in making the impossible possible. We used this inspiration to name our new parent company.

"How did I escape? With difficulty.
How did I plan this moment? With pleasure."

Alexandre Dumas, The Count of Monte Cristo

Introducing the

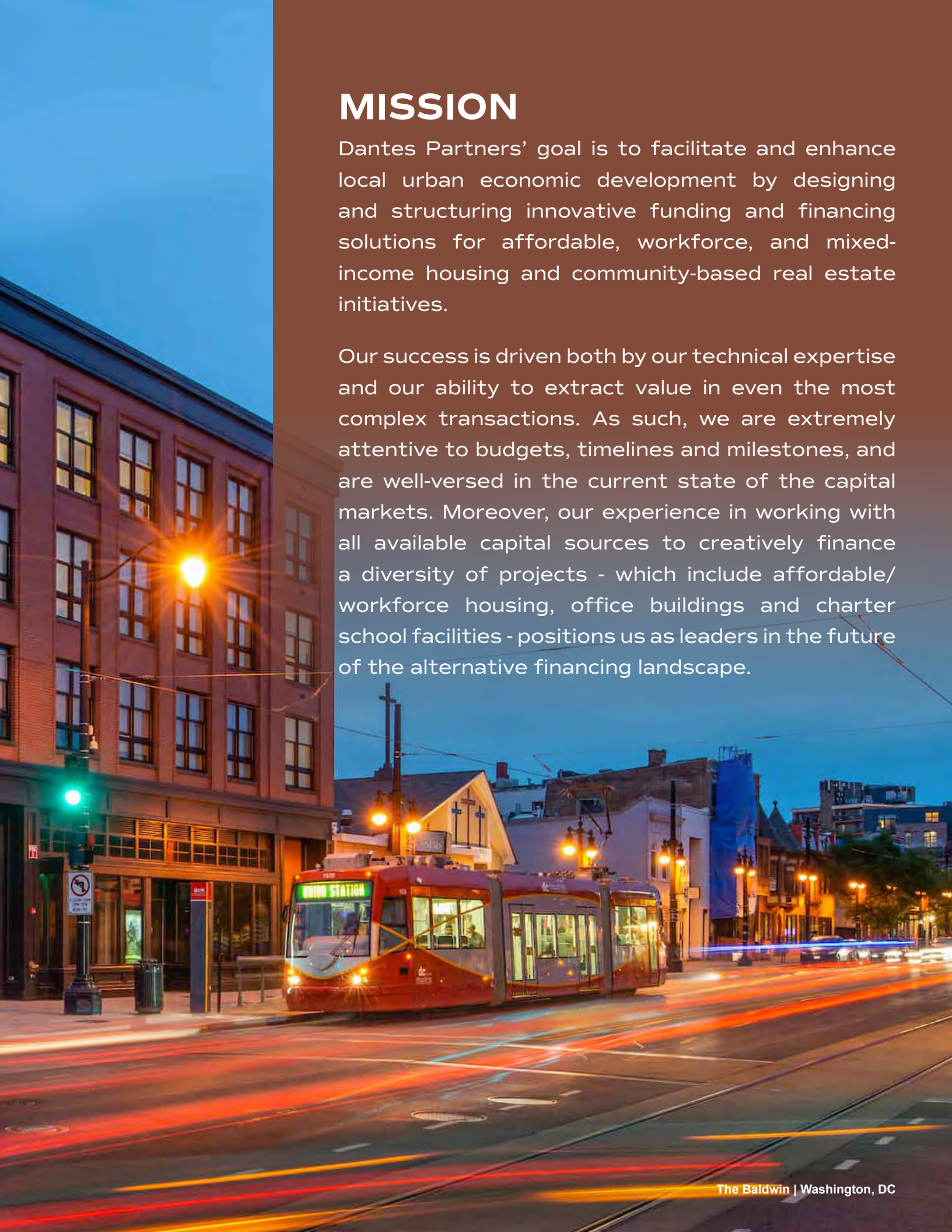
DumasCollective.

More working people in housing they can afford, makes for stronger cities and communities.

MISSION

Dantes Partners' goal is to facilitate and enhance local urban economic development by designing and structuring innovative funding and financing solutions for affordable, workforce, and mixed-income housing and community-based real estate initiatives.

Our success is driven both by our technical expertise and our ability to extract value in even the most complex transactions. As such, we are extremely attentive to budgets, timelines and milestones, and are well-versed in the current state of the capital markets. Moreover, our experience in working with all available capital sources to creatively finance a diversity of projects - which include affordable/ workforce housing, office buildings and charter school facilities - positions us as leaders in the future of the alternative financing landscape.



The Baldwin | Washington, DC

ABOUT US

Dumas Collective, a real estate and social impact conglomerate, is a development, property management, and acquisition holdings firm operating across the Mid-Atlantic region with offices in Washington, DC, Maryland, New York, and Virginia. Established in 2006, Dumas Collective is the holding company of Dantes Partners, Faria Management, and Dantes Community Partners. A vertically integrated and diversified industry leader, Dumas Collective's real estate company, Dantes Partners, utilizes unconventional financial approaches to develop Luxury Affordable Housing® in some of America's rapidly growing cities with exponential demands. Dantes Partners is the chief expert in affordable and workforce housing development, acquisition, management, and financing.

To date, Dantes Partners has financed, developed, and acquired over 7,600 units with a financing and investment value of $2.2 billion dollars. Dumas Collective leverages Dantes Partners' extensive expertise in the real estate industry to provide external consulting services for public-private partnerships.

To learn more about Dumas Collective and its portfolio of companies, visit: www.dumascollective.com

Fighters for the cause...and our cause is creating Luxury Affordable Housing® for hard-working people.

EXPERIENCE BY THE NUMBERS

40
DEALS CLOSED

24
TAX CREDIT DEALS CLOSED

19
PUBLIC LAND DISPOSITIONS/ AWARDS/ SITES

3,212
UNITS UNDER MANAGEMENT

4%
LOW INCOME HOUSING TAX CREDIT TE BOND DEALS: 15

2
NEW MARKETS TAX CREDIT DEALS

9%
LOW INCOME HOUSING TAX CREDIT DEALS: 7

2
HISTORIC CREDIT DEAL CLOSED

$416 MILLION
IN TAX-EXEMPT BOND FINANCING SECURED

$234 MILLION
IN PUBLIC SUBSIDY SECURED

$2.2 BILLION
IN COMMERCIAL REAL ESTATE FINANCING SECURED

7,633
UNITS FINANCED

PRODUCTS & SERVICES

ADVISORY SERVICES

Dantes Partners prides itself on using a myriad of financing sources to creatively determine the highest and best use for a site be it for repositioning, rehabilitation, or infill development. Dantes pursues housing and mixed-use projects in emerging or transitional neighborhoods with favorable economic and demographic trends. Dantes embarks on real estate projects individually or through joint ventures. In all cases, Dantes looks to maximize utilization and maximize profitability.

Luxury Workforce and Affordable Housing Financing

Our team has extensive experience in analyzing and structuring financing for mixed-income residential projects with significant affordable housing requirements. We have found creative financing solutions for projects in the form of tax credits (historic, low-income housing, new markets and renewable energy investment), the creation of public-private joint ventures, and other approaches. Similarly, our team will exhaust all efforts to identify alternative financing sources as well as aim to minimize financing costs and risks to our clients.

Pro Forma Analyses and Modeling

In analyzing project financial feasibility, our team will measure the viability of the development options proposed. Our team has developed many dynamic, adaptable models in the past and maintains the capability to prepare our own customized models as a basis for negotiations. We will consider multiple financing, ownership, and transaction structures to determine the scenarios that are most advantageous given the existing market conditions.

Transaction Services

Our team has substantial experience representing the interests of landlords/tenants, buyers/sellers, borrowers/lenders, and we seek to leverage our experience in these areas for the benefit of our clients.

Capitol Vista | Washington, DC

REAL ESTATE DEVELOPMENT MANAGEMENT SERVICES

Dantes Partners has consulted for a wide variety of clients to coordinate with parties from design and financial teams to program sites from vacant parcels to stabilized buildings. Over the past 15 years, Dantes Partners has grown exponentially to provide consulting services in the areas of public/private deal structuring and negotiations, predevelopment planning and oversight, community outreach, market analysis, project and asset management, debt/equity underwriting, and portfolio due diligence. Our clients include corporations, government entities, non-profit organizations and individual land-owners.

We're honored to play a major role in meeting a growing, fundamental need in our communities.

BUWA BINITIE
CEO/ Founder

Capitol Vista | Washington, DC

Typical development activities include,
but are not limited to the following:

- Generating strategic plans for development projects including design, feasibility, marketing, and operational decisions/strategies

- Assisting clients in selecting and organizing project teams (architects, engineers, sales agents, and other consultants)

- Management of the project team

- Implementation of design development activities

- Development of overall project budget

- Negotiation of all ancillary contracts and agreements

- Management of the zoning and entitlement process

- Working with the general contractor to develop a construction schedule and budget

- Working with various elected officials and other community organizations to inform as well as gain support for proposed project

DUMAS COLLECTIVE DEVELOPMENT EXPERIENCE

DANTES PARTNERS

Project Name	Unit Count	TDC	Gap Financing	Low Income Tax Credit Equity	Tax-Exempt Bonds	Historic Tax Credit Equity	LIHTC Allocation
Residences at Georgia Ave	72	$30,000,000	$6,700,000	$10,260,000	$13,000,000		
VIDA Senior Residences	36	$8,700,000	$470,000	$6,870,000			
Progression Place	0	$32,200,000	$13,230,000				
Mayfair Mansion	160	$33,000,000	$8,250,000	$9,410,000	$16,730,000		
The Heights	69	$24,700,000	$5,360,000	$7,570,000	$13,052,000		
Minnesota Ave (L'Enfant Square)	37	$3,500,000	$640,000				
W Street	15	$4,900,000	$2,220,000				
O Street	90	$28,000,000	$6,280,000	$11,500,000	$13,010,000		
Justice Park	28	$9,800,000		$8,290,000			
6925 GA Ave	27	$6,634,000	$1,300,000				
47th Place	2	$258,000	$180,000				
Grandview Estates II	46	$12,600,000	$6,310,000				
Highland Dwellings (DCHA)	208	$64,700,000	$15,290,000	$25,910,000	$35,290,000		
Girard Street	25	$11,200,000	$323,000	$9,500,000			$865,038
Hine	34	$15,050,000		$4,630,000	$7,600,000		$420,863
PW-YWCA	84	$16,805,000	$3,700,000	$9,700,000			$886,206
West End	61	$27,100,000	$11,300,000	$7,660,000	$13,370,000		$696,669
South Capitol Street	196	$58,600,000	$25,138,557	$23,186,000	$30,000,000		
1300 H Street NE	33	$12,100,000		$10,779,000			$1,099,999
Capitol Vista	104	$60,100,000	$18,006,741	$14,292,247	$25,250,000		$1,429,368
Fortitude at Delta Towers	179	$92,191,000	$23,261,307	$30,545,000	$48,200,000		$2,994,945
Twin Parks	311	$106,848,000					
Highbridge / Franklin Bridge	335	$55,126,000	$11,120,846				
Southern Avenue	152	$66,564,000		$15,398,000	$50,000,000		$1,878,034
Kennedy Street	38	$15,810,000	$7,377,210	$5,560,939	$8,200,000		$561,767

Project Name	Unit Count	TDC	Gap Financing	Low Income Tax Credit Equity	Tax-Exempt Bonds	Historic Tax Credit Equity	LIHTC Allocation
Intersect at O	79	$51,790,000					
Cascade (9%)	73	$27,616,600		$18,824,946			$1,855,533
Cascade (4%)	59	$23,592,000	$9,150,578	$7,611,472	$11,189,500		$659,058
Pin Oaks	98	$24,912,000	$1,000,000	$11,545,524			$1,282,836
Linden/Penn-Wortman	1,917	$534,527,000					
Parcel 42	110	$58,930,000	$15,642,320	$28,657,758	$29,460,000		$2,460,102
Delta II	166	$39,332,000					
Langston Lane	118	$16,420,000	$3,550,000				
Urban Village	78	$22,269,000					
Audubon/Bethune/Marshall	557	$166,212,000				$21,982,569	
SUBTOTAL	**5,597**	**$1,762,086,600**	**$195,800,559**	**$277,700,886**	**$314,351,500**	$21,982,569	**$17,090,418**

DANTES COMMUNITY PARTNERS

Project Name	Unit Count	TDC	Gap Financing	Low Income Tax Credit Equity	Tax-Exempt Bonds	LIHTC Allocation
The Jane Apartments	52	$3,885,032				
Tri-City Portfolio	185	$17,133,141				
North Hills (formerly Avanti)	930	$172,956,127				
The Benjamin at Landover Hills (fomerly Verona at Landover Hills)	727	$138,000,000				
SUBTOTAL	**1,894**	**$331,974,300**				
TOTAL	**6,934**	**$1.93 B**	**$192,800,559**	**$277,700,886**	**$314,351,500**	**$17,090,418**

Fighters for the cause....and our cause is creating quality affordable housing for hard-working people.

DUMAS
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PUBLIC/ PRIVATE TRANSACTIONS

Our Development Division is led by **Dantes Partners**, a leader in executing Public-Private partnerships.

These collaborations have created over 6,000 units of luxury affordable residential units across the mid Atlantic.

PARCEL 42

1707 7th Street, NW Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- H Street Community Development Corporation
- Group 360 Real Estate Advisors
- Irving Development LLC

Lending and Financing Partners

- Wells Fargo Bank, N.A.
- Sugar Creek Capital
- DCHFA
- Amazon.com Inc.

Key Facts

- 110 units
- $58.9MM Total Development Cost
- New construction of an affordable housing development
- Anticipated Completion: Q4 2023

Dantes Partners, LLC in partnership with H Street Community Development Corporation, Group 360 Real Estate Advisors and Irving Development LLC closed on the financing for Parcel 42 in Q1 2022. The development will transform a vacant lot in the Shaw Neighborhood of Washington, DC into 110 units of Luxury Affordable Housing®. The development will consist of a mix of studios, 1-bedroom and 2-bedroom units. The development will also include approximately 1,785 SF of ground floor retail space along 7th street. 108 of the 110 units will be income restricted and reserved for residents earning between 30% and 80% of the Area Median Income (AMI).

https://www.comingtoparcel42.com/

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CAPITOL VISTA

810 New Jersey Avenue, NW Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- Bailey Real Estate Holdings
- The Menkiti Group
- Spectrum Management
- Housing on Merit

Key Facts

- 104 Units, including 21 Permanent Supportive Housing (PSH) units
- Approximately 108,500 GSF
- $60M Total Development Cost
- 4% LIHTC, HPTF Financing, and Tax-exempt bonds
- Rents will be set at 30% and 50% Area Median Income
- Completed October 2020

Capitol Vista is a triangular-shaped parcel located in the Mount Vernon Triangle neighborhood and bounded by 2nd Street, N.W. to the west, H Street N.W. to the south, and New Jersey Avenue N.W. to the east. Based on a competitive Request for Proposals (RFP), the Office of the Deputy Mayor for Planning and Economic Development (DMPED) selected Voltron Community Partners comprised of Dantes Partners LLC, Spectrum Management LLC, The Menkiti Group and Bailey Real Estate Holdings, to redevelop the parcel. The development has 104 affordable units with a mix of studios, 1-bedroom and 2-bedroom units as well as 3,200 square feet of ground floor retail space. It also includes significant public space improvement such as a fitness room and club room. The project was financed using Low- Income Housing Tax Credit (LIHTC), Housing Production Trust Fund financing, and tax-exempt bonds. The development commenced construction in October 2018 and opened its doors in the 4th quarter of 2020.

https://capitolvistadc.com/

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DELTA PEARL

1400 Florida Avenue, NE Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- Gilbane Development Corporation
- Delta Housing Corporation

Lending and Financing Partners

- TD Bank, N.A.
- Walker and Dunlop

Key Facts

- 1400 Florida Avenue, NE
- 166 units
- $39.3MM Total Development Cost
- Substantial Rehabilitation and creation of a workforce/ market rate development
- Anticipated Renovation Completion: Q1 2023

Dantes Partners, LLC and its affiliates, in partnership with the Delta Housing Corporation and Gilbane Development Corporation closed on the financing for Delta Pearl in Q1 2022. The total development will consist of a substantial renovation of an existing multifamily building. The project will provide high quality workforce and market rate housing to the H Street Corridor, a neighborhood catering to young, working professionals that has undergone a rapid transformation over the last several years.

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JUSTICE PARK APARTMENTS

1421 Euclid Street, NW Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- The Menkiti Group

Key Facts

- 28 Units
- 27,000 GSF
- $10 M Total Development Cost
- Completed Summer 2014
- Financed with 9% LIHTC and conventional debt
- Workforce Housing for Individuals and Families
- 60% AMI and below

Dantes Partners partnered with the Menkiti Group and led the successful development of 28 units of workforce housing in the Columbia Heights neighborhood. Our team identified and closed the acquisition financing and secured 9% Low Income Housing Tax Credits as well as conventional permanent debt. This sustainable community, which targets professionals and families earning at or below 60% AMI, is designed with unique features to assist the hearing-impaired. As a fitting addition to the Columbia Heights community, the project has revitalized a once vacant and derelict lot into a vibrant housing community that provides much needed luxury workforce housing in the rapidly gentrifying neighborhood.

http://www.justiceparkapartments.com/

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WEST END (SQUARE 50)

1211 23rd Street, NW Washington, DC

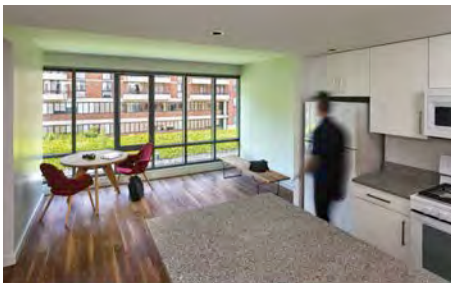
PROJECT HIGHLIGHTS

Development Partners

- Eastbanc

Key Facts

- 61 Units, including 3 Permanent Supportive Housing (PSH) units
- Approximately 53,000 GSF
- $28 M Total Development Cost
- Completed 2017
- Financed with 4% Tax Credits, gap financing, Tax-exempt Bonds, and deferred developer fee
- 60% AMI and below/ Market Rate



Dantes Partners in partnership with Eastbanc, Inc. were selected to redevelop the West End Library and West End Fire Station sites. The project is such that a portion of the city's land value will be used to subsidize the development of a new neighborhood Library and new Fire Station.

The West End is one of the District's most desirable residential areas being within walking distance to both Georgetown and the CBD, situated between the two primary metro stops (Foggy Bottom and DuPont Circle), and the home of George Washington University and Hospital. The mixed- income development on the Square 50 site will provide 61 units much needed low-income and workforce housing that will be uniquely situated atop a squash facility and a brand- new fire station. Dantes Partners structured, identified and secured the financing for the residential component of this innovative development which includes equity from the sale of 4% LIHTC, gap financing, tax-exempt bonds and deferred developer fee.

https://www.square50dc.com/

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METROPOLITAN OVERLOOK

1831 2nd Street, NE Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- The Menkiti Group

Key Facts

- 37 Units
- $5 M Total Development Cost
- Completed 2013
- Financed with Conventional Debt and Subordinate Debt
- For Sale Condominium with Market Rate & Affordable Units at 60% AMI

Dantes Partners and The Menkiti group partnered to win the District of Columbia's solicitation for proposals for the acquisition and development of a 37 unit for- sale multifamily property. Built in 1938 and abandoned for over 40 years, the existing building was derelict and in need of substantial renovation. This $5,000,000 transaction utilized Conventional Debt and a Subordinate Loan from CityFirst Homes. By negotiating a nominal acquisition price, our development team was able to create long-term value for investors via the limited land cost basis. This transit- oriented green development is less than 1 mile from both the Rhode Island Avenue Metro Station and the New York Avenue Metro Station in the rapidly developing Eckington neighborhood.

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PROGRESSION PLACE

7th and T Streets, NW Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- Four Points, LLC
- Broadcast Centers Partners, LLC Jarvis Co, LLC
- Ellis Development Group, LLC

Key Facts

- 300k+ SF of Commercial Office and Retail
- $150M Total Development Cost
- Completed 2012

The Four Points, LLC engaged Dantes Partners to finance the development of the Northeast corner of the Headquarters for the United Negro College Fund (UNCF). The project is a mixed-use, transit-oriented development with approximately 319,937 GSF of office space, storefront retail, apartments and below-grade parking structure. The project is located in Ward 1 and was included in the Planned Unit Development (PUD) application which was approved by the Zoning Commission in November 2008. The 204 residential apartments are mixed-income units, of which 51 are set aside for families earning 30%-120% AMI and the final component includes a below-grade garage which provides the required parking for the facility users, the general public and Howard Theatre. Dantes was instrumental in securing a $23,000,000 New Market Tax Credit (NMTC) Allocation to help close the financing for this $150,000,000 development.

This project is located above the Shaw-Howard University Metrorail

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INTERSECT AT O

1414 8th Street NW Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- Roadside

Key Facts

- 79 Units
- 30% of the Units will be Affordable
- 3,327 SF of Ground Floor Retail/Restaurant Space with Outdoor Seating
- $52M Total Development Cost
- Completed 2022

Intersect at O extends the residential space near the historic O Street Market. This mixed-use development, delivering in 2022, will offer 3,327 square feet of ground floor retail and restaurant space with outdoor seating, as well as 79 residential units.

https://www.intersectato.com/

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PHYLLIS WHEATLEY YWCA

901 Rhode Island Avenue, NW Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- Phyllis Wheatley YWCA, Inc.

Key Facts

- 84 Units, Permanent Supportive Housing (PSH) units
- $17 M Total Development Cost
- Permanent Supportive Housing for Women
- Completed 2016
- Financed with 9% tax credits, DBH Grant, DCHA Capital Funds, HUD factor funds, and PACE Funds
- 0 - 30% AMI

Dantes Partners partnered with the Phyllis Wheatley Young Women Christian Association, Inc. to finance and renovate the historic Phyllis Wheatley YWCA in the Shaw neighborhood of Northwest, DC. This $17M project preserved 84 affordable units for the building's population of low-income and vulnerable women. The renovation of the historic building – originally constructed in 1920 – was financed utilizing a combination of 9% LIHTC, DBH grant funds via the District of Columbia DHCD, DCHA capital funds, a PACE Assessment via the District Department of Energy and Environment, HUD factor funds, and deferred developer fee. The project was designed to ensure the building's current residents were able to remain in their homes and not be displaced. Rental rates remained affordable, and the building's pre-renovation residents have not seen their rents increase due to rental subsidy provided via a blended local rent supplement and annual contribution contract.

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CASCADE PARK APARTMENTS

4th Street, SE Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- H Street Community Development Corporation (HSCDC)
- Crosby Family Trust

Key Facts

- Phase I 9%: 73 units, including 19 Permanent Supportive Housing (PSH) units
- Phase II 4%: 59 units, including 9 Permanent Supportive Housing (PSH) units
- $51.2M Total Development Cost
- Substantial Rehab and creation of an 100% affordable development.
- Funding Sources:
  - 4% LIHTC Equity
  - 9% LIHTC Equity
  - Tax-exempt bonds financing
  - DC LIHTC
  - HPTF Gap Financing
  - FHLB Atlanta
  - Construction and Perm Financing
- Anticipated Renovation Completion: Q2 - 2023

Dantes Partners, LLC and its affiliates, in partnership with H Street Community Development Corporation ("HSCDC") and The Crosby Family Trust ("Crosby acquired Cascade Park Apartments in December 2019. The team closed on the financing of Phase I in Q4 2021 and Phase II Q1 2022. The total development will consist of a 132-unit substantial rehab across 5 residential buildings. The Project will provide high quality affordable housing for individuals and families at or below 80% AMI, of which, a total of (28) units will be permanent supportive housing ("PSH") for vulnerable District residents with income at or below 30% AMI to be subsidized using local rental supplement program ("LRSP") funds – the District's version of project-based vouchers. The general renovation scope includes a complete overhaul and introduction of HVAC systems, ductwork, plumbing, fire alarm, electrical & lighting, flooring, doors and windows and the creation of an accessible outdoor child play area, among other site upgrades.

https://www.cascadeparkdc.com/

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PIN OAKS ESTATES

37 Slagle Avenue Petersburg, Virginia

PROJECT HIGHLIGHTS

Development Partners

- Virginia Housing
- Portsmouth Redevelopment and Housing Authority
- Bank of America

Key Facts

- 98 Units
- $24.9M Total Development Cost
- Approximately 135,000 GSF
- Received $1.2M 9% LIHTC Award from Virginia Housing Development Authority in 2017
- Closed Q3 2021

Dantes Partners, consultant in partnership with Bank of America CDC, was co-development consultant to assist the Petersburg Redevelopment and Housing Authority for the redevelopment of Pin Oaks Estates – a decades-old public housing in Petersburg, VA. Pin Oaks I is the first phase of the redevelopment effort that will bring brand new public housing replacement units to the site. The first phase will offer 98 one-, two-, three- and four-bedroom apartments, 10 of which will be handicap accessible. Returning residents will enjoy updated apartments, a computer lab and more. The $24.9M development commenced construction in 2021 and is scheduled for completion prior to the end of 2022.

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LANGSTON LANE

2726-2734 Langston Place, SE and 2919-2925 Knox Place, SE Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- NFP Affordable Housing Corporation
- JPMorgan Chase Bank

Key Facts

- 118 units
- Acquisition of Existing Affordable Housing
- $16.3MM Total Development Cost
- Permanent Financing
- Sponsor Equity

Dantes Partners, LLC and its affiliates, in partnership with NFP Affordable Housing Corporation closed on the financing for Langston Lane Apartments Q3 2022. The total acquisition will consist of two existing multifamily buildings with various amenities. The project will extend the affordability and provide necessary improvements to maintain high quality affordable housing in Garfield Heights.

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PARK MORTON

Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- Dantes Partners
- Community Builders

Key Facts

- 463 units
- 4,500 GSF of Retail/ Community Space
- $200M Total Development Cost

The Park Morton Redevelopment is anticipated to be completed in 3 phases. Each of the phases (Phase 1 – Bruce Monroe; Phase 2 and 3 – Park Morton proper) will be financed utilizing tax-exempt bonds (debt), equity from the sale of LIHTC (4%), New Communities Initiative gap financing, and deferred developer fee.

Leveraging its track record of developing and preserving complex affordable housing communities, Dantes Partners, in partnership with the Community Builders, was selected to redevelop the Park Morton public housing complex in the Park View neighborhood of Washington, DC – a targeted site of the District's the New Communities Initiative. The 462-unit redevelopment will be completed in multiple phases and will minimize resident displacement by following the "Build First" principle; will create a mixed-income community consisting of public housing, affordable and market-rate units; and features 1-for-1 replacement of the existing public housing units. Bruce Monroe, located four (4) blocks away, will serve as the "Build-First" site and the first phase of the redevelopment. Phase 1 will include 273 units, 90 of which will be public housing replacement units. Phases 2 and 3 will be developed on the site of the current Park Morton Public Housing development. The $200 million redevelopment is slated to begin in 2019. The DC Housing Authority is a joint venture development partner and co-owner. The project will be funded by DC Housing Finance Agency, New Communities Initiative Fund – via The Deputy Mayor of Planning and Economic Development and 4% LIHTC equity.

Park Morton will become part of a new mixed-income and mixed-use development along highly trafficked Georgia Avenue Corridor. This includes a proposed new development utilizing a city-owned site to create a mixed-income community that includes replacing all of the existing units at Park Morton, followed by redevelopment of the existing Park Morton Site.

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PACT: AUDUBON, BETHUNE, MARSHALL

1909, 1945, and 1970 Amsterdam Avenue, New York, NY

PROJECT HIGHLIGHTS

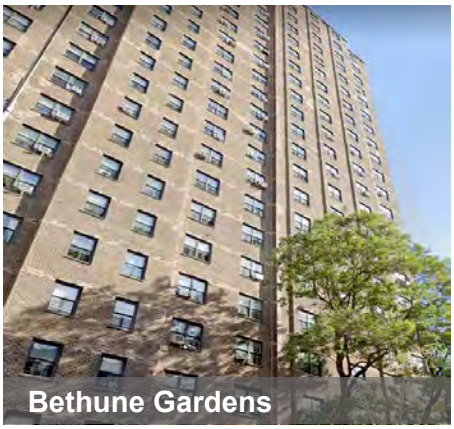
Development Partners

- Dantes Partners
- New York City Housing Authority (NYCHA)

Key Facts

- Audubon: 167 units, 20 Stories
- Bethune Gardens: 210 units, 22 Stories
- Marshall Plaza: 180 units, 13 Stories
- Approximately 481,000 GSF
- $166M Total Development Cost
- 100% Affordable
- Preservation via RAD Conversion
- Anticipated Completion: 2025

Audubon



Bethune Gardens

Marshall Plaza

Dantes Partners, as sole developer, was selected by the New York City Housing Authority (NYCHA) to upgrade and preserve much-needed affordable housing while creating new employment opportunities in the Harlem/Washington Heights neighborhood. As part of NYCHA's Permanent Affordability Commitment Together (PACT) program, the project includes 557 units across 3 high-rise buildings – all located within a block of one another along Amsterdam Avenue.

Audubon Houses (a mix of families and seniors) consists of 167 income restricted units, Bethune Gardens (seniors) consist of 210 income restricted units, and Marshall Plaza (seniors) consist of 180 income restricted units. Audubon Houses and Bethune Gardens were also listed on the National Register for Historical Places in 2022, which enabled the development team to secure approximately $22M of historic tax credit equity for the development. As part of the program, 100% of the units will be converted from Section 9 to the Section 8 program via a RAD disposition.

The anticipated project rehabilitation, which commenced in following the January 2023 closing and worth over $166 million, will cover physical improvements that will enhance the quality of life for residents and improve the long-term financial viability of the properties. Improvements include building restoration (building envelope, heat and hot water, elevators, apartment renovations), safety enhancements (upgraded entries, increased lighting, improved security), and community space upgrades (landscaping, community room, laundry area). Funding will also be provided for an additional on-site Social Services Provider for an array of support services which will include but not limited to, senior services, workforce development for new employment and career advancement, and financial literacy.

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TWIN PARKS WEST | HIGHBRIDGE | FRANKLIN

The Bronx, New York

PROJECT HIGHLIGHTS

Development Partners

- Gilbane Development Company
- APEX Building Group
- Kraus Management

Key Facts

- Highbridge Franklin: 335 units
- Twin Parks West: 311 units
- Approximately 202,600 GSF
- $162M Total Development Cost
- 100% Affordable via a MAP Contract (50% AMI and below)
- Anticipated Completion: 2022

Dantes Partners, in partnership with lead developer Gilbane Development Company, The Kraus Organization and Apex Building Group, and social services provider BronxWorks, will upgrade and preserve much-needed affordable housing while creating new employment opportunities and community spaces in the Bronx. Part of NYCHA's Permanent Affordability Commitment Together (PACT) program, the project includes 646 units across 15 low-rise buildings: Twin Parks West (Sites 1 & 2), Franklin Avenue I Conventional, Franklin Avenue II Conventional, Franklin Avenue III Conventional, Highbridge Rehabs (Anderson Avenue), and Highbridge Rehabs (Nelson Avenue). 100% of units are rent-restricted at 50% of the area minimum income (AMI) and the property is supported by a Section 8 MAP contract. The project rehabilitation, worth over $162 million, covers physical improvements that will enhance the quality of life for residents and improve the long-term financial viability of the properties. Improvements include building restoration (building envelope, heat and hot water, elevators, apartment renovations), safety enhancements (upgrading entries, increased lighting), and significant community space upgrades (landscaping, play equipment, Community Room, laundry area). Support services will include senior services, workforce development for new employment and career advancement.

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LINDEN HOUSES/ PENN-WORTMAN

Brooklyn, New York

PROJECT HIGHLIGHTS

Development Partners

- Douglas Development
- L+M Development Partners
- SMJ Development

Key Facts

- Linden Houses: 1,586 units
- Penn-Wortman: 336 units
- Approximately 2,086,525 GSF
- $534M Total Development Cost
- 100% Affordable Housing Preservation via RAD Conversion
- Anticipated Completion: 2024

Dantes Partners, in partnership with Douglas Development, L&M Development Partners, and SMJ Development, will renovate and preserve 1,922 affordable housing units across 22 residential buildings in the East New York neighborhood in Brooklyn, New York. In partnership with the New York City Housing Authority (NYCHA) under its Permanent Affordability Commitment Together (PACT) program, the units will convert to the Project-Based Section 8 housing. The anticipated project rehabilitation, worth over $534 million, will cover physical improvements that will not only enhance the quality of life for residents but also create new employment opportunities while at the same time prolong the life of the assets for years to come. Improvements include upgrades to elevators, mechanical systems, façade repairs, roof replacements, common areas, renovations to apartments including new kitchens, bathrooms, flooring, safety enhancements by upgrading entries, increased lighting, and new security systems, landscape improvements, and upgrades to the existing Community Center. Residents will also benefit from expanded social support services to include resident services for both seniors and young adults, and workforce development for those seeking career advancement.

https://www.stanleyavepreservation.com/

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Dumas Collective brings the same level of expertise and commitment to every project. Your project is our passion and mission.

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SENIOR HOUSING EXPERIENCE

Dantes Partners designs and structures innovative funding and applies financing solutions to a city's growing demand for affordable, workforce, and mixed-income housing. Affordable senior housing is the pride of the Dantes Partners portfolio delivering nearly 600 units to date comprising of $237M in total development cost. In the last two years, the firm closed and financed three (3) notable senior housing developments, including the first affordable assisted living facility in the District of Columbia.

THE TODD A. LEE SENIOR RESIDENCES AT KENNEDY STREET*

809 Kennedy Street, NW Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- Gilbane Development Company
- H Street CDC

Key Facts

- 38 Units of luxury affordable senior housing (55+)
- Approximately 36,000 GSF
- $15.8M Total Development Cost
- 4% LIHTC, Tax-exempt bonds, HPTF Financing, and DMPED Grant
- Rents will be set at 30% and 50% Area Median Income
- Completed Q2 2021

Dantes Partners, in partnership with Gilbane Development Company and H Street CDC, developed The Todd A. Lee Senior Residences at Kennedy Street. Named in memoriam of the late former Executive Director of the DC Housing Finance Agency and affordable housing champion, the development includes 38 units of luxury affordable senior rental housing and approximately 1,000 SF of ground floor retail. The site is located in the Brightwood neighborhood of DC's Ward 4, which has the city's highest senior population. All 38 units will be income-restricted to seniors age 55+ at 30% and 50% of AMI. The development is financed using a combination of 4% LIHTC equity, Tax-Exempt Bonds, DHCD Gap Financing and an NSP Grant via DMPED. Construction commenced in Q1 of 2020 was completed in the 2nd quarter of 2021.

**This project is a Public/Private Partnership*

https://www.toddleeapts.com/

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FORTITUDE AT DELTA TOWERS

808 Bladensburg Road, NE Washington, DC

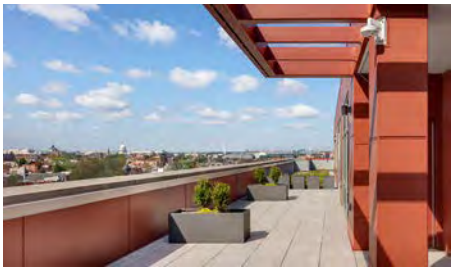
PROJECT HIGHLIGHTS

Development Partners

- Delta Housing Corporation of the District of Columbia
- Gilbane Development Company

Key Facts

- 179 Senior Housing (age 55+) Units, including 18 Permanent Supportive Housing (PSH) units
- Approximately 202,600 GSF
- $96M Total Development Cost
- 4% LIHTC, HPTF financing, and tax-exempt bonds
- Rents will be set at 30% Area Median Income (AMI)
- Completed November 2020



Delta Towers is an affordable senior housing building in Ward 5 along the H Street corridor, adjacent to the existing Delta Towers. Dantes Partners in partnership with the Gilbane Development Company and Delta Housing Corporation of the District of Columbia developed 179 affordable senior housing units as well as 4,300 square feet of ground floor retail space atop a garage. The project was financed using 4% Low-Income Housing Tax Credits (LIHTC), Housing Production Trust Fund (HPTF) financing, and tax- exempt bonds. The development commenced construction in October 2018 and opened its doors in the 4th quarter of 2020.

http://fortitudeatdeltatowers.com/

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HODGE ON 7TH (CITY MARKET AT O)

7th and P Streets, NW Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- Roadside Development

Key Facts

- 90 Units
- $28 M Total Development Cost
- Completed 2014
- Financed with 4% Tax Credits, Tax- Exempt Bonds, HOME Funds, Seller Financing and Deferred Developer Fee
- Active Adult Community for ages 55+
- 60% AMI and below

As Co-Developer/Co-Owner, Dantes Partners identified and closed the acquisition financing as well as structured and secured a wide array of financing including equity from the sale of 4% low income housing tax credits, HOME funds via the District of Columbia DHCD, Tax-Exempt Bonds, and Seller Financing. Roadside Development and Dantes Partners developed a 90 unit senior housing development that rests on top of a 75,000 sq ft Giant Food store located on the prominent corner of 7th and P Street, NW. Meeting the District's affordable housing priorities of elderly housing, the units target seniors 55 years and older earning no more than 60% of AMI.

https://www.hodgeon7th.com/

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VIDA SENIOR RESIDENCES

1300 Missouri Avenue, NW Washington, DC

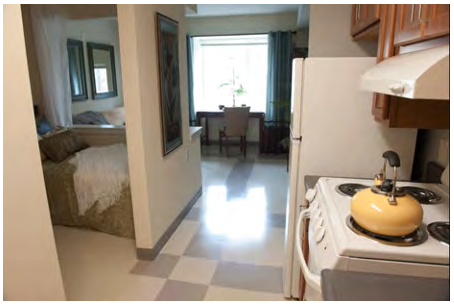
PROJECT HIGHLIGHTS

Development Partners

- Vida Senior Centers

Key Facts

- 36 Units
- $8.5 M Total Development Cost
- Completed 2011
- Financed with 9% Tax Credits via the 1602 Exchange Program, Enterprise Green Communities Grant funds, McKinney Act Predevelopment Loan Funds, NIF Predevelopment Grant Funds, and conventional debt
- Active Adult Community for age 55+
- Affordable Units at 50% AMI



VIDA Senior Centers, a local non-profit that has served area seniors for over 40 years, selected Dantes Partners to lead their first housing development. As Development Manager and Co-Owner, Dantes was instrumental in crafting and successfully implementing a complex financing strategy that required utilizing six various capital sources including Low Income Housing Tax Credits (LIHTC), an Enterprise Green Communities Grant, McKinney Act Predevelopment Loan, a Neighborhood Investment Fund Predevelopment Grant along with conventional debt. Ultimately, Dantes Partners structured a deal to develop 36 affordable housing units with minimal capital outlay from VIDA. The $8,500,000 development was awarded a competitive allocation of 9% LIHTC in August 2009. The state of the art building is now home to seniors (age 55+) earning less than 50% of the Area Median Income.

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GIRARD STREET APARTMENTS

1545 Girard Street, NE Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- The Menkiti Group

Key Facts

- 25 Units, including 10 Permanent Supportive Housing (PSH) units
- ·Approximately 28,000 GSF
- $11.2 M Total Development Cost
- Completed Summer 2016
- Financed with 9% LIHTC, HOME Funds, private 1st trust debt, and deferred developer fee
- Active Adults age 55+
- 30% AMI

Dantes Partners partnered with the Menkiti Group to finance and develop the Girard Street Senior Apartments in the Brookland neighborhood of Northeast, DC. This development involved the new construction of a twenty-five (25) unit community for seniors 55 years of age and older, along with over 1,800 SF of amenity space that includes a resident lounge, yoga studio, library/living space and sitting areas on every floor, and provides covered parking, state of the art laundry facilities, proximity to public transportation, resident and supportive services with. The project was financed using 9% LIHTC, HOME funds via the District of Columbia DHCD, conventional 1st trust debt, and deferred developer fee. The development includes local rent supplement program funds (LRSP) – the District's version of project-based vouchers – for 100% of the units which allows for the provision of permanent supportive housing within the community and ensures that tenants pay no more than 30% of their income for the next 15 years.

http://www.girardstreetapartments.com/

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HINE (NORTH BUILDING)

770 C Street, SE Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- EastBanc
- Stanton Development

Key Facts

- 34 Units
- $15 M Total Development Cost
- Completed 2017
- Financed with 4% LIHTC, Tax- Exempt Bonds and a Sponsor Loan
- Mix of Families & Active Adults age 55+
- 60% AMI and below

As Co-Developer/Co-Owner, Dantes Partners, working in partnership with Stanton Development and EastBanc, Inc. structured, identified, and closed the construction financing for the development which included equity from the sale of 4% LIHTC, tax-exempt bonds and a sponsor loan. This luxury affordable housing development is one phase of the 500,000 SF Hine School redevelopment. The redevelopment rights were awarded to the development team via a competitive disposition process through the District of Columbia's Office of the Deputy Mayor for Planning and Economic Development. The intergenerational community provides affordable housing opportunities in the high-cost Capitol Hill neighborhood and is located directly across from the historic Eastern Market and 1 block from Eastern Market Metro Station. The development features a mix of studios, 1 bedroom and 2 bedroom units and includes a resident lounge and fitness room.

https://www.770cstreet.com/

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THE SENIOR RESIDENCES AT SOUTHERN AVENUE

4565 Livingston Road, SE & 306 Southern Avenue, SE Washington, DC

PROJECT HIGHLIGHTS

Development Partners

- Gilbane Development Company
- The Carding Group
- H Street CDC

Key Facts

- 152 Units of affordable assisted living
- Approximately 112,000 GSF
- $67M Total Development Cost
- 4% LIHTC and Tax-exempt bonds
- Rents will be affordable to Medicaid-eligible seniors at and below 60% Area Median Income
- Completed May 2021
- 2022, NALHFA Award of Multifamily Excellence

The Senior Residences at Southern Avenue, located in Ward 8, is a 5-story, 152-unit, Affordable Assisted Living Community (AALC) that accepts Medicaid reimbursements for low-income individuals who would otherwise be unable to afford assisted living. This project combines apartment-style housing with personal care and supportive services, which allows residents to live more independently than a nursing home setting. AALC services include three meals per day, personal care, homemaking, laundry, medication supervision, transportation, social activities, recreation, and 24-hour staff to meeting residents scheduled and unscheduled needs. The project is being financed using 4% LIHTC credits, tax exempt bonds, and deferred developer fees. The development commenced construction in July 2019 and was completed in the 2nd quarter of 2021.

https://www.livingstonplacedc.com/

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The Senior Residences at Southern Avenue | Washington, DC

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On a mission to address the affordability crisis with units that are sustainable for residents and generate reliable income for investors.

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PRESERVATION ACQUISITIONS

Our Acquisitions division is led by **Dantes Community Partners** an investment management firm focused on acquiring existing, cash flowing assets with an emphasis on preserving affordable and workforce housing across the country.

We are actively pursuing section 8, expiring LIHTC and naturally affordable properties where we can inject fresh capital to enhance the communities and leverage our operating platform to boost resident satisfaction.

THE JANE APARTMENTS

14 Parkway Road Greenbelt, Maryland

PROJECT HIGHLIGHTS

Key Facts

- 52 Units
- Naturally Occurring Affordable Housing (NOAH)
- $3.2mm Investment

The First multi-family portfolio acquisition for Dantes Community Partners. Aligning with our preservation strategy, ownership conducted a renovation plan while maintaining the rents at 60% of Average Median Income (AMI). Ownership implemented new technology for tenant satisfaction.

https://janeapts.com/

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TRI CITY PORTFOLIO

Various Virginia Locations

PROJECT HIGHLIGHTS

Key Facts

Branders Bridge Townhomes

- 1400 Branders Bridge Road
  Petersburg, VA 23824
- 50 units

Commerce Street Townhomes

- 607-703 Commerce Street
  Petersburg, VA 23803
- 63 units

Windham Hills

- 439 Roundtop Avenue
  Petersburg, VA 23803
- 72 units
- $15mm Investment
- Naturally Occurring
  Affordable Housing (NOAH)

Branders Bridge Townhomes

Commerce Street Townhomes

Windham Hills

Dantes Community Partners acquired the Tri City Portfolio in Petersburg, Virginia, a 3-property portfolio of garden and townhouse style apartments. DCP will implement resident services and programming and invest in capital improvements to upgrade resident amenities, enhance curb appeal and drive down utility costs and consumption through targeted eco-friendly improvements.

https://tricityresidences.com

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PROJECT HIGHLIGHTS

Development Partners

- Goldman Sachs Asset Management Urban Investment Group (UIG)

Key Facts

- 727 Units
- $138mm Investment
- Naturally Occurring Affordable Housing (NOAH)/Affordable

THE BENJAMIN AT LANDOVER HILLS

(formerly Verona at Landover Hills)

4085 Warner Avenue Landover Hills, Maryland

Dantes Community Partners (DCP), in a joint venture with Urban Investment Group within Goldman Sachs Asset Management., acquired The Verona at Landover Hills, a 727- unit workforce housing community. Built in 1963, The Benjamin includes 25 apartment buildings with a mix of one-, two- and three-bedroom apartments. Ownership is planning for a $30 million renovation to include renovated units, upgraded HVACs, upgraded balconies, roof repairs, waterproofing, security upgrades and updated common areas.

Following renovations, the development team intends that 100% of units will remain naturally affordable at or below 80% of Area Median Income ("AMI"), including at least 50% of units which will be rent- and income-restricted at 60% of AMI, preserving affordability in a fast-growing submarket. Community amenities include an Olympic sized swimming pools, on site laundry facilities, fitness center, dog park, playground, and a picnic area. In the rebranding of the property to The Benjamin at Landover Hills, DCP, UIG and Equally Crafted Management will implement resident services and programming and invest in capital improvements to upgrade resident amenities, enhance curb appeal and drive down utility costs and consumption through targeted eco-friendly improvements.

https://www.thebenjaminapts.com

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NORTH HILLS *(formerly Avanti Apartments)*

6501 Hil-Mar Drive District Heights, Maryland

PROJECT HIGHLIGHTS

Development Partners

- Jonathan Rose Companies

Key Facts

- 930 Units
- $172mm TDC Investment
- Naturally Occurring Affordable Housing (NOAH)

Dantes Community Partners (DCP), in a joint venture with New York-based Jonathan Rose Cos., acquired The Avanti Apartments a 930-unit workforce housing community. Built in 1960, The Avanti includes 26 apartment buildings with a mix of one-, two- and three-bedroom apartments. The property offers 372 new units of income-restricted housing. Twenty percent of units are affordable at 50 percent of area medium income (AMI) and another 20 percent of units are affordable at 80 percent AMI. Community amenities include two swimming pools, a two-story clubhouse, pool house, fitness center, business center, dog park, playground, jogging/walking trails and a picnic area. In the rebranding of the property to North Hills, DCP and Jonathan Rose Cos. will implement resident services and programming and invest in capital improvements to upgrade resident amenities, enhance curb appeal and drive down utility costs and consumption through targeted eco-friendly improvements.

https://northhillsapartments.com

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FARiA MANAGEMENT
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Faria's primary focus is ensuring Luxury Affordable Housing® brand of rental management, which resonates through to each community as well as to the customer experience.

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PROPERTY MANAGEMENT

Faria Management's mission is to provide a brand of Luxury Affordable Housing® which is a high-quality boutique style form of management services, to owners of income-restricted housing.

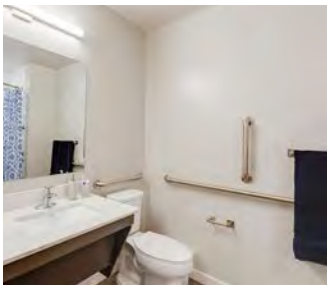
Faria Management is intended to embody several ideals that permeate our operations and culture:

- **Anticipatory:** Similar to the other phases in the life-cycle of a building, anticipating and quickly resolving issues before they rise to the level of ownership.
- **Urgency:** Addressing every issue, regardless of the magnitude, with tenacity and expediency.
- **Flawless customer service:** Introducing systems (reporting mechanisms and software) that allow customers to provide information to property management staff and a culture that ensures thorough responsiveness.

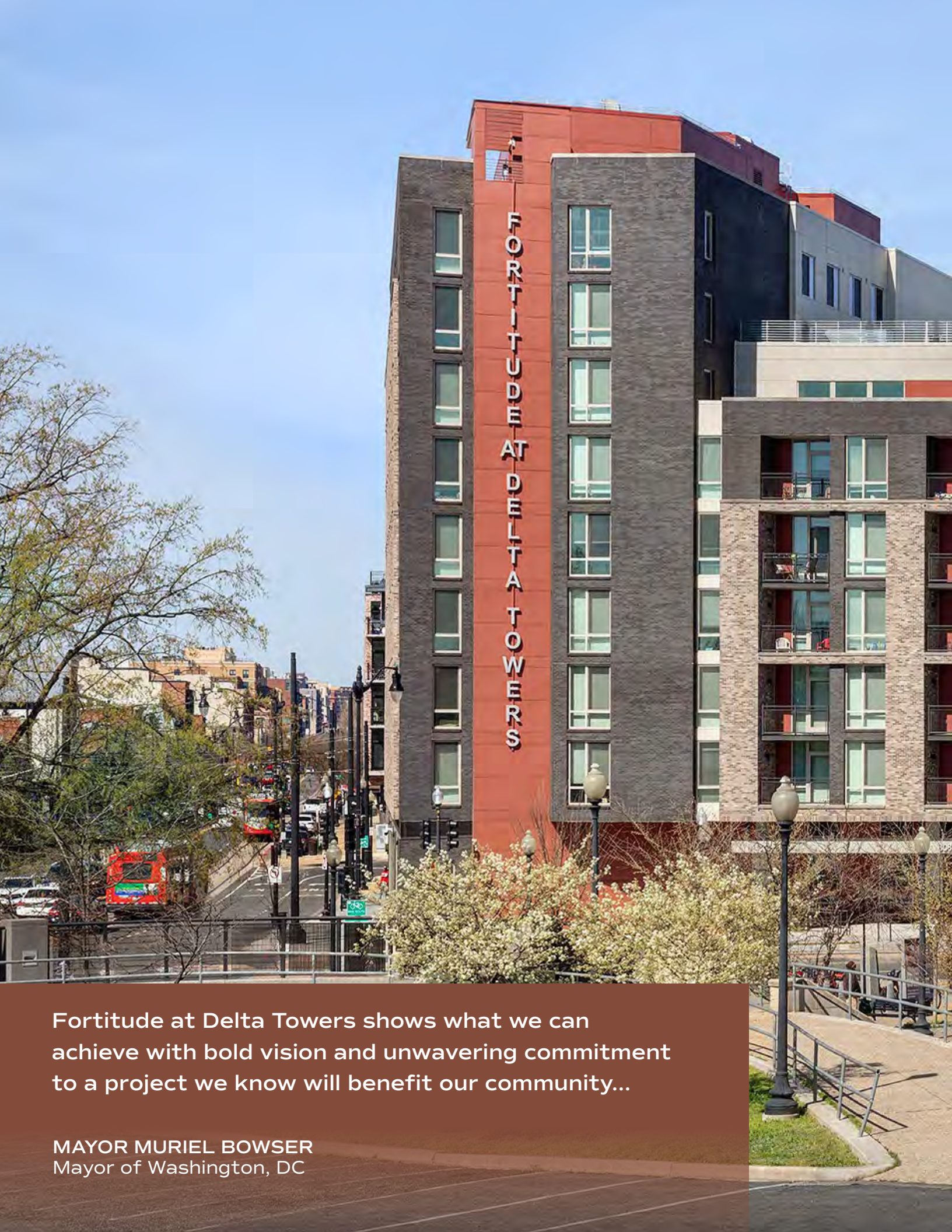
Since commencing on-site management operations in October 2015, Faria Management's portfolio is comprised of the following:

- **North Hills** – 930 units in District Heights, Maryland
- **The Baldwin DC** – 33 residential units in the H Street Corridor of Washington, DC
- **Benning Park** – 281 affordable living units in Marshall Heights of Washington, DC
- **Capitol Vista** – 104 units in Mount Vernon, Washington, DC
- **Cascade Park** – 132 renovated apartments in Washington Highlands of Washington, DC
- **Fortitude at Delta Towers** – 179 luxury affordable units for seniors in Washington, DC
- **Girard Street Apartments** – A 25-unit LIHTC building for seniors in Washington, DC
- **The Jane Apartments** – A 52-unit naturally occurring affordable community in Greenbelt, MD
- **Justice Park Apartments** – A 28-unit LIHTC building for individuals and families in Washington, DC
- **Livingston Place at Southern** – 152 units of Affordable Assisted Living in Washington, DC
- **The Phyllis Wheatley YWCA** – An 84-unit LIHTC permanent supportive housing community in Washington, DC
- **Todd A. Lee Senior Residences** – 38 Luxury Affordable Units Located in the Brightwood Park Neighborhood of Washington, DC
- **Tri City Residences** – 185 units located in Petersburg, Virginia

Capitol Vista | Washington, DC



Todd A. Lee Senior Residences | Washington, DC



Fortitude at Delta Towers shows what we can achieve with bold vision and unwavering commitment to a project we know will benefit our community...

MAYOR MURIEL BOWSER
Mayor of Washington, DC

We ere unabashed dreamers and precise doers. Your project is our passion and mission.

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MEET THE DUMAS TEAM

BUWA BINITIE | CEO/FOUNDER

Buwa Binitie is the CEO and Founder of Dumas Collective. Under the development arm Dantes Partners, Mr. Binitie directs the acquisition, development, management, and financial activities of the firm. Mr. Binitie has an extensive tax credit financing experience (LIHTC, NMTC and HTC) and has closed on financing from nearly every public capital source available including HOME, HPTF, NSP, CDBG and NIF. Mr. Binitie maintains a narrow focus on creatively structuring deals that strive to address the need of his clients, community stakeholders as well as various government agency partners. By narrowly focusing on efficiently financing community development transactions, Mr. Binitie has been successful in adding value beyond the numbers. Mr. Binitie's career is underscored by a commitment to creating and preserving affordable and workforce housing. Since founding Dantes Partners, Mr. Binitie and his team have closed nearly $2.2 billion of unconventional real estate transactions that utilize low-income tax credits, new market tax credits, tax-exempt bonds, and various other forms of alternative financing. These efforts have led to the financing of over 7,600 units of workforce and affordable housing. Mr. Binitie speaks regularly at industry focused events. Recent engagements include sessions with The Minority Resource, African American Real Estate Professionals, Bisnow, DC Building Industry Association, Georgetown University, University of Maryland – Colvin Institute of Real Estate Development and the Howard University Real Estate Club. He serves as a teaching mentor for Capital Impact Partners, Baker Tilly's Equitable Development Initiative Network, Real Estate Executive Council (REEC), LISC and Howard University REEX Summer Program.

Boards

- Board Member, DC Building Industry Association
- Past Chairman of DC Housing Finance Agency Board of Directors
- Past Board Member, City First Bank, Audit and Compliance Committee, the Business & Community Development Committee, and the Directors Loan Committee

Project Experience

- Parcel 42, Washington, DC
- CityMarket at O Street, Washington, DC
- Justice Park Apartments, Washington, DC
- Fortitude at Delta Towers, Washington, DC
- Twin Parks West and Highbridge Franklin, New York, NY
- Todd A. Lee Senior Residences, Washington, DC
- Capitol Vista, Washington, DC
- PACT: Audubon, Bethune, Marshall, New York, New York

Education and Awards

- B.S., New York University
- M.S., Real Estate Development, Johns Hopkins University
- Alumnus, Urban Land Institute's Real Estate Apprenticeship Program
- 2022, The Washington Business Journal, Power 100
- 2022, District of Columbia Building Industry Association, Developer of the Year
- 2021, Washington Business Journal Power Class
- 2016, Leadership Greater Washington Class
- 2015, Washington Business Journal, Minority Business Leaders Awardee
- 2010, African American Real Estate Professionals', Economic Development Awardee

COREY J. POWELL | CHIEF OPERATING OFFICER

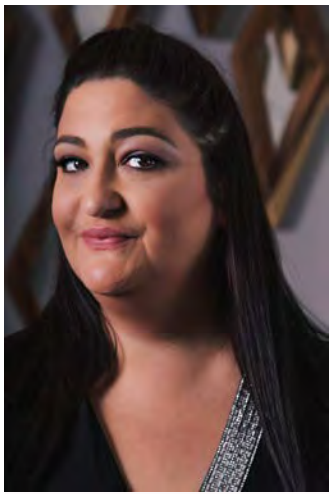
Corey Powell is the Chief Operating Officer of **Dumas Collective.** Mr. Powell has over a decade of experience overseeing the full life cycle of the preservation and development of affordable and mixed-income communities – both homeownership and rental – for families and seniors. His responsibilities include structuring multi-layered financing, coordinating design and construction, managing the entitlement and public approval processes, overseeing marketing, leasing and sales, and oversight of the preparation and implementation of operating budgets. Prior to joining Dantes Partners, Mr. Powell was a senior development manager for the development arm of a national organization whose mission was to increase the supply of high-quality, sustainable housing and communities for people from all walks of life. During that time, Mr. Powell completed developments in the District of Columbia as well as multiple jurisdictions in Maryland. Mr. Powell has served as a guest speaker for the University of Maryland's and Howard University's architecture programs; numerous industry-focused panels including ULI, HAND and MAHC; serves as the Vice President of the Board of Directors of AAREP DC; and serves as a gubernatorial appointee on the Maryland Department of Housing and Community Development's Housing Finance Review Committee.

Project Experience

- Phyllis Wheatley YWCA, Washington, DC
- 770 C Street Apartments, Washington, DC
- West End (Square 50), Washington, DC
- Girard Street Apartments, Washington, DC
- Capitol Vista, Washington, DC
- Fortitude at Delta Towers, Washington, DC
- The Senior Residences at Southern Avenue, Washington, DC
- Todd A. Lee Senior Residences, Washington, DC
- Pin Oaks, Petersburg, VA
- Cascade Park Apartments, SE Washington, DC
- Parcel 42, NW Washington, DC
- Delta Towers 2, NE, Washington, DC

Education and Awards

- B.S. Architecture, University of Maryland, College Park
- Master of Architecture / Urban Design Concentration, University of Maryland, College Park
- LEED Accredited Professional
- 2013, Affordable Housing Finance, Young Leaders in Affordable Housing
- 2011, Bisnow "35 Under 35: Washington's Rising Stars of Commercial Real Estate"



NATALIE LEVKOVITZ | CHIEF OF STAFF

Natalie Levkovitz is the Chief of Staff of **Dumas Collective**. Ms. Levkovitz oversees the daily operations of Dantes Partners along with all affiliated sister companies. She is responsible for managing the operation process embracing planning, control, performance improvement and operation strategy. She also serves as the EA for the CEO. Ms. Levkovitz assists in directing the overall structure of the company to advance along with the growth of the firm.

After graduating from Miami Dade College, Ms. Levkovitz began her career in hospitality management. In 2008, Ms. Levkovitz was the Front Office Assistant Manager for the Hyatt in South Beach, FL. By 2012 Natalie expanded her career and became the Front Office Manager for the Breakwater Hotel in South Beach, FL and was soon promoted to Operations Manager for the Breakwater Hotel.

In 2017, Ms. Levkovitz joined Dantes Partners as the Administrative Assistant. In this position, she was responsible for EA support, office supervision and company support. Ms. Levkovitz has expanded in her development career and is now managing the relocation of 149 seniors to a new development, leading the lease-up process and assisting in closing deals.

JOEL PATTERSON | VICE PRESIDENT OF DEVELOPMENT

Mr. Joel Patterson is the Vice President of Development at **Dantes Partners**. Mr. Patterson has a decade of experience in the affordable housing real estate industry in various capacities. He is responsible for leading all aspects of planning and design, managing predevelopment activities, establishing capital deal structures, and overseeing construction financing and acquisition closings for several projects in the DMV area. He also assists in financing consulting and is engaged in business development efforts. Mr. Patterson started his career as a real estate consultant with Sherick Project Management which subsequently became Stone Sherick Consulting Group. At Stone Sherick Consulting Group, he was involved with securing and managing $50mm of affordable and special needs housing as well as commercial projects, operating as owner's representative to non-profits and governmental agencies in Pennsylvania, Delaware, and New Jersey. Prior to joining Dantes Partners, Mr. Patterson was a development manager at PIRHL. In this position, he was responsible as primary lead on closing approximately $70mm in multifamily affordable housing developments in New Jersey and Pennsylvania. Mr. Patterson is a member of the Urban Land Institute (ULI) and volunteers his time in various capacities assisting young professionals in transition into careers in commercial real estate.

TESSA M. HALL | DIRECTOR OF CONSTRUCTION

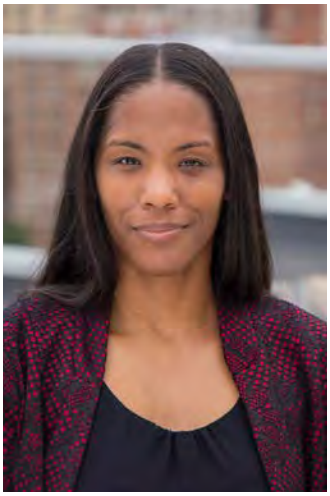
Tessa Hall is the Director of Construction at **Dantes Partners**. Ms. Hall oversees the preconstruction phase and construction phases of all of the company's developments. Her responsibilities entail design review, developing scopes of work, general contractor selection, value engineering and assisting the company in making critical decisions with the construction budget in mind.

Ms. Hall has over 14 years of experience in the construction industry which includes working for some of the largest construction companies in the world, managing impactful and complex regional projects. Her most recent project was working for Skanska Construction managing a multi-family mixed use project located in the Washington DC area. From Q4 2016 - Q1 2019 the project remained on budget and on schedule despite various changes in project scopes.

In 2007, while working for Clark Construction, Ms. Hall worked on the purchasing end of construction for the Washington Nationals' Stadium which was the first true design build job that Clark constructed. In 2008, while also working for Clark Construction through her estimating efforts as part of a 4-person team she assisted in winning the largest contract to that date of $860 million contract for the Bethesda Walter Reed Hospital. Becoming well rounded in the industry with estimating, purchasing, and project management have allowed her to gain a comprehensive and thoughtful view of the design and construction processes.

MICHAEL NYAMEKYE | DEVELOPMENT DIRECTOR (NYC)

Michael Nyamekye is the Development Director (NYC) at **Dantes Partners**. Mr. Nyamekye is primarily responsible for leading all aspects of planning, financing and implementation of the current New York pipeline. He serves as the day-to-day contact and liaison with applicable housing finance agencies and other key stakeholders within the communities where the developments are located. He is also responsible for leading community meetings; overseeing construction of preservation and new construction developments; and actively engaging in business development efforts. Mr. Nyamekye graduated from the University at Albany, SUNY in Albany, NY with a degree in Economics. Prior to accepting this position, he served as a Project Manager and Senior Project Manager for the New York City Department of Housing Preservation and Development where he was primarily involved in the implementation of Inclusionary Housing, in both private and subsidized, new construction and preservation affordable housing developments. During his time with HPD, he was involved in the transactions of over 2,000 units financed through City and State agencies.



TENISHA JOHNSON | VICE PRESIDENT OF ACCOUNTING

Tenisha Johnson is a Senior Development Manager/ Fund Accountant at **Dantes Partners**. Ms. Johnson began her accounting career in 2005 and has been in property management since 2008. As a dedicated detail-oriented accounting professional, Tenisha has been meeting the accounting needs of corporations in the Maryland area for over a decade. Her accounting career began with Wildwood Construction as a Junior Accountant in Silver Spring, MD. That role eventually led to a 7-year partnership with Stellar Management as the Regional Controller. More currently, Tenisha has been serving as the Senior Property Accountant at Beatty Management Group since 2016 where she provides her knowledge to assist the business with its internal accounting, reporting, and forecasting.

Tenisha resides in Hanover, Maryland with her family. She currently serves on the Board of Directors for the Howard County Terps Football and Cheer Organization as the Director of Team Administration. In addition to serving on the board, she also volunteers her time as “Team Mom” during the football season on her son’s team.

JASON HARRIS | DEVELOPMENT MANAGER

As Development Manager at **Dantes Partners**. Mr. Harris is focused on continued growth in the affordable housing space and aims to deliver high quality projects that stand the test of time. Jason is a 2017 graduate of Howard University and a 2021 graduate of the Georgetown master’s in real estate program with a concentration in development.

Since graduating Jason has worked in the affordable housing space with a focus on ground up development projects in DC, Maryland, and Northern Virginia. Jason has successfully completed and been awarded numerous Tax Credit and Gap financing applications, managed a portfolio of projects on behalf of the Office of the Deputy Mayor for Planning and Economic Development (DMPED) under the New Communities Initiative totaling over $1.2 Billion in total development costs.

MONICA JOSEPH | CONSTRUCTION MANGER

As Construction Manager at **Dantes Partners**, Monica helps oversee the construction phases of all of the company's developments. Her responsibilities entail developing scopes of work, contractor selection and negotiations, value engineering and overall management of subcontractors on site.

Monica has 3 years of experience in the construction industry. While at Clark Construction, Monica has worked with Mechanical, Electrical, Plumbing and Fire Protection (MEP) trades in operations and preconstruction. While in operations Monica took lead on managing day to day contractors to help complete the Medical Pavilion at White Oak in Silver Spring for Trammell Crow under budget and on time. In preconstruction she has been involved in estimating, budgeting, and purchasing MEP contractors for over 50 upcoming and under construction projects at Clark.

STEPHEN A. VASSOR | PRESIDENT

As President of **Dantes Community Partners**, Mr. Vassor is responsible for the establishment and carryout of company policies and procedures, oversight of the company's investment activity including capital raising, capital allocation, and insight to best implement the business strategy and company vision. Furthermore, he is responsible for the creation and maintenance of systems and technology to intuitively forecast income and expense projections, capital requirements, risk-return analysis, and hold/sell recommendations for company's assets. Mr. Vassor previously worked under the collective of companies as VP of Asset Management and Investments of DCP where he was responsible for the establishment of an accretive business plan and investment strategy for the assets under management with the objectives of maximizing property income, cash flow and long-term value; and as Development Manager of Dantes Partners where he was responsible for the financing, approvals, and design of affordable housing developments and mixed-use community development projects. Since joining the collective of companies, he has closed, developed, managed, and/or underwritten over $1B in real estate deals.

Project Experience

- Fortitude at Delta Towers, Washington, DC
- The Senior Residences at Southern Avenue, Washington, DC
- Todd A. Lee Senior Residences, Washington, DC
- Audobon, Bethune Gardens, Marshall Plaza, NY
- Parcel 42, Washington, DC
- Delta II, Washington, DC
- North Hills Apartments, District Heights, MD
- The Benjamin at Landover Hills, Landover, MD
- Tri City Portfolio, Petersburg, VA

Education

- B.S.B.A Finance, Old Dominion University
- B.S.B.A Business Analytics, Old Dominion University

CALVIN JONES | VICE PRESIDENT OF ACQUISITIONS

Calvin Jones is the Vice President of Acquisitions at **Dantes Community Partners**. He is responsible for managing the acquisition process from start to finish, including the sourcing, underwriting and structuring of all multifamily deals. Additional responsibilities include creating and managing project pro-formas, schedules, and financing applications including 9% and 4% Low-income Housing Tax Credits, Historic Tax Credits, state, and local municipality zero or low income loans, tax exempt financing, and other public and private sources.

Prior to joining Dantes Community Partners, Calvin served in underwriting roles at New York City Housing Development Corporation, Capital One and D.C Housing Finance Agency.

Calvin has spent his entire career within multifamily finance focusing on market rate and affordable housing (4.0% Low Income Housing Tax Credits and RAD Conversions) financings. Overall, Calvin has personally underwritten and closed $500 million in multifamily loans consisting of GSE (Fannie Mae and Freddie Mac), FHA MAP, FHA Risk Share and Balance Sheet Construction – to – Perm financings.

CHARLIE BLACKMON, CPM | SENIOR DIRECTOR OF COMMUNITY MANAGEMENT

Charlie Blackmon is the Senior Director of Community Management at **Faria Management**. Mr. Blackmon has been a dynamic force in the property management industry for more than 7 years, he has managed affordable and market-rate portfolios to included lease-ups, stabilized and value add communities. His expertise covers all aspects of property management including owner and agency reporting, profit and loss, operating budgets, and extensive capital expenditure plans. Charlie has earned his CAM and NALP certifications through the National Apartment Association. Charlie is also currently a CPM Candidate with the Institute of Real Estate Management.

Portfolio Experience

- AION Management (Assistant Regional Real Estate Manager, Mid-Atlantic Region, Responsible for the daily operation of 2,500 Multifamily residential units)
- Alliance Residential (Senior Manager, Mid-Atlantic Region)

Qualifications

- Over 7 years in the Property Management Industry (Affordable/Market Rate Programs)
- Certified Apartment Manager (CAM)
- Certified Apartment Leasing Professional (CALP)
- Certified Fair Housing Manager (FHM)

Education and Industry Membership

- Norfolk State University
- Dale Carnegie Leadership
- Institute Of Real Estate Management (IREM)
- National Apartment Association

MARQUIDA HOWARD | DIRECTOR OF COMMUNITY MANAGEMENT

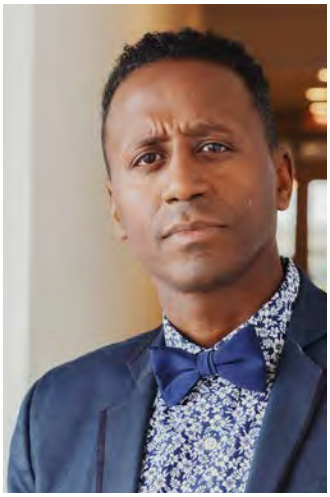
As Director of Community Management at **Faria Management**, Ms. Howard is responsible for senior level oversight to multiple Faria Communities including the oversight of the property management teams for each site. Prior to Faria Management, Ms. Howard worked as a Property Manager for Kettler Management in Washington, DC. She began her career as an administrative assistant with Winn Residential and subsequently transitioned into roles of increasing responsibility. She specializes in compliance and administration for Low-Income Housing Tax Credit (LIHTC) program properties. Ms. Howard has over 20 years of property management experience.

ANDREW BARNES, CPO, TCS, CFA | DIRECTOR OF COMMUNITY MANAGEMENT

As Director of Community Management at **Faria Management**, Mr. Barnes is responsible for community operations and implementing annual business plans for communities, ensuring excellence in financial management, customer service, compliance, and staff/vendor oversight. Mr. Barnes has over 17 years of experience managing Multifamily Communities, many of which were spent developing Affordable Housing. His experience has included working with government housing entities in the District of Columbia, Maryland, Virginia, and South Carolina. Revitalizing communities through growing partnerships with residents is a philosophy Mr. Barnes has kept first and foremost throughout his career while increasing the knowledge and skills of his team.

TIFFANY T. WRIGHT, CPM CANDIDATE©, ARM©, COS | DIRECTOR OF COMMUNITY MANAGEMENT

Ms. Wright is Director of Community Management at **Faria Management.** She has over 17 years of experience and has managed all housing market types with large focus on the New York Metro area. Over the course of her career, Ms. Wright has honed her skills in all aspects of Transitional Property Management. This includes new construction, management transitions, new ownership, etc. Ms. Wright's expertise covers all aspects of property management including city & state reporting, asset financial health, and employee engagement & management. She has earned her ARM© and various certifications through the National Center for Housing Management. Ms. Wright currently serves as a Governing Council Member with the Institute of Real Estate Management (IREM).



ABERA (ABE) BAYU | DIRECTOR OF MAINTENANCE

As Director of Maintenance at **Faria Management**, Mr. Bayu is responsible for maintenance of the building and grounds, ensuring that the property is safe, clean, and in good repair. As Director of Maintenance he supervises a skilled team of building and maintenance technicians including directing tasks, shifts, and overall service delivery. Mr. Bayu has 20 years of experience in the building maintenance, construction, and HVAC industries. He has held maintenance supervisor roles with the J. Alexander Management Company, Habitat America, and Edgewood Management. Mr. Bayu is the owner of a small, Maryland-based home improvement company and a family restaurant.

OUR PARTNERS

Our success is due in large part to the partnerships we have forged over the years. We take pride in our private and public partners and the expertise they bring to help make our vision a reality.

A few of our Clients, Development Partners and NonProfit Partners are featured below.

SOCIAL IMPACT

Dantes Partners is committed to supporting other Black and Brown businesses succeed. We have contributed over $90 million dollars in support of these businesses which have created more opportunities for meaningful savings, property ownership, credit building, and generational wealth for Black and Brown communities. Our support also builds economic vitality, uplifts communities, and promotes productivity and resilience.

INCUBATOR

We implemented a Minority business spend tracker on all of our projects and encourage anyone we partner with to do the same.

We are a mission-driven real estate shop building stronger communities in various ways

RESIDENT SERVICES

Thoughtful programming resulted in improved quality of life for our residents. Our communities require a rich array of resident services to help them maintain stable housing, to achieve their life goals, and to grow and thrive towards greater self-determination and self-sufficiency.

EDUCATION

- Capital Impact Partners
- Capital Impact Emerging Developers
- Howard University
- Real Estate Exchange
- Future Scholars of Africa

CHARITABLE CONTRIBUTIONS

Together The Binitie Family Foundation and Dantes Partners build stronger communities by investing in youth, education, higher learning, the arts, and in organizations that revitalize and provide critical services to neighborhoods where we live and work.

The Binitie Family Foundation and Dantes Partners have contributed over $127,000 combined to various charitable organizations.

Building stronger communities where we work, live and play

CHARITABLE

- Run, Walk 5K
- Ward 8 Back to School
- Bike to the Beach
- Boys and Girls Club Harlem
- Global Scholars Foundation
- Five Boro Bike Tour
- Community Grocery Giveaway
- Boys and Girls Club of Harlem
- Capital Sprints

BUILD DC
$ 10,000.00
Ten thousand and 00/100
Buna Binitie

BIKE NEW YORK

CAPITAL
FINISH

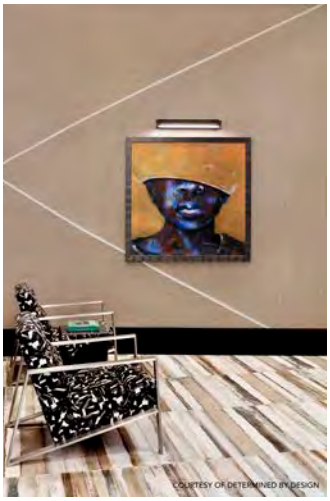
GOLF
DP

District Bridges
$ 10,000.00
Ten thousand and 00/100
Buna Binitie

AWARDS

Dantes Partners is honored by the award and recognitions it has received over the years for its commitment to affordable housing and its creativity in affordable housing finance.

- 2022, Washington Business Journal, **Power 100 Class**
- 2022, District of Columbia Building Industry Association (DCBIA), **Developer of the Year Award**
- 2022, National Association of Local Housing Finance Agencies (NALHFA), **Award of Multifamily Excellence**, Livingston Place at Southern Avenue
- 2021, National Association of Home Builders (NAHB), **Best in American Living, Platinum Award: Affordable Multifamily Category**, Capitol Vista
- 2021, Washington Business Journal, **Power 100 Class**
- 2018, Affordable Housing Finance, **Top 50 Affordable Housing Developers (#10)**
- 2017, HAND, **Best Small Affordable Housing Project**, Girard Street Apartments
- 2017, LOCUS, **Richard Baron Award for Affordable Housing Leadership**
- 2016, Manna Inc, **American Dream Award**
- 2016, Affordable Housing Finance, **Top 50 Affordable Housing Developers**
- 2016, African American Real Estate Professionals, **Developer of the Year Award**
- 2015, HAND, **Best Small Affordable Housing Project**, Justice Park Apartments
- 2015, Washington Business Journal, **Minority Business Leaders Awardee**
- 2010, African American Real Estate Professionals, **Economic Development Awardee**
- 2003, Fast Company Magazine's, **Fast 50**



Capitol Vista | Washington, DC

Girard Street Apartments | Washington, DC

Justice Park Apartments | Washington, DC

When you can wake up and know that you can afford your rent, you wake up with so much joy and so much peace.

CYNTHIA LOMAX
Resident at the Todd A. Lee
Senior Residences

Todd A. Lee Senior Residences | Washington, DC

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