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About NorthMarq

COMMERCIAL REAL ESTATE | DEBT & EQUITY | INVESTMENT SALES | LOAN SERVICING



550+ employees in 37 offices



TRANSACTION VOLUME



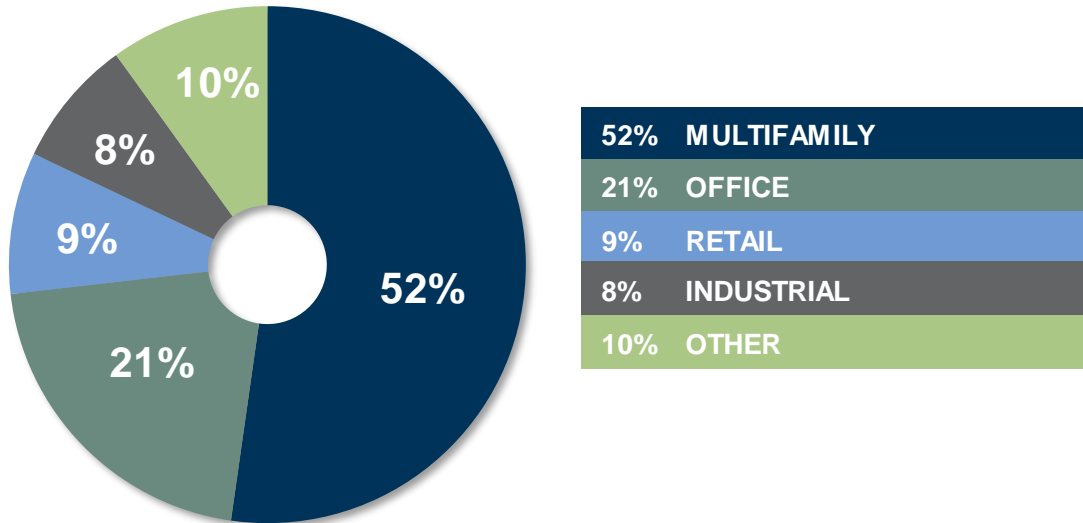
LOAN SERVICING



2018 National Financing Transaction Volume

Better Relationships. Better Results.

NorthMarq has an unmatched network of lending partners to help deliver the results you expect in any market for any property type.





The Conway Center, Washington, D.C.

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So Others Might Eat (SOME)

- Established in 1970 as a 501(c)3 Nonprofit
- Holistic approach to Homelessness
- Not a Housing First Model
- Feeds over 1,000 people two meals a day 365 days a year
- In 2018 over 480,000 meals served by 11,000 volunteers
- Over 10,000 health visits to medical / dental clinics in 2018
- Housing initiative established in 2010 of 1,000 units (currently approaching 800 units)





<https://www.youtube.com/watch?v=msgnjAFhAmg>

Poverty in Washington, D.C.

- 17% of DC's 700,000 residents below the federal poverty level
- 9% of DC residents are below 50% of the poverty level
- 41,000 households in DC are on official waiting lists for housing assistance
- 2018 HUD DC homeless count: 6,904 people, including 1,933 children
- About 20% of the DC population does not have enough money to buy food for themselves or family
- Poorest Ward in DC
- Least-educated Ward in DC



Conway Center Overview

- 320,000-sq.-ft. mixed-used facility delivered May 2018
- \$90 million total costs
- 202 Affordable Units at 30% of AMI (SRO / Efficiencies)
- Housing for 30 families
- Housing for 156 single adults
- Center for Employment Training
- Health clinic (Unity/Howard Hospital)
- Across the street from Benning Metro Station



The Conway Center Story



SOME Center for Employment Training

- Accredited post-secondary education facility
- 21,000 sq. ft. on second floor
- Building trades and nursing focus
- 85% retention rate at living wage above \$18.00 per hour
- 300 graduates per year at Conway
- Average cost per grad: \$7,000





- Public / Private Partnership
- Tax Exempt Bonds, HPTF, LIHTC, NMTC and over 1,000 private donations
- HUD 221(d)3 Mortgage
- New 40-year LURA @ 30% of AMI

HOUSING SOURCES:

FHA Loan Funds (HUD / Northmarq)	\$	8,300,000
DHCD Loan Funds (Housing Production Trust Fund)	\$	17,947,789
SOME Loan Funds	\$	1,400,000
LIHTC Equity Funds (Citi Community Capital)	\$	20,126,769
Deferred Developer Fee	\$	3,322,315
TOTALS:	\$	51,096,873

COMMERCIAL SOURCES (CET and Unity Health):

HFF Loan (Morgan Stanley, Kresge Foundation)	\$	13,514,375
SOME Healthcare Gap Loan	\$	1,075,000
SOME Leverage Loan	\$	14,739,128
NMTC Equity (Kresge Foundation)	\$	6,037,392
SOME Program Gap Loan	\$	2,783,058
SOME Retail Equity Contribution	\$	899,806
Totals:	\$	39,048,759

- Over 300 unique legal documents
- Single-room occupancy units
- HUD moratorium on Washington, D.C.
- Condominium (air-rights collateral during construction)
- Vertical Condominium Structure (HUD challenges)
- Reciprocal Use Agreement with other investors





HAND's 27th Annual Meeting & Housing Expo
"Deconstruct Our Past, Redesign Our Future"
June 12, 2018 | 8 AM - 3 PM | Omni Shoreham Hotel & Conference Center

Congratulations to Our 2018 Housing Achievement Award Winners!

Developer of the Year
So Others Might Eat (SOME)

Best Large Affordable Housing Project
Wexford Manor Apartments, Wesley Housing Development Corporation

Virginia Peters Nonprofit Friend
Nonprofit Sustainability Challenge, Virginia Community Development Corporation

Emerging Leader
Chris Dickens-Prokopp, D.C. Department of Housing and Community Development

President's Choice
Michael Bodaken, Former President & CEO, National Housing Trust

2018 HAND Developer of the Year

2018 Real Estate Forum Top Deal

Congratulations!

NorthMarq proudly congratulates the Project Teams of **Conway Center** and **Northrop Grumman Innovation Systems' Campus** for being recognized in *Real Estate Forum's* **Top Deals and Dealmakers of 2018** issue.



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2018 Jack Kemp Award for Affordable Housing from the Urban Land Institute

For more information, please contact:



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