
DAVID R. SMITH

2020 12th Street, NW #710
Washington, DC 20009
DavidSmith@ForestCity.net
202.234.0305

EXPERIENCE

- 2003 - Present **FOREST CITY ENTERPRISES, INC.,** Development Group Washington, DC
Development Manager, 2004 – present
- Waterfront, Washington, DC
 - Co-manage with development partner the masterplanning and development process for redevelopment of a former 1.1 MM SF FAR commercial office / retail site in SW DC to a 2.5 Million SF FAR urban, mixed used town center to include 1.2 Million SF of Office, 1.2 MM SF of Residential, and 100,000 SF of retail.
 - Management responsibility for design development of 1.2 MM SF of residential units (Rental & For Sale).
 - Arthur Capper Carrollsburg Dwellings, Washington, DC
 - Managing the design process through Stage 2 PUD submission for a 500,000 SF office building.
 - Edgeworth Building, Richmond, VA
 - Development oversight for the redevelopment of former tobacco factory into 145K SF Class A office bldg.
- 1995 - 2003 **HINES INTERESTS LIMITED PARTNERSHIP,** Development Group Washington, DC
Project Manager, 2000 – 2003
- Development Team – Finalist for 11-Acre 'Old' DC Convention Center Site Masterplan & Redevelopment
 - Rock Spring Park, Bethesda, MD
 - Managed the subdivision process for 1,635,000 SF FAR from single parcel into four lots.
 - Managed oversight for takeover of private water and sanitary sewer system by public agency (WSSC).
 - Currently co-managing independent valuation of 875,000 SF FAR of bulk land for potential transaction.
 - On-going development management responsibilities included: Development of Project Budgets and Financial/Return Analyses, Draw Process, Zoning Approvals Process, Investor Negotiations, Lease Negotiations, Architecture & Engineering Review, Legal (Partnership & Leasing).
 - Managed pre-development of a 450,000 SF, two-phase project, project valued in excess of \$110 MM.
 - Completed management of commercial tenant construction build-out, valued in excess of \$100,000.
 - Managed bid process and all financial analyses for 1.5 MM SF, major Department of Transportation headquarters build-to-suit development in Washington, DC, valued in excess of \$450 MM.
 - Routinely prepared and submitted Development Proposals & Responses to RFPs for prospective tenants ranging in size from 50,000 – 1,000,000 SF.
 - Provided new business development support in Washington, DC and Suburban (Montgomery County) Maryland.
 - Provided financial/market analysis for all phases of real estate development, acquisitions, and asset management.
 - Directed firm's National MBA Recruitment Process for 1999 – 2000 season.
- Assistant Project Manager, 1995 - 1999*
- Assisted in marketing and leasing of 1.5 MM+ SF of commercial office space in Washington, DC. Prepared leasing pro forma analyses. Was integral to lease negotiations with both private sector and Federal tenants.
 - Provided project management of 100,000 RSF tenant office construction build-out, valued in excess of \$750,000.
 - Co-managed re-zoning / site plan approval effort for 1.6 MM SF site. Worked with architects, county officials and legal counsel throughout public process.
 - Provided on-going market analysis of Suburban Maryland commercial office market & corresponding sub-markets.
 - Developed cost & operating pro forma and 20-year cash flow & partnership return analyses for new 850,000 SF, \$200 MM commercial development. Responsible for creation of all project-related marketing materials.
 - Prepared financial analysis for successful lease buyout for 250,000 SF of commercial office space. Managed physical due diligence process.
 - Prepared annual valuation of 3-building, 850,000 SF, 44-Acre, *Class A* suburban office complex in Suburban MD.
- Summer 1994 **LA SALLE PARTNERS, LTD. (now JONES LANG LASALLE, INC.)** Chicago, IL
Summer Associate, Asset Management Group
- Co-authored 60-page, 1994 Malcolm Baldrige National Quality Award application.
 - Worked with VP of Asset Management Group to analyze all facets of LaSalle's *Quality Management Program*, making recommendations for future improvements.
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- 1991 - 1993 **FRANCIS CAUFFMAN FOLEY HOFFMANN, ARCHITECTS LTD.** Philadelphia, PA
Architect
- Worked on design development and construction documentation for large scale institutional projects.
 - Worked as lead computer-aided design specialist on \$32 MM, 400,000 SF biomedical research lab.
 - Managed review process for all shop drawings and samples submitted by contractors and engineers.
- 1990 - 1991 **TRI-STATE DESIGN CONSTRUCTION COMPANY, INC.** Philadelphia, PA
Project Superintendent
- Managed sub-contractor and crew of five laborers on \$300,000 state capital improvements project.
 - Oversaw all phases of project administration, procurement of materials, compliance with federal regulations, and verification of substantial completion by sub-contractor.
- 1989 - 1990 **STEPHEN VARENHORST ARCHITECTS** Bala Cynwyd, PA
Architectural Intern
- Architectural student intern during 1-year leave of absence from graduate school.
 - Projects included construction documentation for retail establishments and high-end residential housing.
- 1984 - 1986 **GENERAL ELECTRIC COMPANY, Lighting Business Group** New York, NY
Product Marketing Specialist, Lighting Applications, 1986
- Product and applications consultant to architects and engineers throughout the New York City metropolitan area.
 - Provided technical product and marketing support to regional sales force. Solicited building design specifications requiring GE value-added, energy-efficient lighting products.
- Technical Marketing Program (TMP) Trainee, 1984 - 1986* Cleveland, OH

EDUCATION

- 1993 - 1995 **J.L. KELLOGG GRADUATE SCHOOL OF MANAGEMENT**
NORTHWESTERN UNIVERSITY Evanston, IL
Master of Business Administration, June 1995.
- Majors in finance, marketing, and public management.
 - Elected: co-chair, Public Management Club & section rep, Business With A Heart; mentor, Cities in Schools; consultant, Total Quality Schools/Chicago Public Schools; organizer, City Year/Chicago; Real Estate Club.
 - Foreign study: **Australian Graduate School of Management**, 8/94 - 11/94; China, 3/94; South Africa 3/95.
- 1986 - 1990 **UNIVERSITY OF PENNSYLVANIA, Graduate School of Fine Arts** Philadelphia, PA
Master of Architecture, May 1990.
- Summer Foreign Study: India ('88) & France ('89). Additional courses in real estate, urban design & city planning.
 - Recipient of Kohn Pedersen Fox and Pritchett Scholarships.
- 1980 - 1984 **DUKE UNIVERSITY, School of Engineering** Durham, NC
Bachelor of Science in Engineering: civil engineering and economics, May 1984.
- Duke University Society of Black Engineers: President and vice president.
 - Alpha Phi Alpha Fraternity, Inc.: Vice president.
 - INROADS/NE Ohio: **Peter Kiewit Sons' Company, Inc.**, Construction Intern, Summers 1981 - 1983.
 - **Harvard University Graduate School of Design: Career Discovery Program in Architecture**, Summer 1983.
- 1980 - 1984 **UNIVERSITY SCHOOL** Hunting Valley, OH
Diploma, June 1980. College preparatory program at an all-boys country day school.
- A Better Chance Scholarship recipient.

OTHER DATA

- Urban Land Institute, Member, 2005 - Present.
- African American Real Estate Professionals, Member, 1997 - present.
- Completely renovated/converted 4,400 SF rowhouse in DC to 4 condos valued in excess of \$2.5MM, 2003 - '04.
- American Institute of Architects (AIA) - Associate Member; professional licensure pending.
- Recipient of Kellogg School of Management 2003 Alumni Service Award.
- Duke University - Alumni Admissions Advisory Council, Alumni Interviewer, 1987 - Present.
- Kellogg School of Management - Alumni Admissions Organization, Alumni Interviewer, 1995-Present.
- International Travel: Romania, Japan, Taiwan, Israel, India, France, England, Switzerland, China, Australia, South Africa, Zimbabwe, Croatia, Hungary, Canada & Argentina.



Louis J. Slade, P.E., PTOE

Sr. Principal

Mr. Slade's diverse experience bridges the disciplines of civil engineering design, urban transportation planning, traffic engineering, land development, environmental analysis, and transportation systems design. Mr. Slade has directed major regional comprehensive transportation planning studies and corridor studies, traffic circulation and transit studies, and parking needs and design optimization studies for central business districts and new developments. He has devised and analyzed alternative public transportation modal options. He is familiar with road rating and sufficiency evaluation systems for primary and secondary roads. He has performed analytical assessments of air quality and noise levels of transportation facilities and systems. He has performed traffic impact assessments for residential, office, shopping and convention centers, and institutional complexes. He has been responsible for the transportation and parking components for academic, government, and corporate campuses.

Professional Certification

Registered Professional Engineer: District of Columbia and Maryland
Certified PTOE (Professional Traffic Operations Engineer)

Education

Master of Science, Civil Engineering
Northwestern University, Chicago, IL

Bachelor of Science, Civil Engineering
Northwestern University, Chicago, IL

Professional Associations

Fellow: ITE
Urban Land Institute
Lambda Alpha International Land Economics Society

Representative Projects

DOWNTOWN PROJECT PLANNING

Mr. Slade has directed all of the firm's projects in downtown Washington D.C. including transportation management and traffic operations planning for the MCI Center Sports Arena, and the new Washington Convention Center, and traffic, loading and parking plans for the National Gallery of Art, the Newseum, the Arts and Industries Building, and the National Museum of Native Americans. He has been a consultant to both the Downtown and Georgetown Business Improvement Districts, and he has directed the firm's assignments on numerous large-scale in-town residential and mixed-use development projects.

RAIL STATION PLANNING AND DESIGN

Mr. Slade has extensive experience with the planning and design of the vehicular and pedestrian components of commuter rail stations and bus terminals. This includes roadway access, circulation, and parking planning for several Metrorail stations on the Washington, D.C. system for the Transit Authority, the planning of major commuter heavy and light rail stations at the Meadowlands Sports Complex and the Carlstadt New Town Center in Bergen County, N.J., the planning of the station modifications associated with the new MCI Center sports arena at the Gallery Place Station in Washington, D.C., and planning studies for joint public/private developments at several Metrorail stations in the Washington metropolitan area.

TRANSPORTATION PLANNING STUDIES

Nashua Area Transportation Study, New Hampshire; Genessee/Finger Lakes Regional Study, Rochester, New York; Hartford County Thoroughfare Plan, Maryland; James City County Thoroughfare Plan, Virginia.

TRANSIT IMPACT STUDIES AND TRANSIT ALTERNATIVES ANALYSES

York County, Pennsylvania; Crystal City in Arlington, Virginia; Albany, New York.

CENTRAL BUSINESS DISTRICT CIRCULATION STUDIES



Washington D.C.; Alexandria, Virginia; Herndon, Virginia; Leesburg, Virginia; Baltimore, Maryland; Atlantic City, New Jersey; Indianapolis, Indiana; Albany, New York; Quincy, Massachusetts; Bowling Green, Kentucky; Takoma Center, DC.

UNIQUE AND SPECIAL TRAFFIC STUDIES AND ASSIGNMENTS

District of Columbia Comprehensive Bikeway Study; U.S. Army Museum, Arlington, Virginia; The Challenger Center for Space, Washington, D.C.; The Universal Ballet School, Washington, DC; The Capital Centre Arena, Prince George's County, Maryland; Convention Centers in Atlantic City and Trenton, New Jersey and Baltimore, Maryland; Casino Hotels in Atlantic City, New Jersey; Civil War Battle Reenactment, Fairfax, Virginia; Highway noise barrier design and design guidelines, Federal Highway Administration; Salvation Army headquarters and residence for the homeless, Washington, D.C.

TRANSPORTATION MANAGEMENT EXPERIENCE

Developed management programs to reduce peak hour traffic loads and parking requirements and development of traffic monitoring systems for various private developments in the Northern Virginia suburbs of Washington, D.C. and for federal agencies in the metropolitan area.

The National Institutes of Health (NIH)

As part of the Master Plan, Mr. Slade developed a cost-effectiveness matrix for candidate demand management programs that NIH used to advance their overall efforts to reduce trip generation. This work was presented at the I.T.E. Conference in February 1994. Gorove/Slade Associates has had an ongoing contract with NIH to expand and monitor the effectiveness of their demand management program.

The City of Alexandria, Virginia

Virginia passed a demand management ordinance in 1988 which required that all new development include a demand management program customized for the particular site based on proximity to transit, characteristics of the tenants, etc. Gorove/Slade Associates, Inc. worked with a number of clients to help interpret this new ordinance and to prepare the required program.

Institutions

Gorove/Slade Associates has developed demand management plans for a number of schools, hospitals, and performance facilities where constrained or sensitive conditions required a special means to control the generation, routing, and storage of vehicle traffic.

Anacostia Waterfront, Washington, DC

Gorove/Slade developed an area wide demand management plan for the Anacostia Waterfront in Washington, D.C. as part of a master planning study for the Office of Planning. Mr. Slade is currently Principal in Charge of the firm's involvement in the Anacostia Waterfront Initiative with the Office of Planning.

CONSTRUCTION TRAFFIC MANAGEMENT PLANS

WWII Memorial Truck Access

Principal-in-Charge. Seven months into a 30-month construction schedule, Gorove/Slade Associates, was given the challenge of developing a construction truck access plan to improve construction access to the site on the National Mall. G/SA balanced construction access needs with tourist and pedestrian safety. G/SA proposed four creative alternatives including rerouting pedestrians, and changing lane configuration to accommodate left-turning trucks, and ensuring that trucks could safely navigate between trees. The National Park Service mandated strict observance of environmental issues including the protection, relocation and in some cases the removal of mature trees.

U.S. Capitol Visitors' Center, Construction Traffic Management Plan, Washington, DC

Principal-in-Charge. G/SA developed a traffic management plan for the construction of the new underground visitors' center in front of the U.S. Capitol. Construction is expected to last until mid 2005. The traffic management plan will minimize the impact of truck traffic upon the neighboring residential districts and downtown DC. Key issues for this project include taking into consideration the security issues resulting from recent terrorism events.

Public Testimony

Mr. Slade has provided expert testimony in the District of Columbia throughout the firm's 29 years.



Erwin N. Andres, P.E.

Principal

Mr. Andres has a wide range of traffic and transportation project experience including: traffic impact studies, site access and circulation planning, functional parking lot and garage design, parking demand analysis, corridor studies, campus master planning, major data collection efforts, loading dock design, intersection improvement design, signal design and signing and pavement marking design. He has worked for public, private and institutional sector clients throughout the United States.

Professional Registration and Certification

Registered Professional Engineer – Maryland (#29177)
Registered Professional Engineer – New Jersey (#4557000)

Education

Bachelor of Science in Civil & Environmental Engineering
Rutgers University, New Brunswick, NJ

Professional Associations

Institute of Transportation Engineers (ITE)
American Planning Association (APA)
National Society of Professional Engineers (NSPE)

Publications

“Ask the Expert”, Healthcare Magazine, November 2003

Representative Projects

COLLEGES, UNIVERSITIES, AND INSTITUTIONS

Mr. Andres has developed demand management plans, construction management plans, circulation studies, parking studies and transportation master plans for a number of universities, schools and institutions including Ohio State University, Columbus, OH; University of Virginia Health Sciences District Campus, Charlottesville, VA; George Washington University at Mount Vernon College, Washington, DC; National Institutes of Health Master Plan, Bethesda, MD; NASA Goddard Space Flight Center, Greenbelt, MD; The National Cathedral Campus Plan, Washington, DC; Washington International School, Washington, DC; and The Norwood School, Potomac, MD.

MIXED-USE AND COMMERCIAL DEVELOPMENTS

Mr. Andres has prepared traffic studies, parking analysis, site access planning, loading access design, site circulation planning and signal designs for projects including: USDOT Headquarters Building, Washington, DC; Exton Square Mall, Exton, PA; Hamilton Marketplace, Hamilton, NJ; and Hospital Center at Orange Redevelopment, Orange, NJ.

PARKING STUDIES AND PARKING GARAGE DESIGN

Mr. Andres has performed parking needs studies and garage planning for projects such as the National Institutes of Health, Bethesda, MD; Ohio State University, Columbus, OH; and Evermay Society, Washington, DC.

RETAIL



Mr. Andres has prepared traffic, parking, site access and site circulation studies for grocery stores, lifestyle centers, power centers, regional centers and urban retail including the Georgetown Safeway, Washington, DC; Exton Square Mall Expansion, Exton, PA; Lowe's Home Improvement Store, Stony Brook, NY; 7-Eleven Stores, NJ and NY locations; Commerce Bank branches, various NJ, NY, CT, and PA locations; Yum! Brands Restaurants, NY locations; and McDonald's Restaurants, various NJ locations.

OFFICE AND RESIDENTIAL DEVELOPMENTS

Mr. Andres has worked on office and residential development projects involving site planning and access planning as well as the design of both traffic signals and parking garage facilities. Projects have included USDOT Headquarters Building, Washington, DC; National Academy of Sciences, Washington, DC; Orange Hospital Center Residences; Orange, NJ; Ivy Senior Housing Center, Newark, NJ; and the Washington Home, Washington, DC.

TRAFFIC IMPACT STUDIES

Mr. Andres has conducted numerous traffic impact studies in support of rezoning, subdivision, site plan approvals and EIS applications for large and small residential, commercial, office retail and institutional developments. His work includes experience in Pennsylvania, Virginia, Maryland, New Jersey, New York, Connecticut and the District of Columbia.



Robert B. Schiesel, P.E.

Project Manager

Mr. Schiesel possesses significant transportation engineering and planning experience in both the public and private sectors. His experience includes traffic impact studies, parking studies, traffic and parking forecasting, queuing analysis, security impact assessments, campus planning, traffic simulation, transportation demand management, and intelligent transportation systems planning. Prior to Gorove/Slade Associates, Inc., Mr. Schiesel worked at the international transportation and engineering consulting firm of Kimley Horn & Associates. Projects Mr. Schiesel has been involved with include entertainment complexes, universities, churches, small and large commercial facilities, residential developments, government facilities and mixed-use developments. While many of the aforementioned projects have been concentrated in the DC metropolitan region, Mr. Schiesel has worked on projects throughout the United States and internationally.

Professional Registration and Certification

Registered Professional Engineer; Commonwealth of Virginia #0402038965

Education

Master of Science: Civil Engineering, May 2000

University of Virginia: Charlottesville, Virginia

Bachelor of Science: Civil Engineering, May 1998

University of Virginia: Charlottesville, Virginia

Professional Associations

Member, Institute of Transportation Engineers, #31935

Representative Projects

MAJOR LEAGUE BALLPARK STUDIES, WASHINGTON, D.C.

Mr. Schiesel served as the project manager for the transportation portions of the Environmental Mitigation Study (EMS) for the new Washington Nationals Major League Baseball Ballpark. The purpose of the EMS was to examine the impact of the Ballpark on the surrounding neighborhood. The transportation section included forecasts, assignments, and capacity analyses for private automobile, transit and pedestrian traffic.

In addition, Mr. Schiesel served as the project manager for the transportation management plan (TMP) for the new Nationals Ballpark. The TMP contained analyses of the transportation demand profile of ballpark patrons, drawing conclusions from collected data and trends to determine how patrons will get to and leave games from the new Ballpark. Based on these assumptions, the TMP included recommendations on how to manage and operate each mode of transportation to ensure safe and efficient traffic to and from the new Ballpark.

Previously, Mr. Schiesel served as the project manager for the analysis of potential baseball sites in the District of Columbia. These analyses included traffic and parking forecasts, demand modeling, mode split calculations, and assembling collected data in a Geographical Information System. Upon site selection, Mr. Schiesel conducted analyses of existing transit systems and performed a through on and off street parking inventory and demand analysis.

POPLAR POINT, WASHINGTON, D.C.

Mr. Schiesel served as the project manager as part of the master planning team assembled by the Anacostia Riverfront Corporation (AWC). The purpose of the master planning effort was to develop a plan to submit to the US Department of the Interior as part of the land transfer agreement with the District. Gorove/Slade's role was to assist in planning the transportation and parking aspects of the master plan. This included reviewing the major infrastructure improvements planned adjacent to the site, incorporating their designs into the planning process, reviewing the phasing of the project compared to the phasing of the infrastructure improvements, developing parking demand estimates, and reviewing the transit, pedestrian and bicycle elements of the plan.



THE YARDS, WASHINGTON, D.C.

Mr. Schiesel served as the project manager as part of the master planning and development team assembled by Forest City Washington. During this project, Gorove/Slade wrote a transportation master plan for The Yards (formerly known as the Southeast Federal Center), that examined parking demand, expected internal roadway traffic and made recommendations on the operations and planning of internal streets as well as transit, pedestrian and bicycle facilities. In addition, Mr. Schiesel oversaw the development of design elements of the internal roadways within The Yards, including a complete traffic marking and signing plan for all internal roads.

OHIO STATE UNIVERSITY, COLUMBUS, OH

Mr. Schiesel currently serves as project manager for the Ohio State University Department of Transportation and Parking Services on-call transportation planning and analysis project. Services provided for OSU include traffic forecasts and analyses of future transportation improvements, campus development and the creation of a traffic simulation for the entire campus to assist campus-wide operations and planning, and assisting OSU in day-to-day operational decisions regarding bus, pedestrian, bicycle, parking and traffic concerns. In addition to overall campus planning, Mr. Schiesel served as the project manager on specific site projects such as the University Heart Hospital, James Cancer Hospital Expansion, the Medical Center Master Plan, and the Lane Avenue Parking Garage project.

Recently, Mr. Schiesel served as the project manager for a campus crosswalks and pedestrian study, which involved the study and observation of pedestrian crossings campus-wide. This effort recommended a roadway hierarchy and elements for campus roadways to efficiently and safely handle pedestrian, bicycle and vehicular traffic.

PROFESSIONAL QUALIFICATIONS

STEVEN EDWARD SHER
DIRECTOR OF ZONING AND LAND USE SERVICES
HOLLAND & KNIGHT, LLP

EDUCATION:

Brooklyn College of the City University of New York, 1969, Bachelor of Arts
(Urban Studies and Political Science)
Cornell University, 1971, Master of Regional Planning

PROFESSIONAL EXPERIENCE:

Director of Zoning and Land Use Services, Holland & Knight, LLP
2000 - present
Director of Zoning Services, Wilkes, Artis, Hedrick & Lane, Chartered
1985 - 2000
Executive Director, Zoning Secretariat, District of Columbia
1977 - 1985
Deputy Director, Zoning Division, Municipal Planning Office, District of
Columbia
1975 - 1977
Acting Secretary to the Board of Zoning Adjustment, District of Columbia
1976
Urban Planner, D.C. Zoning Commission, D.C. Office of Planning and
Management, D.C. Municipal Planning Office
1972 - 1975
Renewal Coordinator, District of Columbia Zoning Commission
1972 - 1973
Acting Secretary to the District of Columbia Zoning Commission
1972
Project Planner, District of Columbia Zoning Commission
1971 - 1972

PROFESSIONAL QUALIFICATIONS
STEVEN E. SHER
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Planning Intern, Frederick P. Clark Associates, Planning and Development
Consultants
1970
Research Intern, Brooklyn Linear City Development Corporation
1969

APPEARED AS EXPERT WITNESS:

District of Columbia Zoning Commission
District of Columbia Board of Zoning Adjustment
District of Columbia Historic Preservation Review Board
District of Columbia Mayor's Agent for D.C. Law 2-144
Zoning Hearing Examiner, Montgomery County, Maryland
Montgomery County (Maryland) Planning Board
U.S. Bankruptcy Court for the District of Columbia
Superior Court of the District of Columbia

AREAS OF INTEREST AND/OR SPECIALIZATION:

Land use planning
Zoning, subdivision and other control of land use
Urban design
Urban transportation planning

ORGANIZATIONS:

American Planning Association (1971-present)
Greater Washington Board of Trade (1986-2000)
 Planning and Development Committee (Vice-Chairman for Zoning and
 Regulatory Affairs) (1987-8)
 Community Development Bureau Steering Committee (1987-9)
 PUD Task Force (Chairman) (1987)
 Comprehensive Plan Task Force (1987-8)
 Downtown Revitalization Committee Housing Team (1988)
Mayor's Commission on Downtown Housing (1988-89)
Downtown Partnership Downtown Development District Task Force
 (1989-90)
Lambda Alpha (honorary land economics society) (1990-present)
Metropolitan Washington Council of Governments Metropolitan Development
 Citizens Advisory Committee (1997-2004)

PROFESSIONAL QUALIFICATIONS

STEVEN E. SHER

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District of Columbia Comprehensive Plan Assessment Task Force (2002-2003)

District of Columbia Comprehensive Plan Revision Task Force (2004-2006)

District of Columbia Zoning Advisory Committee (2003-present)

District of Columbia Zoning Review Task Force (2007-present)

LECTURES/SEMINAR PRESENTATIONS:

District of Columbia Association of Realtors

District of Columbia Building Industry Association

D.C. Bar/Georgetown University Law School Continuing Legal Education

Capitol Hill Realtors

American University Real Estate Alumni

District of Columbia Apartment and Office Building Association