
[Draft] Fw: 3831 Georgia Vacancy Info for BZA

From sharkcom@sullivanbarros.com

From: Don Malnati <donmalnati@mmgdevelopment.com>
Sent: Tuesday, July 21, 2026 10:48 PM
To: Alexandra Wilson <awilson@sullivanbarros.com>; Saad Usman <susman@emwings.com>
Cc: Jennifer Francis <jfrancis@emwings.com>
Subject: RE: 3831 Georgia Vacancy Info for BZA

Alex,

As we discussed, I wanted to give you the history of our efforts to lease the ground floor retail space at 3831 Georgia Avenue NW.

The building was completed in April 2023. A copy of the Certificate of Occupancy is attached. We have been actively marketing the space since April 28, 2023, so we are now more than three years into the effort.

Over that time, we have had inquiries from roughly ten prospective tenants, none of which worked out. As you can see from the examples below, most of these were small local businesses, and we genuinely wanted to make a deal work with them:

Early on we worked with a local personal trainer who was looking for a home base for his training business. He applied for a small business loan to get started and was not able to obtain one, so that fell through.

We had interest from multiple cannabis retailers at different points. None of those deals came together.

A deli operator based in Rockville was interested, but the build-out for their concept was going to run about \$100,000, and neither side was in a position to absorb that cost.

We also had a proposed self-storage use, but that prospect was not willing to go through the BZA process and walked away.

Along the way, our original listing agent gave up on the space because it was taking so long to lease.

After three years and roughly ten prospective tenants, Wingstop and Saad are the only ones who have been willing to make an investment into building out the space, and to see the process through. If this deal falls through, the space will continue to sit vacant. We do not have anyone else lined up, and given the numerous commercial vacancies in the immediate area, I can't imagine the space would be filled quickly.

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Board of Zoning Adjustment
District of Columbia
CASE NO. 21462
EXHIBIT NO. 38B