Good Evening Ladies and Gentleman.

My name is Dana Henson, I am Vice President of The Henson Development Company.

I am the consultant and advisor to the East Capitol View CDC and my primary focus for the East Capitol project is M/WBE and Section 3 programs.

A&R and THC have exceeded M/WBE requirements in every project they have undertaken

As minority-owned concerns, A&R/THC's philosophy is to bolster M/WBE businesses by bringing them as key players in its projects wherever possible. Doing what it takes to include M/WBE firms and hiring local residents for its projects, especially newcomers, has been both A&R/THC's responsibility and pleasure.

A&R/THC and the A&R/THC Team value the powerful message that the presence of minority business people sends to public housing residents, particularly young people -- the message that minorities can and do play a vital, financially rewarding role in their city's economy. For example:

A&R and its co-developers had a **52% MBE participation rate for Wheeler Creek, well exceeding the respective 35% requirements**.

THC has also had enourmous success with Section 3 and M/WBE participation with **45% participation of M/WBE participation for the Columbus Center in Downtown Baltimore** in 1991, when M/WBE hiring was still a new concept for many. Additionally, while the Commissioner of Housing of Baltimore City, **Dan Henson set new trends of hiring Section 3 residents, designing and implementing cutting edge programs along with awarding M/WBE's record number of contracts.** More than at any other time in the City's history.

Harkins has won a combined five (5) awards from HUD and the Maryland Minority Contractors for its accomplishments in hiring minority- and women-owned businesses. They have a track record of proactively responding to Section 3 requirements in their construction projects. To insure opportunities for local residents, Harkins has created a program that requires major subcontracting trades to create new employment positions for Section 3 residents.

We intend to achieve the highest possible percentages of M/WBE participation at all levels of this project and in all phases. **With over 50% M/WBE participation at the start**, our team roster demonstrates A&R/THC's upfront commitment to bring in minority and women owned business enterprises at the earliest stage of this revitalization:

- Developer: A&R Development Corp. - 100% MBE
- Developer: THC – 100% MBE
- General Contractors: Doracon and Randa - 100% MBE
- Property Management: ART Management, Inc. - 100% MBE
- Architect: Sorg & Associates - 100% WBE/MBE

ZONING COMMISSION
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Exhibit 29

- Architect: Bryant, Bryant & Williams - 100% MBE
- Legal Advisor: Curry & Wilbourn - 100% WBE/MBE.

We are uniquely qualified to achieve superior levels of minority and women participation because of our composition and ability to draw upon the reserve of talent we have employed over decades of development in Baltimore and D.C.

Throughout the planning, construction and operation phases of East Capital Dwelling's revitalization, we will continue to recruit Local Residents and M/WBEs to participate, including new resident owned enterprises created through the HOPE VI process.

An example of this success is **Baltimore's Pleasant View Gardens HOPE VI** which demonstrates our approach's success. A&R as developer and Dan Henson, principal of THC as Housing Commisioner, succeeded with minority firms accounting for more than **50% of the total project costs**. In addition, **A&R and Harkins provided working capital and assisted in establishing five new MBE Section 3 businesses**, including a security company, courier service, janitorial company, an employment services company and a construction food service.

Harkins has had success with M/WBE participation :
Heritage Crossing Sitework - 43.61%
Heritage Crossing For Sale and Rental - 43.22%

Wheeler Creek Daycare Center - 55.9%
Wheeler Creek Elderly Building - 31.3%
Wheeler Creek Housing - 56.8%

Currently:

- A&R/THC have designated one person full time to work with the ECV-CDC to consult on business development and training programs.
- Assisting with the negotiation of agreements with government agencies: i.e. DOES, DOEL, etc.
- Establishment of Micro-loan fund
- Hired ECV-CDC to manage CSSP, a $4 Million contract; which also hired ECCC for administering of Youth programs component.
- Working with CDC to insure that residents will be trained so that they can be hired for various opportunities that will be available as a result of the development.
- Have met with the National Minority Contractors to discuss opportunities and training and hiring of residents, as well as made introductions between them and the CDC.

Future:

- Will coordinate, in cooperation with ECV-CDC, Job/Employment Fairs
- Will coordinate Vendor Fairs