

## BUWA BINITIE

Managing Principal



## FIRM

Dantes Partners

## EDUCATION, AWARDS & POSITIONS

- B.S., New York University
- M.S., Real Estate Development, Johns Hopkins University
- 2015 Washington Business Journal Minority Business Leaders Awardee
- 2010 African American Real Estate Professionals' Economic Development Awardee
- Alumnus, Urban Land Institute's Real Estate Apprenticeship Program
- BOD – Chair, Housing Financing Agency
- BOD – City First Bank



## PROFILE

As Managing Principal of 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 needs 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. To this end, Since founding Dantes Partners, Mr. Binitie and his team have closed over \$750 million of unconventional real estate transactions that utilize low-income tax credits, new market tax credits, tax-exempt bonds and a various other forms of alternative financing. These efforts have led to the creation of over 2100 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. Mr. Binitie is currently the Chair of the DC Housing Finance Agency and a Board Member for the DC Building Industry Association (DCBIA). His firm Dantes Partners, currently has \$450M consisting of approximately 1300 units in the pipeline.

## PROJECT EXPERIENCE

- Phyllis Wheatley YWCA, Washington, DC
- 770 C Street, Washington, DC
- West End (Square 50), Washington, DC
- Girard Street Apartments, Washington, DC
- CityMarket at O Street, Washington, DC
- Justice Park Apartments, Washington, DC
- Delta Towers Apartments, Washington, DC

Dr. Gregory C. Hutchings, Jr.

When Superintendent Dr. Gregory C. Hutchings, Jr. became superintendent of Alexandria City Public Schools in July 2018, he was already familiar to some in the city. Dr. Hutchings is a Class of '95 graduate of T.C. Williams High School, attending four elementary schools across the city and Francis C. Hammond Middle School before attending T.C. Williams, where he was Prom King.

Prior to becoming a superintendent, Dr. Hutchings was a director of pre-K-12 initiatives and director of middle school programs with ACPS, where he launched the candidacy phase of the International Baccalaureate (IB) Programme, which has since been implemented at Jefferson-Houston PreK-8 IB School. He also worked collaboratively with the curriculum department on the implementation of the new middle school curricula in ACPS.

Prior to rejoining ACPS as superintendent, Dr. Hutchings served five years as Superintendent of Shaker Heights Schools, located in a suburb of Cleveland, Ohio. Under his leadership, he collaborated with community stakeholders, administrators and teachers to close the achievement gap and ensure that students of all backgrounds had access to the resources, tools and opportunities needed to succeed. He became one of only eight superintendents in North America to lead a district offering the IB Programme for all students at all grade levels, including pre-K. Dr. Hutchings also worked closely with school board members and administrators to develop and execute a strategic plan to realize the district's goals. He will have served five years as a superintendent before he joins ACPS.

An experienced educator and administrator, Dr. Hutchings has served as a teacher and in leadership roles at the middle and high school levels as well as central office administrative positions. He began his teaching career in Manassas at Prince William County Public Schools and then served as an assistant middle school principal with Richmond Public Schools. In Nashville, Tennessee, he was promoted from an assistant high school principal to middle school principal. He was named Tennessee Middle School Principal of the Year by the Tennessee Association of Middle Schools for his role in increasing student achievement and making his school the number one middle school in the state.

Dr. Hutchings holds a bachelor's degree in interdisciplinary studies from Old Dominion University and a master's in educational leadership from George Mason University. He earned a doctorate in educational policy, planning and leadership in 2010 from the College of William and Mary. He and his wife Cheryl have two school-age children who attend ACPS.

## Nina Janopaul

Nina Janopaul has been President and CEO of the Arlington Partnership for Affordable Housing, a non-profit, regional, award-winning, affordable housing developer since 2007. APAH has a portfolio of 18 multifamily rental properties comprised of over 1,800 units valued at more than \$400 million, plus another 800 units in the pipeline. Prior to joining APAH, Nina was a principal at Capital Strategies Consulting, Inc. providing services to a variety of organizations, including Enterprise Community Partners. Nina received a Bachelor of Arts Magna Cum Laude from Harvard University. She currently chairs the Northern Virginia Affordable Housing Alliance, and serves on the Virginia Diocesan Homes board, the Virginia Housing Alliance board, and the Virginia Housing Development Authority's Northern Virginia Advisory Council. She received the Virginia Housing Alliance's 2013 Innovations in Leadership award.

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## Kathleen Turner

Kathleen Turner graduated from Georgetown University's School of Foreign Service and later earned a Masters in Public Administration from American University. In her professional career she worked for the Office of Economic Opportunity, the National Medical Association, the Institute of Medicine, and for most of her working life at the Association of American Medical Colleges, where she retired as Chief of Staff in 2012. She is a member of Episcopal Church of the Resurrection in Alexandria where she served on the Redevelopment, and now the Building Committee.

Michelle Krocker

Michelle Krocker is a public policy and community development consultant, assisting private sector organizations and local governments in creating diverse, affordable communities through effective housing and land use policies. She is a founding member and Executive Director of the Northern Virginia Affordable Housing Alliance, a regional advocacy coalition engaged in expanding the base of political will for adequate public resources to address the unmet housing needs of Northern Virginia's low and moderate income households.

Prior to joining the Alliance, Michelle was Director of Housing and Community Development for Cornerstones (formerly Reston Interfaith), a human services agency serving low income families in northwestern Fairfax County. In that capacity she led the department in the acquisition, financing and rehabilitation of scattered-site rental housing for households served by the agency.

Michelle has served on multiple citizen advisory boards. She was a member of the Tysons Land Use Task Force (2005 – 2010), charged with planning the redevelopment of 1700 acres of Tysons Corner, and Chair of its Affordable Housing Subcommittee. She also served on the Housing Advisory Board to the Loudoun County Board of Supervisors, acting as Chairman for two years. Current advisory boards include BB&T's Community Development Advisory Committee, The Housing Leaders Group of Greater Washington, the Fairfax County Affordable Housing Advisory Committee, the Alexandria Affordable Housing Advisory Committee (Chair), and the Board of Directors for Housing Virginia, a statewide housing education, advocacy and policy organization.

Michelle holds a Bachelor of Arts in Political Science from George Mason University, and a Master of Arts in Environmental and Urban Planning from the University of Virginia.