

ROOTED IN  
**PROPERTIES. RELATIONSHIPS.**

BUILT ON

**DONOHUE**

*Integrity and Vision Since 1884*





# THE DONOHUE COMPANIES, INC.

INTEGRITY & VISION SINCE 1884



DEVELOPMENT

DONOHUE DEVELOPMENT COMPANY



CONSTRUCTION

DONOHUE CONSTRUCTION COMPANY



REAL ESTATE

DONOHUE REAL ESTATE SERVICES



HOSPITALITY

DONOHUE HOSPITALITY SERVICES



FACILITIES  
MANAGEMENT

COMPLETE BUILDING SERVICES

**\$753M**

ANNUAL  
REVENUE

**1,200+**

EMPLOYEES

**138**

YEARS  
SPANNING 5  
GENERATIONS

**TOP 3**

DIVERSE LARGE  
COMPANIES  
(WBJ)

**TOP 25**

PRIVATE  
COMPANIES  
(WBJ)

# THE DONOHUE DIFFERENCE

OUR PEOPLE | THEIR EXPERTISE | YOUR SUCCESS



## WE HAVE PERSPECTIVE

After over 138 years in business, there's nothing we haven't seen. We have the depth of experience to handle each challenge's immediate demands while anticipating the next step because we know the steps so well.

## WE SEE THE BIG PICTURE

The insights that benefit our clients go deeper than the properties we build, develop, and manage. The ambitions of the communities we serve and participate in inspire our work.

## WE KEEP OUR PROMISES

We make it our practice to build integrity by following through on every promise and exceeding every expectation. That's because we look at every endeavor as an opportunity to impress, overdeliver, and build productive relationships.

DONOHUE TEAMS **ENVISION**, **CREATE**, AND **OPERATE** INSPIRATIONAL PLACES GUIDED BY OUR CULTURE OF **INTEGRITY**, **TRUST**, AND **ACCOUNTABILITY**.





# INTEGRATED EXPERTISE

As a fully integrated real estate company, Donohoe can tailor our suite of services to align with our partners' needs. When you work with any of our service divisions, you gain the expertise of all of them.

## COLLABORATIVE SERVICES, HOLISTIC APPROACH.

FROM CONCEPTUALIZATION TO OPERATION, WE BRING EXTENSIVE EXPERIENCE, BIG THINKING, AND KEEN FOCUS TO EVERY CHALLENGE. THE PROJECTS BELOW ARE THE RESULT OF SUCCESSFUL COLLABORATION BETWEEN OUR PARTNERS AND OUR MULTIPLE SERVICE DIVISIONS.

### UPTON PLACE ON WISCONSIN

4000 WISCONSIN AVENUE NW



**PARTNER:** AIMCO

**DEVELOPER:** DONOHOE DEVELOPMENT COMPANY

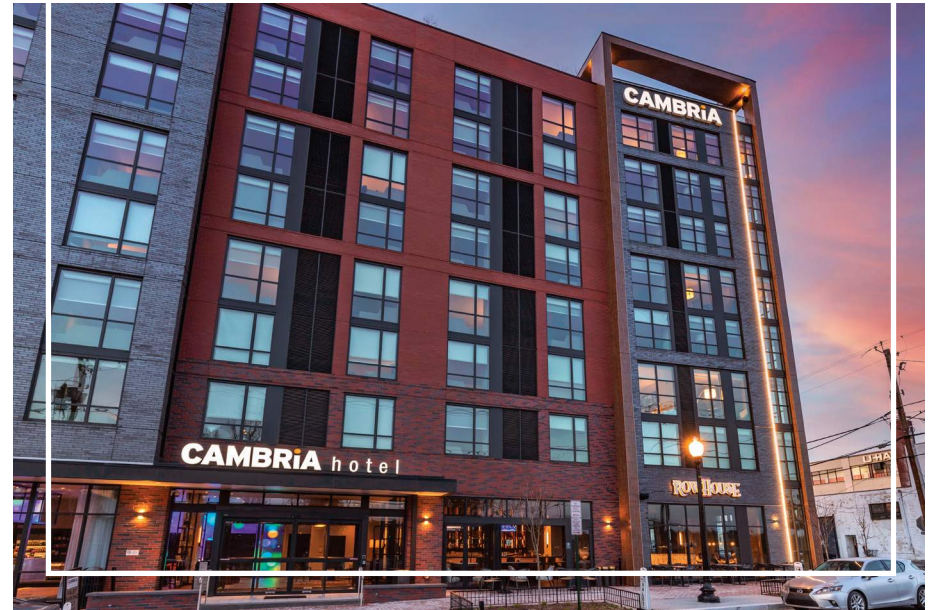
**CONSTRUCTION:** DONOHOE CONSTRUCTION COMPANY

**RETAIL LEASING:** DONOHOE REAL ESTATE SERVICES

**FACILITIES MANAGEMENT:** COMPLETE BUILDING SERVICES

### CAMBRIA CAPITOL RIVERFRONT

69 Q STREET SW



**PARTNER:** KOUCHAR MANAGEMENT

**DEVELOPER:** DONOHOE DEVELOPMENT COMPANY

**CONSTRUCTION:** DONOHOE CONSTRUCTION COMPANY

**HOTEL MANAGEMENT:** DONOHOE HOSPITALITY SERVICES

**FACILITIES MANAGEMENT:** COMPLETE BUILDING SERVICES

# LEADERSHIP

Donohoe leaders combine distinctive expertise with extensive experience in all aspects of commercial real estate. Our leadership team joins forces to work hard and play fair, inspiring us to achieve a shared vision. They think big, aim high, and take pride in producing quality work that is worthy of our history.



**CHRIS BRUCH**

President & Chief Executive Officer  
The Donohoe Companies, Inc.



**STEVE DONOHOE**

Chairman, The Donohoe Companies, Inc.  
President, Donohoe Construction Company



**LAURIE BALLENGER**

General Counsel  
The Donohoe Companies, Inc.



**ERIC MAGGIO**

Chief Financial Officer  
The Donohoe Companies, Inc.



**BOB DONOHOE, JR.**

Chief Investment Officer  
The Donohoe Companies, Inc.



**BUTCH BARRY**

President  
Complete Building Services



**THOMAS PENNY, III**

President  
Donohoe Hospitality Services



**EVAN WEISMAN**

President  
Donohoe Development Company



**DREW GENOVA**

President  
Donohoe Real Estate Services



**MOHAMED ALLIBHAI**

Vice President, Information Technology  
The Donohoe Companies, Inc.



**DEIRDRE ROBINSON**

Vice President, Human Resources  
The Donohoe Companies, Inc.



# DONOHUE DEVELOPMENT COMPANY

TURNING REAL ESTATE INTO OPPORTUNITY

## DEVELOPMENT PROCESSES THAT DELIVER.

WE TRANSFORM COMMUNITIES WITH CUTTING EDGE MIXED-USE, OFFICE, RESIDENTIAL, RETAIL, AND SPECIALTY PROJECTS. WITH DECADES OF EXPERIENCE AND IN-DEPTH KNOWLEDGE, WE EXPERTLY DIRECT THE ENTIRE DEVELOPMENT PROCESS FROM A TO Z.

- > SITE EVALUATION
- > DESIGN MANAGEMENT
- > MARKET RESEARCH & ANALYSIS
- > DEVELOPMENT MANAGEMENT
- > ENTITLEMENTS & PERMITTING
- > SUSTAINABLE GROWTH



Upton Place on Wisconsin - Washington, DC

## INNOVATIVE DEVELOPMENT



Solar Power



Mass Timber



Stormwater Management + Landscape Irrigation



Green Roof, Bioretention & Permeable Pavers



ASHRAE Air Quality Standards



Electric Car Charging Stations



High-efficiency Lighting



EnergyStar® Appliances



Water-saving Fixtures



Whole Building Life Cycle Assessment



Smart Thermostats



Bike Infrastructure

## BY THE NUMBERS...

10M+

SQUARE FEET DEVELOPED

67

YEARS OF EXPERIENCE

21

PROJECTS IN THE PIPELINE

5

PROJECTS UNDER DEVELOPMENT

# OUR WORK

**REVITALIZING NEIGHBORHOODS, CREATING VALUE,  
AND GENERATING NEW OPPORTUNITIES.**

## 5151 WISCONSIN AVENUE



Washington, DC

Expected completion 2025

210 Multifamily Units

1,700 SF Retail

11% Affordable Units

Certification Goal:  
LEED Gold®

### Services provided:

Development  
Construction  
Retail Leasing  
Facilities Management

## 5500 WISCONSIN AVENUE



Chevy Chase, MD

Expected completion 2025

380 Residential Units

12,000 SF Retail

15% Affordable Units

Partner:  
Carr Companies

### Services provided:

Development  
Construction  
Facilities Management

## UPTON PLACE ON WISCONSIN



Washington, DC

Expected completion 2023

689 Residential Units

96,840 SF Retail

9% Affordable Units

Certification:  
LEED Silver®

Partner:  
AIMCO

### Services provided:

Development  
Construction  
Retail Leasing  
Facilities Management

## AC HOTEL / RESIDENCE INN RESTON TOWN CENTER



Reston, VA

Expected completion 2024

270 Guest Rooms

6,000 SF Retail

8,500 SF Meeting Space

Certification Goal:  
LEED Silver®

### Services provided:

Development  
Construction  
Hotel Management  
Facilities Management

## BINGHAM CENTER



Arlington, VA

Expected completion 2025

286 Multifamily Units &  
224 Guest Rooms

15,000 SF Retail

Certification Goal:  
LEED Gold®

Partner:  
TCS Realty Associates

### Services provided:

Development  
Construction  
Retail Leasing  
Hotel Management  
Facilities Management



# DONOHUE CONSTRUCTION COMPANY

BUILDING PROJECTS & RELATIONSHIPS

## WE BUILD...

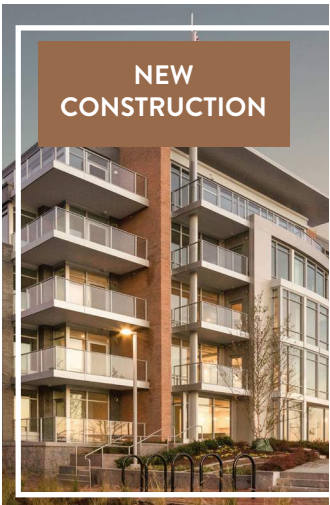
FROM BASE BUILDING CONSTRUCTION AND RENOVATION, TO CORPORATE INTERIOR FIT-OUTS, TO SERVICE AND EMERGENCY WORK, WE OFFER THE RESOURCES TO SUPPORT ANY AND ALL OF YOUR COMMERCIAL GENERAL CONTRACTING NEEDS.

- > MULTIFAMILY
- > HOTELS
- > SENIOR LIVING
- > AFFORDABLE HOUSING
- > MIXED USE
- > OFFICE
- > STUDENT HOUSING
- > CAPEX



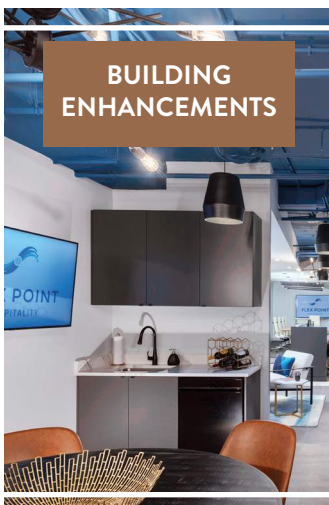
## BY THE NUMBERS...

### NEW CONSTRUCTION



BUILDING YOUR VISION FROM THE GROUND UP

### BUILDING ENHANCEMENTS



ADDING VALUE TO EXISTING BUILDINGS THROUGH INTERIOR CONSTRUCTION & RENOVATION

### RAPID RESPONSE



FAST, EFFICIENT SOLUTIONS TO THE DAILY OPERATIONAL NEEDS OF COMMERCIAL PROPERTIES

**\$350M**

ANNUAL REVENUE

**TOP 25**

GENERAL CONTRACTOR (WBJ)

**\$400M+**

BONDING CAPACITY

**8**

ACTIVE NEW CONSTRUCTION PROJECTS

**90%**

WORK FOR 3RD PARTY CLIENTS

**4,000**

UNITS IN PRECON



# SELECT PROJECTS

SUCCESSFULLY DELIVERING **COMPLEX** AND **QUALITY** PROJECTS SINCE 1955.

## WHARF PARCEL 5 HOTEL



Dual-branded hotel completed for the first phase of The District Wharf. Features 175 Hilton keys, 238 Hyatt keys, and shared high-end amenities.

HOTEL

## BRIGHTVIEW BETHESDA



A 113-unit senior living residence located in the Woodmont Triangle neighborhood. Features independent living, assisted living, and memory care units.

SENIOR LIVING

## ROBINSON LANDING



Luxury condominium project in Alexandria, VA with 70 units spread out over three buildings. Also includes a public waterfront wine bar with outdoor seating.

MULTIFAMILY

## 555 E STREET



A 12-story, mixed-use building with 136 market-rate apartments, 58 affordable senior living units, and a citizenM hotel with 252 keys.

MIXED USE

## GWU WEST HALL



Demolition and removal of an existing dormitory that was replaced with a new, 4-story residence hall. Features 81 suites with 287 beds, plus meeting rooms, classrooms, dining hall facilities, and creative studios.

EDUCATION / STUDENT HOUSING

## 700 CONSTITUTION



An adaptive reuse project that transformed an abandoned hospital into a 139-unit apartment building. Preserved the exterior of the building and modified interior to create modern, luxurious space.

ADAPTIVE REUSE / CONVERSION

## FLEX POINT HOSPITALITY



Corporate interiors build-out that featured brand-new conference rooms, open-concept workspaces, breakroom, and kitchen - all with high-end finishes.

CORPORATE INTERIORS

## ENVOY PENTHOUSE



Construction of a new roof deck for an existing multifamily apartment building. Also included modifications and upgrades to interior amenity penthouse space.

MULTIFAMILY RENOVATIONS

# DONOHUE REAL ESTATE SERVICES

MAXIMIZING VALUE & RAISING EXPECTATIONS

## SERVICES TAILORED TO **YOUR** NEEDS.

- > OWNER ADVISORY
- > OCCUPIER ADVISORY
- > CAPITAL MARKETS
- > PROPERTY MANAGEMENT
- > PROJECT MANAGEMENT
- > PROPERTY ACCOUNTING
- > LEASE ADMINISTRATION
- > STRATEGIC ACCOUNTS

## AREAS OF STRATEGIC FOCUS

NOI  
GROWTH

OCCUPANCY  
RATE

TENANT  
RETENTION

## SELECT CLIENT LIST



PPX  
HOSPITALITY  
BRANDS



NGAUS



American Pharmacists Association



BAKERY  
CONFECTIONERY  
TOBACCO  
MAKERS  
UNION  
AFLO 1025

## BY THE **NUMBERS...**

97%

CLIENT  
RETENTION

10M

SF UNDER  
MANAGEMENT

\$1B +

LEASING  
VOLUME

190

YEARS OF  
LEADERSHIP





# CASE STUDIES

DELIVERING **VALUE** IS HOW WE MEASURE **SUCCESS**.  
WHEN YOU **WIN**, WE **WIN**.

## ONE MASSACHUSETTS AVENUE. NW WASHINGTON, DC



Owner Advisory team turns unanticipated 65,000SF vacancy into landmark 85,000 SF lease, adding \$50M in value for ownership.

OWNER REPRESENTATION

## 1680 DUKE STREET ALEXANDRIA, VA



Owner/Occupier Advisory team creates long term value for an owner/occupier association with excess office space in a quickly executed sale/leaseback transaction.

OWNER / OCCUPIER REPRESENTATION + CAPITAL MARKETS

## ROCK SPRING PROPERTIES BETHESDA, MD



Property Management team successfully transitions suburban office /medical park delivering improved reporting and returns for owner and superior service for tenants.

PROPERTY MANAGEMENT

## 1015 18TH STREET NW WASHINGTON, DC



Project Management team completes \$15M renovation to create Class A gem with a fresh look and inviting tenant amenities.

PROJECT MANAGEMENT

# DONOHUE HOSPITALITY SERVICES

ACCOMMODATING RELATIONSHIPS

## MARKET LEADERSHIP THROUGH EXCELLENCE.

AS ONE OF THE LARGEST INDEPENDENT HOTEL MANAGEMENT COMPANIES IN THE WASHINGTON METROPOLITAN AREA, WE OFFER UNPARALLELED RESOURCES TO SUPPORT ALL ASPECTS OF HOTEL OPERATIONS.

- > HOTEL MANAGEMENT
- > ASSET MANAGEMENT
- > CONSULTING
- > DEVELOPMENT
- > SUSTAINABILITY

## OUR BRANDS

DONOHUE HOSPITALITY SERVICES IS AN APPROVED MANAGEMENT RESOURCE FOR LEADING HOTEL BRANDS:



## BY THE NUMBERS...

**3,000+**  
GUEST  
ROOMS

**\$175M**  
ANNUAL  
SALES

**5**  
MAJOR  
BRANDS

**15**  
HOTELS  
+ 6 COMING  
SOON





# SUCCESS STORIES

## ENHANCING VALUE & PROTECTING INVESTMENTS.

### CANOPY BY HILTON BALTIMORE HARBOR POINT



New lifestyle hotel opened at the height of the pandemic and eclipsed brand expectations by achieving 125.8% RPI index in its 5th month post-opening.

EXTRAORDINARY RPI ACHIEVEMENT

### THE DRAFTSMAN, AUTOGRAPH COLLECTION CHARLOTTESVILLE, VA



Located in a suburban university market, this boutique hotel surpassed its 2021 budgeted GOP by \$1.4M during COVID-19.

UNPARALLELED GOP MAXIMIZATION

### HYATT PLACE WASHINGTON, DC NATIONAL MALL



During its first year under DHS management, this full service hotel exceeded 2021 fair share in OCC, ADR and RevPAR indices during the pandemic. The hotel achieved 148.4% RevPAR Index in 2021 vs 107.3% in 2019 (pre-pandemic). The hotel ranked #1 against its competitors.

RANKED #1 - 2021 YEAR END REVPAR

### HAMPTON INN & SUITES / HOME2 SUITES LAS VEGAS CONVENTION CENTER



This dual-branded hotel opened in an emerging Las Vegas market during COVID-19. The hotel eclipsed its 2021 EBITDA budget by \$900K.

UNPRECEDENTED EBITDA IN A CHALLENGING MARKET

**2021 HILTON AWARD OF EXCELLENCE**  
HOMEWOOD SUITES BY HILTON RESTON

**2020 HILTON NEW BUILD OF THE YEAR AWARD**  
HOME2SUITES BY HILTON LAS VEGAS CONVENTION CENTER

# COMPLETE BUILDING SERVICES

YOUR BUILDING. OUR PEOPLE. EXCEPTIONAL RESULTS.

SUCCESSFULLY SERVING A **DIVERSE** PORTFOLIO OF CLIENTS, SPANNING ACROSS ALL INDUSTRIES, INCLUDING:

- > COMMERCIAL
- > GOVERNMENT
- > EDUCATION/UNIVERSITIES
- > RESEARCH CENTERS
- > LABORATORIES
- > HOSPITALS
- > HOTELS
- > MISSION CRITICAL
- > RELIGIOUS INSTITUTIONS
- > EMBASSIES
- > MULTI RESIDENTIAL
- > INSTITUTIONAL

## SPECIALTIES



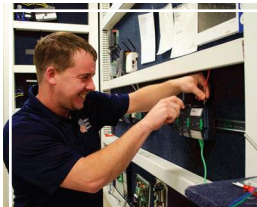
FACILITIES  
MANAGEMENT



OPERATIONS &  
MAINTENANCE



SERVICE  
DEPARTMENT



ENERGY  
MANAGEMENT



## BY THE NUMBERS...

1963

ESTABLISHED

40M+

SF OF FACILITY  
MANAGED SPACE

250+

CLIENTS IN THE  
DC METRO AREA

450

DEDICATED  
EMPLOYEES

65+

HVAC/PLUMBING  
SERVICE  
VEHICLES

20%

AVG. REDUCTION  
IN ENERGY USE



# PROJECT EXPERIENCE

**PROVIDING TAILORED, TIMELY, AND COST-EFFECTIVE SOLUTIONS FOR OUR CLIENTS SINCE 1963.**

## WORLD BANK PORTFOLIO



Integrated Facilities Management Services in DC, MD, and VA since 2012. Totalling over 6M SF and 13,000 workspaces across 15 buildings.

## ARCHITECT OF THE CAPITOL PORTFOLIO



Comprehensive Facilities Maintenance Operations and Repair in DC, MD, and VA since 2006. Totalling over 1.7M SF across two campuses.

## UNIVERSITY OF MARYLAND GLOBAL CAMPUS



Facilities Management, Operations, and Maintenance Services for three campus locations in MD since 2015. Totalling over 600,000 SF.

## WORLD TRADE CENTER BALTIMORE



Comprehensive Facilities Maintenance Operations and Repair since 2019. Maintaining 33 floors of office, exhibit, and event space.

## DC DEPARTMENT OF GENERAL SERVICES PORTFOLIO



Consolidated Facility Maintenance Services across DC since 2010. Totalling over 2.4M SF across 12 buildings.

## DONOHUE OWNED HOTELS



Provide Engineering Services to 15+ hotels and over 3,000 keys in the Washington, DC region.

# ESG HIGHLIGHTS

## LEED CERTIFICATION



**60** LEED CERTIFIED BUILDINGS BUILT, MANAGED, AND/OR MAINTAINED BY DONOHUE.

**30+** LEED ACCREDITED EMPLOYEES.

**4** DEVELOPMENT PROJECTS UNDERWAY WITH THE GOAL OF LEED CERTIFICATION.

## ENERGY USE



**20%** AVERAGE REDUCTION IN ENERGY USE ACROSS OUR FACILITIES MANAGEMENT PORTFOLIO.

## GIVING BACK



SERVED **24** LOCAL & NATIONAL NON-PROFITS (2021-2022).



**76 EMPLOYEES** AWARDED GRANTS FROM THE DONOHUE UNITED FUND.\*

## EMPLOYEES



**50 EMPLOYEES** RECENTLY CELEBRATED 10, 15, 20, 25, 30, 35, AND 40-YEAR MILESTONE YEARS OF SERVICE.



**42%** OF MANAGERS/ SUPERVISORS ARE PEOPLE OF COLOR.



AS OF 2021, DONOHUE IS **64%** EMPLOYEE-OWNED.



Pictured: Cambria Capitol Riverfront - LEED Gold certified.

## COMMITTEES & INITIATIVES



THE GIVING COMMITTEE LAUNCHED A **GIVING FUND**; FIRST GRANTS WERE MADE TO LOCAL NON-PROFITS.



THE INCLUSION + DIVERSITY COMMITTEE FORMED A NEW EMPLOYEE **MENTORSHIP PROGRAM**.



PROVIDED **25** VIRTUAL FINANCIAL, MENTAL, EMOTIONAL, AND PHYSICAL **WELLNESS SEMINARS**.

\* The Donohoe United Fund was formed in 2020 to help employees experiencing extraordinary hardship, including due to COVID-19.





**THE DONOHOE COMPANIES, INC.**

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