

# THE DONOHOE COMPANIES, INC.

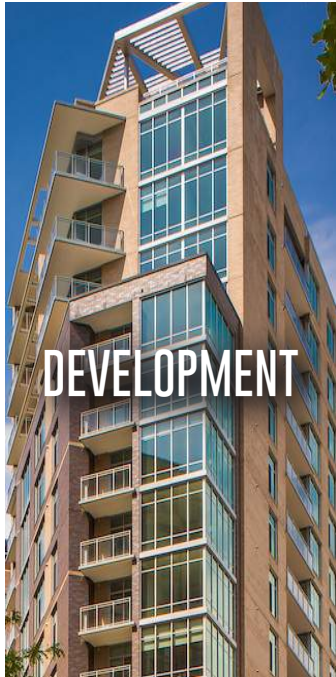
ROOTED IN PROPERTIES.  
BUILT ON RELATIONSHIPS.

# DONOHOE



# THE DONOHOE COMPANIES, INC.

INTEGRITY & VISION SINCE 1884



DEVELOPMENT

DONOHOE DEVELOPMENT  
COMPANY



CONSTRUCTION

DONOHOE CONSTRUCTION  
COMPANY



REAL ESTATE

DONOHOE COMMERCIAL  
REAL ESTATE



HOSPITALITY

DONOHOE HOSPITALITY  
SERVICES



FACILITIES  
MANAGEMENT

COMPLETE BUILDING  
SERVICES



RESIDENTIAL  
MANAGEMENT

BORGER  
RESIDENTIAL

\$1.2B

ANNUAL  
REVENUE

1,798

EMPLOYEES

141

YEARS SPANNING  
5 GENERATIONS

TOP 3

DIVERSE LARGE  
COMPANIES (WBJ)

TOP 20

PRIVATE  
COMPANIES (WBJ)

# THE DONOHOE DIFFERENCE

OUR PEOPLE | THEIR EXPERTISE | YOUR SUCCESS



## WE HAVE PERSPECTIVE

After over 141 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, over deliver, and build productive relationships.

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



# INTEGRATED EXPERTISE

**COLLABORATIVE SERVICES, HOLISTIC APPROACH.** As a fully integrated real estate company, Donohoe offers a flexible suite of services tailored to meet the unique needs of our partners. Collaborating with any one of our divisions means gaining access to the collective expertise of all. From initial concept through final operation, we approach every challenge with deep experience, strategic vision, and focused execution. The projects below showcase the power of partnership and the strength of cross-division collaboration at Donohoe.

## UPTON PLACE ON WISCONSIN

4000 WISCONSIN AVENUE NW | WASHINGTON, DC



**PARTNER:** AIMCO

**DEVELOPER:** DONOHOE DEVELOPMENT COMPANY

**CONSTRUCTION:** DONOHOE CONSTRUCTION COMPANY

**RETAIL LEASING:** DONOHOE COMMERCIAL REAL ESTATE

**FACILITIES MANAGEMENT:** COMPLETE BUILDING SERVICES

## AC AND RESIDENCE INN BY MARRIOTT

1975 OPPORTUNITY WAY | RESTON



**DEVELOPER:** DONOHOE DEVELOPMENT COMPANY

**CONSTRUCTION:** DONOHOE CONSTRUCTION COMPANY

**HOTEL MANAGEMENT:** DONOHOE HOSPITALITY SERVICES

**FACILITIES MANAGEMENT:** COMPLETE BUILDING SERVICES

# LEADERSHIP

At Donohoe, our leadership team brings together deep expertise and decades of experience across every facet of commercial real estate. United by a commitment to integrity and collaboration, they lead by example—thinking boldly, aiming high, and upholding the legacy of excellence that defines our company. Their vision and dedication continue to drive Donohoe forward with purpose and pride.



**CHRIS BRUCH**

*President & Chief Executive Officer*  
The Donohoe Companies, Inc.



**ERIC MAGGIO**

*Chief Financial Officer*  
The Donohoe Companies, Inc.



**LAURIE BALLENGER**

*General Counsel*  
The Donohoe Companies, Inc.



**BOB DONOHOE, JR.**

*Chief Investment Officer & President*  
Donohoe Development Company



**STEVE CROWDER**

*President*  
Donohoe Construction Company



**DAVID HAPP**

*President*  
Donohoe Commercial Real Estate



**THOMAS PENNY, III**

*President*  
Donohoe Hospitality Services



**BUTCH BARRY**

*President*  
Complete Building Services



**TIMOTHY TAYLOR**

*President*  
Borger Residential



**MOHAMED ALLIBHAI**

*Vice President, Information Technology*  
The Donohoe Companies, Inc.



**DEIRDRE ROBINSON**

*Vice President, Human Resources*  
The Donohoe Companies, Inc.



**JENNIFER SINCLAIR**

*Vice President, Risk Management*  
The Donohoe Companies, Inc.

# DONOHOE DEVELOPMENT COMPANY

Donohoe Development creates lasting value by leading visionary real estate projects and delivering innovative, community-focused solutions that shape the future.

Backed by seven decades of regional experience and deep local insight, we have successfully completed billions of dollars in projects across the DC metro area.

We bring unparalleled development expertise, guiding every stage of the project life cycle—from site selection to grand opening—with precision and purpose:

- Site Evaluation
- Market Research & Analysis
- Entitlements & Permitting
- Design Management
- Development Management
- Sustainable Growth Strategy

**10M+**  
TOTAL SF  
DEVELOPED

**70**  
YEARS OF  
EXPERIENCE

**1M**  
TOTAL SF UNDER  
DEVELOPMENT

**3**  
PROJECTS  
UNDER  
DEVELOPMENT



## SUSTAINABILITY



Solar  
Power



Mass  
Timber



Energy-Efficient  
Lighting



EnergyStar  
Appliances



Storm Water  
Management &  
Irrigation



Green Roof  
Bioretention &  
Permeable Pavers



Water Saving  
Fixtures



Whole Building  
Life Cycle  
Assessment



ASHRAE Air  
Quality Standards



Electric Car  
Charging Stations



Smart  
Thermostats



Bike  
Infrastructure

# UNDER DEVELOPMENT

REVITALIZING NEIGHBORHOODS, CREATING VALUE, & GENERATING OPPORTUNITIES

## 5500 WISCONSIN



Chevy Chase, MD  
300 Residential Units  
11,000 SF Retail  
15% Affordable Units  
Partner:  
Carr Companies

### SERVICES PROVIDED:

DEVELOPMENT  
CONSTRUCTION  
FACILITIES MANAGEMENT

## 8800 BROOKVILLE



Silver Spring, MD  
10 Acres  
158,000 SF New Build Industrial  
240,000 SF Self-Storage

### SERVICES PROVIDED:

DEVELOPMENT  
CONSTRUCTION  
INDUSTRIAL LEASING

## 4201 GARRISON



Washington, DC  
126 Multifamily Units  
82 Parking Spaces  
33% Affordable Units  
Certification Goal:  
LEED Silver®

### SERVICES PROVIDED:

DEVELOPMENT  
CONSTRUCTION

# DONOHOE CONSTRUCTION COMPANY

From base building construction and renovation, to corporate interior fit-outs, to service and emergency work, Donohoe Construction Company offers the resources to support any and all of your commercial general contracting needs. Our portfolio includes:

- Multifamily
- Hotels
- Office
- Affordable Housing
- Mixed Use
- Senior Living
- Student Housing
- CAPEX

## SERVICES OFFERED



### NEW CONSTRUCTION

Building your vision from the ground up



### BUILDING ENHANCEMENTS

Adding value to existing buildings through interior construction and renovation



### RAPID RESPONSE

Fast, efficient solutions to the daily operational needs of commercial properties



**\$300M**

ANNUAL  
REVENUE

**TOP 25**

GENERAL  
CONTRACTOR  
(WBJ)

**\$400M+**

BONDING  
CAPACITY

**8**

ACTIVE NEW  
CONSTRUCTION  
PROJECTS

**90%**

WORK FOR 3RD  
PARTY CLIENTS

**2,500**

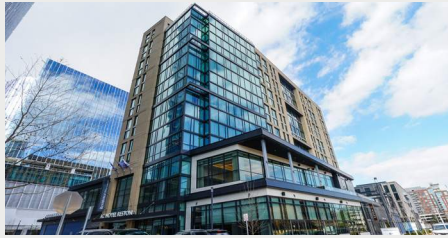
UNITS IN  
PRECON



# SELECT PROJECTS

## BUILDING PROJECTS & RELATIONSHIPS SINCE 1955

### AC HOTEL/RESIDENCE INN RESTON



16 story dual-branded hotel located in the Reston Town Center area. Features 147 AC Hotel keys and 120 Residence Inn keys, and shared high-end amenities.

HOTEL

### BRIGHTVIEW DULLES CORNER



A 196-unit senior living residence located close to the new Innovation Center Metro station on the silver line in Herndon, VA. Features independent living, assisted living, and memory care units.

SENIOR LIVING

### THE PINNACLE (7 NEW YORK AVE.)



Luxury apartment project in Washington, DC with 115 units. Includes a rooftop space, fitness room, bicycle storage, and tenant storage.

MULTIFAMILY

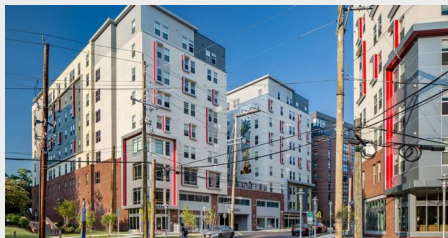
### UPTON PLACE



A mixed-use building with 689 residential units, 100,000 square feet of retail space, and 825 parking spaces.

MIXED-USE

### ASPEN HEIGHTS



Adjacent to the University of Maryland Campus, a 2-building student housing project with a total of 129 units. Features multiple indoor and outdoor amenity spaces.

STUDENT HOUSING

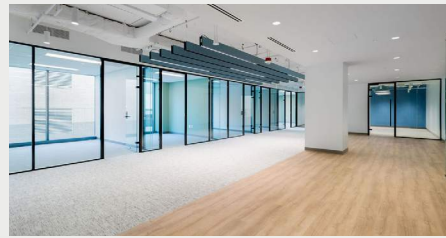
### 1401 MASSACHUSETTS AVE.



An adaptive reuse of a unique 3-story building connected to a historic church on Thomas Circle. Foundation modifications to place two additional floors on top of the property and a renovation of office space.

ADAPTIVE REUSE / CONVERSION

### 1201 NEW YORK AVE.



New interior fit out of a spec suite that consists of new offices, open work area, conference room, pantry, a storage room, and modifications to existing mechanical, electrical, and plumbing systems.

CORPORATE INTERIORS

### HUNTINGTON GATEWAY



Upgrade and remodel of a leasing office and amenities space, including a full gym and bathrooms. Also included finishes, lighting and HVAC upgrades throughout.

MULTIFAMILY RENOVATIONS

# DONOHUE COMMERCIAL REAL ESTATE

Founded in 1884, Donohue Commercial Real Estate is the longest tenured private commercial real estate firm within the Washington, DC Metro area, offering clients a full-service approach to meeting their investment objectives. Our teams of experienced professionals provide expertise across collaborative business lines, including Brokerage, Property Management, and Project Management.

Delivering value for our clients is how we measure success. When you **WIN**, we **WIN**.



**\$1B+**  
LEASING  
VOLUME

**11M**  
SF UNDER  
MANAGEMENT

**\$500M**  
SALES  
VOLUME

**100+**  
CLIENTS  
SERVED

**97%**  
CLIENT  
RETENTION

**141**  
YEARS OF  
LEADERSHIP

## SERVICES OFFERED



Landlord Advisory, Tenant Rep,  
Investment Sales, Capital Markets



Includes Property Accounting and  
Lease Administration



Renovations, Tenant Alterations,  
System Modernizations, and More

## SELECT CLIENT LIST

USAA • National Guard Association  
of the US • George Washington  
University • American Pharmacists  
Association • MetLife • FEMA •  
Calibre CPA Group • Inova • Kaiser  
Permanente • Sport & Health •  
AIMCO • Amtrak • McCormick  
Paints • Coakley & Williams  
Construction

# CASE STUDIES

## MAXIMIZING VALUE & EXCEEDING EXPECTATIONS



**ONE MASSACHUSETTS AVENUE, NW**  
WASHINGTON, DC

The **Leasing** team turned an unanticipated 65,000 SF vacancy into landmark 85,000 SF lease, adding \$50M in value for ownership.



**1680 DUKE STREET**  
ALEXANDRIA, VA

The **Investment Sales** team created long-term value for an owner-occupier association with excess office space in a quickly executed sale and leaseback transaction.



**ROCK SPRING PROPERTIES**  
BETHESDA, MD

The **Property Management** team successfully transitioned a suburban office and medical park, delivering improved reporting and returns for the owner and superior service for tenants.



**1015 18TH STREET, NW**  
WASHINGTON, DC

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

# DONOHUE HOSPITALITY SERVICES

Donohue Hospitality Services is dedicated to being an exceptional hotel management company that delivers unlimited opportunities for our associates, exemplary service to our guests, and extraordinary results for our owners. We offer unparalleled resources to support all aspects of hotel operations, including:

- Hotel Management
- Asset Management
- Consulting
- Development
- Sustainability

As one of the largest independent hotel management companies in metropolitan Washington, DC, we represent over \$500 million in hotel asset value. We never forget that hotels are investments, and we continuously build value by growing relationships with our customers and our management partners.

**3,953**

GUEST  
ROOMS

**5**

MAJOR  
BRANDS

**19**

CURRENT  
HOTELS

**5**

HOTELS  
COMING  
SOON

## OUR BRANDS

Donohue Hospitality Services is an approved management resource for leading hotel brands, including:



# SUCCESS STORIES

## ENHANCING VALUE & PROTECTING INVESTMENTS

### AC HOTEL AND RESIDENCE INN BY MARRIOTT RESTON



In its 3rd month post-opening, the hotel achieved a 132.1 RevPAR index (RGI) - ranking #1 in its comp set - and is performing well ahead of brand provided ramp guidance.

RANKED #1 REVPAR

### CANOPY BY HILTON HARBOR POINT



Located in an emerging waterfront market poised for long-term growth, this high-performing lifestyle hotel surpassed year-over-year EBITDA by \$1.1M.

EXTRAORDINARY YEAR-OVER-YEAR EBITDA

### THE DRAFTSMAN, AUTOGRAPH COLLECTION



Positioned in a thriving suburban university market, this lifestyle hotel outperformed expectations, exceeding its budgeted GOP by \$1.4M

UNPARALLELED GOP MAXIMIZATION

### HAMPTON INN & SUITES/HOME2 SUITES LAS VEGAS CONV. CENTER



Opening at the height of COVID, this dual-branded hotel exceeded its pre-pandemic topline proforma by \$532K in its third year.

UNPRECEDENTED EARNINGS IN A CHALLENGING MARKET

# COMPLETE BUILDING SERVICES



**YOUR BUILDING, OUR PEOPLE.  
EXCEPTIONAL RESULTS.**

Our full array of services is delivered by in-house facility managers, building engineers, mechanics, corporate support, and the best administrative staff in the industry. Whether we're overseeing commercial offices, government facilities, military installations, laboratories, hotels, or institutional operations, we provide cost-efficient services by employing the best people and pairing their technical expertise with the latest facilities management technologies.



**1963**

YEAR  
ESTABLISHED

**45M+**

SF OF FACILITY  
MANAGED  
SPACE

**250+**

CLIENTS IN THE  
DC METRO  
AREA

**515+**

DEDICATED  
EMPLOYEES

**65+**

PLUMBING &  
HVAC SERVICE  
VEHICLES

**20%**

AVG. REDUCTION  
IN ENERGY  
USE

## SPECIALTIES



**FACILITIES MANAGEMENT**



**OPERATIONS & MAINTENANCE**



**HVAC SERVICE & REPAIR**



**ENERGY MANAGEMENT**

# PROJECT EXPERIENCE

PROVIDING TAILORED, TIMELY, AND COST-EFFICIENT SOLUTIONS FOR OUR CLIENTS SINCE 1963

## WORLD BANK PORTFOLIO



Integrated facilities management services in DC, MD, and VA since 2012, totaling 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, totaling over 1.7M SF across two campuses.

## UNIVERSITY OF MARYLAND GLOBAL CAMPUS



Facilities management, operations, and maintenance services across three Maryland campus locations since 2015 - encompassing over 600,000 SF.

## WORLD TRADE CENTER BALTIMORE



Comprehensive facilities maintenance, operations, and repair since 2019, servicing 33 floors of office, exhibit, and event space.

## DC DEPARTMENT OF GENERAL SERVICES PORTFOLIO



Consolidated facility maintenance services throughout Washington, DC since 2010, spanning over 2.4M SF across 12 buildings.

## DONOHUE-OWNED HOTELS



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

# BORGER RESIDENTIAL



## A BOLDER APPROACH TO CLIENT SERVICES.

With over 10,000 multifamily housing units, Borger Residential provides top-notch property management services across Washington, DC, Maryland, and Virginia. Our suite of services includes:

- Management Planning
- Marketing & Advertising
- Mechanical Inspections
- Financial Reporting
- Environmental Assessment
- Personnel
- Information Technology
- Leasing
- Risk Management

We are deeply committed to our communities, and take great pride in ensuring the utmost satisfaction for each resident. Our diverse range of properties guarantees our tenants will discover their ideal living space, and our unwavering dedication to service ensures an exceptional experience in every community.

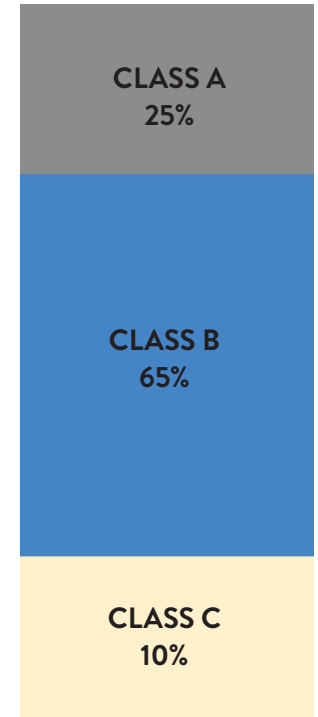
**100+**  
PROPERTIES  
SERVED

**10,000**  
UNITS  
MANAGED

**90+**  
YEARS OF  
EXPERIENCE

**300**  
DEDICATED  
TEAM MEMBERS

## OUR PORTFOLIO



## SELECT CLIENT LIST

JP Morgan Chase • Invesco  
• Goldman Sachs • Douglas  
Development Corporation  
• Feil Organization • Lipnick  
Family • Coopersmith Family  
• Gewirz Family • The Cafritz  
Foundation • Frank Paulson



# OUR ASSETS

## DEDICATED SERVICES WITH A PERSONAL TOUCH & INNOVATIVE MINDSET

### 700 CONSTITUTION AVENUE



Participated in the redevelopment of this historic Capitol Hill Hospital (1928) into 139 luxury rental apartments in 2016 and continues to manage the property to this day.

139-UNIT LUXURY HIGH RISE APARTMENT BUILDING

### THE CAMBRIDGE APARTMENTS



Acquired and financed the property in 2000 and has since expended \$3.5M on capital improvements. All renovations were completed without resident displacement.

213-UNIT MIXED-USE APARTMENT BUILDING

### THE DORCHESTER HOUSE



Successfully filed a petition with the RACD to authorize the completion of a \$10M HVAC replacement; served as a liaison between ownership and Clark Realty on the construction of an additional 117 units.

397-UNIT APARTMENT BUILDING

### 501 H STREET



Provided the full suite of management services for this 28-unit luxury high-rise apartment building since 2017.

28-UNIT LUXURY HIGH-RISE APARTMENT BUILDING

# ESG HIGHLIGHTS

## LEED CERTIFICATION



**60** LEED Certified buildings built, managed, and/or maintained by Donohoe.

**30+** LEED accredited employees.

**1** Development project currently underway with the goal of LEED Certification.

## ENERGY USE



**20%** Average reduction in energy use across our facilities management portfolio.

## GIVING BACK



Served **30+** local and national non-profits this year.



**435 EMPLOYEE VOLUNTEER HOURS** completed with Bread for the City and Autism Speaks.

## EMPLOYEES



**86 EMPLOYEES** recently celebrated milestone years of service (5-60 years).



**53%** of managers and supervisors are people of color.



Donohoe is **64%** employee-owned.



*Pictured: Cambria Capitol Riverfront - LEED Gold Certified*

## COMMITTEES & INITIATIVES



The Inclusion + Diversity Committee launched Mentor & Connect with **27 MENTOR/MENTEE PAIRS**.



Partnered with **LYRA HEALTH** to provide employees with increased **MENTAL HEALTH** benefits.



## **THE DONOHOE COMPANIES, INC.**

7101 Wisconsin Avenue, Suite 700  
Bethesda, MD 20814  
202.333.0880 | [www.donohoe.com](http://www.donohoe.com)