



MURIEL BOWSER
MAYOR

June 26, 2024

The Honorable Phil Mendelson
Chairman
Council of the District of Columbia
John A. Wilson Building
1350 Pennsylvania Avenue, NW, Suite 504
Washington, DC 20004

Dear Chairman Mendelson:

In accordance with section 2 of the Confirmation Act of 1978, effective March 3, 1979 (D.C. Law 2-142; D.C. Official Code § 1-523.01), and pursuant to section 202 of the District of Columbia Housing Finance Agency Act, effective March 3, 1979 (D.C. Law 2-135; D.C. Official Code § 42-2702.02), I am pleased to nominate the following individual:

Mr. Yohance Fuller
17th Street, NW
Washington, DC 20011
(Ward 4)

for appointment as a representative of community or consumer interests member of the Board of Directors of the District of Columbia Housing Finance Agency, filling a vacant seat formerly held by Stanley Jackson, for the remainder of an unexpired term to end June 28, 2025.

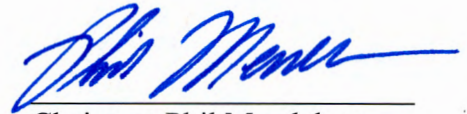
Enclosed, you will find biographical information detailing the experience of the above-mentioned nominee, together with a proposed resolution to assist the Council during the confirmation process.

I would appreciate the Council's earliest consideration of this nomination for confirmation. Please do not hesitate to contact me, or Steven Walker, Director, Mayor's Office of Talent and Appointments, should the Council require additional information.

Sincerely,

A handwritten signature in black ink, appearing to read "Muriel Bowser".

Muriel Bowser
Mayor



Chairman Phil Mendelson
at the request of the Mayor

A PROPOSED RESOLUTION

IN THE COUNCIL OF THE DISTRICT OF COLUMBIA

To confirm the appointment of Yohance Fuller to the Housing Finance Agency Board of Directors.

RESOLVED, BY THE COUNCIL OF THE DISTRICT OF COLUMBIA, that this resolution may be cited as the “Board of Directors of the District of Columbia Housing Finance Agency Yohance Fuller Confirmation Resolution of 2024”.

Sec. 2. The Council of the District of Columbia confirms the appointment of:

Mr. Yohance Fuller
17th Street, NW
Washington, DC 20011
(Ward 4)

as a representative of community or consumer interests member of the Board of Directors of the District of Columbia Housing Finance Agency, established by section 202 of the District of Columbia Housing Finance Agency Act, effective March 3, 1979 (D.C. Law 2-135; D.C. Official Code § 42-2702.02), filling a vacant seat formerly held by Stanley Jackson, for the remainder of an unexpired term to end June 28, 2025.

Sec. 3. The Council of the District of Columbia shall transmit a copy of this resolution, upon its adoption, to the nominee and to the Office of the Mayor.

Sec. 4. This resolution shall take effect immediately.

Yohance Fuller

EXPERIENCE

- **Managing Principal, Adinkra Solutions, Inc.** **May 2021 – Present**
Adinkra Solutions, Inc. is a full-service real estate solutions provider with expertise in acquisitions, dispositions, commercial & government leasing, public-private partnerships, strategic planning, asset management, facilities management and real estate finance.

Adinkra draws on years of experience to deliver solutions to the federal government, state, and local municipalities that exceed our clients' expectations. We leverage our expert understanding of public-private partnerships, real estate, and community development projects to champion initiatives that create inclusive communities.

Areas of Focus: Real Estate Development, Multifamily Acquisitions, Multifamily Investments, Economic Development Strategy, Community Development & Engagement, Stakeholder Engagement, Public-Private Partnerships, Real Estate Contract Negotiations, Government and Commercial Leasing, Real Estate Asset Management, Affordable Housing, Facilities Management

- **Chief Operating Officer, Department of General Services** **June 2018 – May 2021**
Government of the District of Columbia

As Chief Operating Officer, Yohance serves as a key member of the executive management team responsible for management and oversight of the core functions of all agency divisions including portfolio & asset management, construction, energy and sustainability, facilities management and protective services.

- Counsels legal team and guides legislation development regarding the agency's position on key issues including eminent domain, urban farming and use of public facilities
 - Serves as an external face of the agency, representing DGS in conversations with business improvement districts, federal government agencies, and other external entities
 - Regularly testifies on behalf of the agency and the Mayor at DC Council budget and performance hearings, making the case for budget approvals and proposed legislation
 - Interfaces monthly with DC Council members, educating and updating them on the issues under DGS' purview
 - Led the adoption of a range of new internal systems and processes that increased accountability, compressed timelines for key projects, and fostered a more streamlined internal work environment
 - Assessed personnel gaps, increased hiring efforts, and filled a number of long-vacant roles
 - Bolstered employee capacity by requiring the use of technology to improve internal procedures
 - Spearheaded a transformational leadership change and shift in company culture by focusing on results-oriented performance and data-driven goals
 - Increased efficiency in procurement and accountability for external vendors and agencies by establishing clear and transparent processes to reconcile invoices and address work orders
- **Portfolio Director, Department of General Services** **January 2017 – June 2018**
Government of the District of Columbia
As Associate Director of the Portfolio Division, Yohance served as a member of the executive management team and was primarily responsible for 830+ District-owned properties totaling over 40 million square feet. He oversaw the acquisition, disposition and leasing of District government real estate assets including office, residential, industrial and special use buildings.
 - Served as the agency technical and project management lead on Public Private Partnerships (P3)

involving District owned assets

- Led the development and execution of a comprehensive strategy to accelerate the identification of eligible residential dwellings as part of the Mayor's Initiative to end homelessness
 - Activated and advanced 10 previously stagnant real estate projects in first six months on the job
 - Developed a new and improved agency budget and retooled individual project budgets
 - Created a new streamlined process to notify key stakeholders of the sale, purchase or lease of District buildings
 - Oversaw ongoing project budgeting, management and monitoring to ensure timely delivery and overall success
 - Analyzed and forecasted trends to provide direction and strategy for agency's approach to the rental market
 - Provided research, analysis, strategy and direction on public-private partnerships (P3)
 - Served as agency's designated subject matter expert on the technical aspects of real estate
 - Identified new projects and led negotiations for the District's lease, sale and acquisition deals
 - Collaborated and communicated regularly between agencies and with external partners
 - Provided leadership to a team of 13 and oversees the day-to-day operations of the division
 - Manages team dynamics while fostering a collaborative, supportive work environment
- **VP, Development & Asset Management, The Menkiti Group** **May 2015 – January 2017**
As Vice President of Development & Asset Management, Yohance led all team activities, including acquisition, development and asset management of the firm's 700K+ SF commercial office, retail, and residential portfolio.
- Directed cross-functional team response to Requests for Proposal (RFPs) in the District of Columbia resulting in winning proposals and rights to develop 100+ units of affordable housing and 50K+ SF of mixed used office/retail
 - Planned and executed a comprehensive strategy to monitor rent collections and expenses for all portfolio properties with annual rent rolls of over \$4 million, resulting in increased cash flow and profitability
 - Formulated, and implemented a comprehensive property business plan focused on operational improvements, construction and renovation projects
 - Managed and collaborated with Executive Leadership Team in refinancing firm's commercial portfolio which resulted in reduced debt exposure and increased investment capital
 - Prepared and administered commercial lease agreements, and negotiated and prepared vendor contracts.
 - Managed the overall development process for residential and commercial portfolio, serving as day-to-day liaison with design/construction teams, clients and other stakeholders
 - Managed comprehensive tracking of project data for required reporting: construction progress, budget tracking, sales and lease-up and market updates
 - Led project underwriting including market research, entitlement review, and feasibility assessments
- **Principal Deputy Director, Department of Energy & Environment** **Oct 2011 – May 2015**
Government of the District of Columbia
- Supervised annual budget development of \$95 million for long-range plan and program activities, ensuring proper use of funds.
 - Served as the relationship manager to the business community to ensure that mutually agreeable regulatory and economic development goals for the District of Columbia are achieved
 - Managed \$22 million in grants for energy efficiency retrofits in D.C. public schools, energy audits of existing government offices and facilities, and renewable energy incentive programs for commercial and residential properties.

- Negotiated with the Office of Contract and Procurement to increase procurement authority at the agency level.
- Implemented protocols to significantly reduce the backlog of procurement requests, decreasing cycle time three-fold.
- Led panel reviews of vendors to assess qualifications of goods and services provided.
- Devised a comprehensive action plan to ensure agency's compliance with the District's regulations governing ethics training, risk assessment, contracting and procurement and emergency preparedness.
- **Executive Director, DC Office of Administrative Hearings** **January 2011 – Oct 2011**
 - Developed an \$8 million annual operating budget to identify substantial cost savings and preserve essential employees and programs.
 - Managed a team of 40+ non-judicial legal, human resources, administrative, and information technology support staff.
 - Successfully managed and delivered a six-year delayed, \$2 million funded office and administrative court construction project within 8 months, through the implementation of a technological case management system allowing District residents to remotely attend hearings and mediations.
 - Negotiated multi-year contracts of up to \$700,000 with a streamlined annual budget for court interpenetration, language translations services, staff augmentation, document transcription, and case management hardware, software, and support.
 - Reorganized staff and workflow processes with jurisdictions and job function, resulting in decreased process cycle time by 80%.
- **Chief of Staff, Office of the City Administrator** **October 2009 – January 2011**

Executive Office of the Mayor

 - Liaised to the Mayor and City Administrator with operational and fiscal oversight of all District agencies operating under the Mayor's authority involving Economic Development, Government Services, Government Operations and Public Works.
 - Managed the largest portfolio of agencies within the Office of the City Administrator, including a \$1.5 billion operating budget, \$257 million capital budget, and +5500 Full Time Employees in fiscal year 2010.
 - Supervised operational and budgetary efforts of the District Department of Transportation and District Department of Public Works to prepare and address the historic snowfall in Winter 2009/2010, resulting in continued operation of Surface and Rapid Transit, food delivery for elderly citizens, utility restoration and emergency response.
 - Directed and managed a 5-person team of budget and policy analysts to provide operational support and program oversight to Economic Development, Government Services, Government Operations and Public Works government agencies.
- **Project Manager, Office of the Deputy Mayor for Planning & Economic Development –** **June 2008 – October 2009**

Executive Office of the Mayor

 - Executed the closing of a \$23 million multi-phased public-private affordable homeownership project that served District of Columbia residents earning between 30% and 75% of Area Median Income.
 - Orchestrated the closing of multiple licensing agreements with local parking operators to leverage vacant District of Columbia properties as commercial parking facilities, generating over \$1 million in revenue in FY 2009 and 2010.
 - Facilitated negotiations with community groups, elected officials, and developers regarding economic development benefits and financing opportunities, resulting in the planning of future mixed-use development.
 - Created Request for Proposals (RFP) and performed detailed financial analysis for various real estate development projects, including residential, mixed use, commercial parking and public use within the District of Columbia, in order to provide public-private partnership opportunities to potential

developers.

- Managed a public housing Inter-Agency redevelopment initiative in order to transform high crime and poverty areas into viable mixed income communities.
- **Vice President, Citi Community Capital – Citibank** **June 2007 – June 2008**
 - Underwrote and assisted in closing over \$100 million in construction and permanent financing.
 - Managed and conducted annual reviews of over \$50 million loan portfolios.
 - Led lending term negotiation, including loan amount, pricing and reserve structuring.
 - Responsible for real estate financing, including affordable and market rate rental, for sale housing, 4% and 9% Low Income Housing Tax Credit Financing, and Letters of Credit for tax-exempt bond financing.
- **Commercial Business Group Management Associate, Citi Community Capital**
Citibank **August 2005 – June 2007**
 - Analyzed and underwrote borrowers for real estate financing of affordable and market rate housing development.
 - Managed a market research initiative focusing on nationwide construction lending opportunities and presented results to Commercial Real Estate Group executives, resulting in the development of a \$500+ million lending pipeline.
 - Underwrote over \$100 million in debt-financed and debt-restructured deals for Northeast region properties in collaboration with loan officers, underwriters, and brokers.
 - Led the evaluation of secondary research data, reports, and vendors to develop a strong overview of the commercial real estate market.
- **Previous Experience**
Consultant, Technology Integration Group - Deloitte Consulting (2000 – 2003)

PROFESSIONAL DEVELOPMENT

Master of Business Administration, 2005 - Cornell University

Concentration in Finance/Real Estate Development

Bachelor of Science in Management, 1999 – Rensselaer Polytechnic Institute

Licensure:

DC Real Estate Salesperson License

Maryland Real Estate Salesperson License

Training: Commercial Credit Training, 2007

CIVIC LEADERSHIP

Board Trustee, Paul Public Charter School (November 2014 – October 2021)

Board Member, African-American Real Estate Professionals of DC – (January 2017-December 2023)



Executive Office of the Mayor – Mayor’s Office of Talent and Appointments
John A. Wilson Building | 1350 Pennsylvania Avenue, Suite 600 | Washington, DC 20004

Yohance Fuller



Mr. Yohance Fuller is a seasoned finance and real estate executive with a strong commitment to affordable housing initiatives and civic leadership in the District of Columbia. Over the past decade, he has developed an expert understanding of real estate and community development projects, including public-private partnerships. He uses this expertise to champion initiatives that positively impact the residents of Washington, DC.

In 2021, Mr. Fuller launched Adinkra Solutions, Inc., a Washington, DC based full-service real estate services firm specializing in advisory services, community engagement, multi-family investments, and commercial leasing. Drawing upon extensive experience in affordable housing finance, real estate development, and government operations, Adinkra Solutions delivers innovative solutions to federal, state, and local governments, prioritizing initiatives that promote inclusive communities and economic development.

Prior to his role at Adinkra Solutions, Mr. Fuller served as the Chief Operating Officer at the District of Columbia Department of General Services (“DGS”). In this capacity, he played a pivotal role in overseeing the management and oversight of core agency functions, including portfolio and asset management, construction, and facilities management. Mr. Fuller’s leadership was instrumental in driving forward key initiatives such as affordable housing development and public-private partnerships, aligning the agency’s efforts with the goal of creating vibrant and sustainable communities.

Before his tenure at DGS, Mr. Fuller held various leadership positions, including Associate Director at the same agency, where he managed a diverse portfolio of District-owned properties and played a key role in advancing affordable housing initiatives.

Additionally, his experience as Vice President of Development and Asset Management at a boutique real estate firm provided him with valuable insights into the intricacies of real estate development and asset management, including the successful execution of affordable housing projects and mixed-use developments.

Mr. Fuller’s commitment to civic engagement is reflected in his extensive involvement in board leadership roles. As a Board Trustee at Paul Public Charter School and a Board Member of the African-American Real Estate Professionals of DC, he actively contributes to shaping the educational landscape and advocating for diversity and inclusion in the real estate industry.

A Ward 4 resident, Mr. Fuller earned his Master of Business Administration with a concentration in Finance and Real Estate Development from Cornell University and his Bachelor of Science in Management from Rensselaer Polytechnic Institute. He is also a licensed real estate salesperson in the District of Columbia and Maryland.



GOVERNMENT OF THE DISTRICT OF COLUMBIA
Executive Office of Mayor Muriel Bowser



Office of the General Counsel to the Mayor

To: Tomas Talamante, Steve Walker
From: Betsy Cavendish
Date: June 25, 2024
Subject: Legal sufficiency review of Resolution nominating Yohance Fuller as a member of the Board of Directors of the District of Columbia Housing Finance Agency

This is to Certify that this office has reviewed the above-referenced resolution and found it to be legally unobjectionable. If you have any questions in this regard, please do not hesitate to call Erika Satterlee, Deputy General Counsel, Executive Office of the Mayor, at 202-724-1303, or me at 202-724-7681.

A handwritten signature in black ink, written in a cursive script. The signature reads 'Elizabeth A. Cavendish'.

Elizabeth A. (Betsy) Cavendish