



MURIEL BOWSER
MAYOR

February 14, 2025

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 5 of the Office and Commission on Nightlife and Culture Establishment Act of 2018, effective December 13, 2018 (D.C. Law 22-191; D.C. Official Code § 3-664), I am pleased to nominate the following individual:

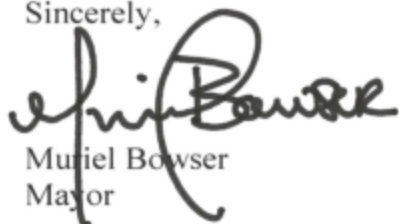
Mr. Lukas Umana
K Street, NW
Washington, DC 20005
(Ward 2)

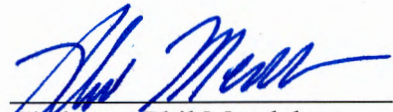
for appointment as a person sitting on the board of directors of a Business Improvement District member of the Commission on Nightlife and Culture, filling a vacant seat formerly held by Colleen Hawkinson, for the remainder of an unexpired term to end March 15, 2027.

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,


Muriel Bowser
Mayor


Chairman Phil Mendelson
at the request of the Mayor

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A PROPOSED RESOLUTION

IN THE COUNCIL OF THE DISTRICT OF COLUMBIA

To confirm the appointment of Lukas Umana to the Commission on Nightlife and Culture.

RESOLVED, BY THE COUNCIL OF THE DISTRICT OF COLUMBIA, That this resolution may be cited as the “Commission on Nightlife and Culture Lukas Umana Confirmation Resolution of 2025”.

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

Lukas Umana
K Street, NW
Washington, DC 20005
(Ward 2)

as a person sitting on the board of directors of a business improvement district member of the Commission on Nightlife and Culture, established by D.C. Official Code § 3-664, filling a vacant seat formerly held by Colleen Hawkinson, for the remainder of an unexpired term to end March 15, 2027.

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.

Lukas Umana

Director of Public Space Operations

Highly accomplished and results-driven executive with 20+ years of experience in optimizing organizational efficiency and profitability while leading cross-functional teams, implementing strategic initiatives, and fostering a culture of innovation. Successfully launched and managed 9 Food & Beverages (F&B) businesses from inception to daily operations by executing comprehensive Standard Operating Procedures across various functions. Adept at building and motivating high-performing teams to improve productivity and employee engagement. Instrumental in driving process improvements, streamlining workflows, and delivering results that align with the company's goals.

CORE COMPETENCIES

Operations Management | Strategic Planning & Execution | Place Management | Profit & Loss Management (P&L) | Quality Customer Service | Stakeholders Engagement | SOPs Implementation | Data Analysis & Reporting | Menu Costing & Pricing | Budgeting & Forecasting | Supply Chain Management | Hiring & Recruitment | Professional Development | Process Improvement | Cross-Functional Collaborations | Issues Resolution | Regulatory Compliance | Cost Reduction

PROFESSIONAL EXPERIENCE

DowntownDC BID | Washington, DC

1/2024 – Present

Director of Public Space Operations

Lead an amazing team of 80+ staff and manage a \$7M operating budget to keep downtown clean, safe and economically viable. Role is to create memorable experiences for stakeholders and visitors by driving operational efficiency, building strong public-private partnerships, and driving engagement by activating public and private spaces.

- Secured public funding and launched a safety team, building strong community relationships and helping reduce crime by 37% year over year.
- Stabilized 80-person operations team, improving overall operations and strengthening stakeholder confidence in the BID.
- Led the Clean and Safe Task Force, fostering collaboration between private and public sectors to address challenges in Chinatown, resulting in enhanced community safety and improved public perception.
- Enhanced financial stability of operations budget by reducing management payroll and vendor services costs by over \$350,000 within 10 months, contributing to increased operational efficiency and resource allocation.
- Developed and implemented a comprehensive operational task tracking app, resulting in enhanced operational efficiency, improved personnel task management, and streamlined data collection for communicating value to stakeholders and partners.
- Successfully influenced key decisions, including overturning a DDOT ruling that would have negatively impacted three major stakeholders.
- Revitalized Safety Alliance community meetings, resulting in higher stakeholder engagement.
- Enhanced stakeholder confidence and demonstrated BID value by improving operations team efficiency, fostering effective stakeholder communication, resolving stakeholder challenges, cultivating robust public/private partnerships, and actively participating in monthly community meetings.
- Curated and implemented two public art activations that transformed the aesthetic and ambiance of two blocks within the Business Improvement District (BID).

Takorean Holdings | Washington, DC
President & CFO

2017 – 2023

Championed company vision for revenue growth and operational efficiency. Provided financial analysis to executives for informed decision-making and adapted strategies to navigate business cycles and pandemic challenges

- Progressed from Area Manager to President/CFO; managed \$4.2M+ P&L portfolio and increased guest ratings from 3.5 to 4.5+ stars.
- Optimized cost management, reducing food and operational expenses by 8% in 2 years while maintaining quality; implemented inventory system post-pandemic, cutting food costs by 4%.
- Led employee development initiatives, resulting in 5.5-year average tenure; streamlined training program, reducing duration from 16 to 8 days and decreasing labor costs by 5.5%.
- Established technology systems for inventory, accounting, payroll, and scheduling; reduced corporate staffing by 2 FTEs, saving \$160,000 annually.
- Orchestrated design, construction, and opening of 3 company-owned stores across multiple states; obtained Brand Agent status and secured university location.

Chix Restaurant Group | Washington, DC
Chief Executive Officer

2007 – 2017

Planned and executed three store openings, including overseeing operational training while designing and implementing operational standards and training programs to enhance efficiency, deliver exceptional customer service, and ensure profitability.

- Motivated the team to achieve high performance standards and excellence and ensured strict compliance with health and food safety regulations.
- Pioneered the creation and growth of a startup, evolving it into a fully-fledged fast casual multi-unit restaurant operation by delivering daily oversight and strategic guidance for all restaurants.
- Maximized store performance and profitability through meticulous analysis of operating costs and efficiency while vigilantly monitoring all budget expenditures.
- Addressed pricing strategy challenges for launching a new type of food offering through comprehensive market and competition research.
- Communicated the value proposition to guests, emphasizing the importance of paying more for quality food, this concept was well-received by customers which contributed to the launch of elevated fast gourmet food with a Triple Bottom Line focus on People, Planet, and Profit.

Defense Logistics Agency | Fort Belvoir, VA
Program Management Analyst

2002 – 2012

Governed a substantial \$200M+ financial program for the Chief Information Officer (CIO) office within the Department of Defense (DoD). Implemented and monitored budget tools to drive enhanced performance for IT programs while managing a team of program analysts in strict adherence to Standard Operating Procedures (SOPs) and budgetary objectives.

- Proposed the integration of a finance representative into each program to facilitate seamless coordination between project managers and financial analysts and resolve the issue of full budget utilization.
- Achieved a budget utilization rate within 1% of the total allocated budget for eight consecutive years by implementing expenditure tracking systems that provided real-time budget expenditure data to program analysts.
- Introduced SOPs to assist IT programs in effectively monitoring budgets and aligning their spending with the annual budget parameters established by federal DoD guidelines.

TECHNICAL SKILLS

MS Office Suite | Restaurant 365 | Toast POS | Slack | Asana | CRM | QuickBooks | Sales Force

Languages: English (Fluent) | Spanish (Fluent)

EDUCATION

BSBA in Finance and International Management – American University
Master of Management Certificate in Hospitality – Cornell University



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

Lukas Umana



Mr. Lukas Umana is a seasoned executive with 16 years of experience as a business owner and executive in the hospitality industry. He currently serves as the Director of Public Space Operations at the Downtown DC BID, where he focuses on creating memorable experiences for stakeholders, residents, and visitors through clean and safe initiatives and public and private space activation to help drive a vibrant Downtown DC.

Throughout his career, Mr. Umana has demonstrated expertise in operations, finance, and fostering a positive company culture. His achievements include successfully launching seven food & beverage businesses across Washington D.C., Maryland, and Pennsylvania; serving as President & Chief Financial Officer of the Takorean restaurant group; and, co-founding and leading Chix, a restaurant group with three thriving locations in Washington, D.C., as CEO from 2007 to 2017.

Before his hospitality career, Mr. Umana spent a decade as a Program Management Analyst for the Department of Defense's Chief Information Office. His diverse background in hospitality, business management and leadership, and public service makes him an ideal candidate for the Commission on Nightlife and Culture, where he can contribute valuable insights to enhance the city's vibrant nightlife and cultural scene.

A Ward 2 resident, Mr. Umana earned his Bachelor of Science in Business Administration from American University and his Master of Management Certificate in Hospitality from Cornell University.



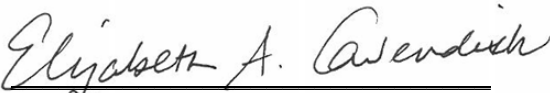
GOVERNMENT OF THE DISTRICT OF COLUMBIA
Executive Office of Mayor Muriel Bowser



Office of the General Counsel to the Mayor

To: Kimberly A. Bassett, Steve Walker
From: Betsy Cavendish
Date: January 31, 2025
Subject: Legal sufficiency review of a resolution appointing Lukas Umana as a member of the Commission on Nightlife and Culture

This is to Certify that this office has reviewed the above-referenced Order and found it to be legally unobjectionable. If you have any questions in this regard, please do not hesitate to call Michael Porcello, Deputy General Counsel, Executive Office of the Mayor, at 202-727-0872, or me at 202-724-7681.


Elizabeth Cavendish