

2021

Dantes Partners Family of Companies

YEAR IN REVIEW



FARiA
MANAGEMENT



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FROM THE DESK OF OUR FOUNDER

OUR ROAD TO \$1BILLION CLOSED



One of my biggest fears as an employer/leader of a company is not having the ability to make payroll. Especially **when you know that you have an incredible group of people working tirelessly to implement the company's vision and mission.** I once encountered this fear during the 2008 global financial recession when the real estate market went to sh*). That same fear consumed every fiber in my body again at the start of the COVID pandemic in April 2020. Oddly enough, we had just wrapped up our company-wide retreat celebrating milestones achieved, setting new goals to conquer and most importantly, cheering each other on and making a unified commitment to be present to cover each other's backs. And there I was consumed with the fear that I wouldn't be able to cover the backs of the robust team that I rely on to carry out my vision on a daily basis. Collectively, as I am sure most people were, we feared for some of our family members with serious health issues; we feared for catching the deadly virus and most of all, we all feared for our residents' safety; all while at the same time unclear as to how we are going about caring for us and them. The pandemic truly tested our companies at their cores.

We quickly reconvened as a unit to sacrifice family time and even furloughs to ensure that not only do we keep afloat but sailing while not missing a beat. Approaching two years since the start of the pandemic, I cannot think of any other team to surround myself with than the team that I have. They performed phenomenally under pressure to ensure that we not only survived but came out stronger than ever. The challenges presented really gave us an opportunity to slow things down to access our systems and look for ways to improve and become better. I can confidently say, we are better,

stronger, and more efficient today than we were before the infamous year of 2020.

Coincidentally, the pandemic also made our nation and the various business sectors reckon with inequity and inequality. We owe a great deal of gratitude to Black Lives Matter movement for the major opportunities that came out of the movement's push for dialogue-driven solutions to the problems we faced as a nation. This movement forced and continues to force government bodies and corporations to see the world from a different lens—a world that is inequitable when it comes to providing opportunities to Black and Brown communities. We are forever grateful to the investors, sellers, partners, and municipalities who reevaluated and restructured their status quo policies and approaches to do something about the inequalities and inequities that were impacting said communities. Just to give you an example of measurable impact from **some of the simple shifts and restructuring that encourage diversification, it has led our group of companies to grow 10x in two years.** Faria Management, our property management company, was at 635 units prior to the pandemic and today it is at 2,287 units. Dantes Partners NYC continues to grow in projects and staff. Along with our partners, DP NYC is wrapping up a 646-unit renovation project and now looking to start roughly 2,500 units in the next couple of months. Dantes Partners — our big brother company — completed and fully leased four new projects during the pandemic and now just closed on 2 projects in Q4 alone. The newest company—Dantes Community Partners — who focuses on acquisition and preservation, has grown exponentially, and it is now on its way to attaining its dream of being a fund manager with \$70M currently under

management. We are expecting nothing but big things going forward. **I give you these examples to demonstrate that prior to the pandemic, we were at approximately \$800M in financed deals and now, I am happy to share that we have crossed the Billion Dollar mark! This is partly possible because of the nation's collective push to recognize the importance of diversity in every room.** It is also a huge testament to the unwavering commitment and dedication of the diverse team and the hard work that everyone has put forth to keep the ship sailing. I would not be standing in front of you today if I did not have solid people working with me to achieve these milestones.

In conclusion, I have always and still do frankly have imposter syndrome — which is part of the reason why my title from day one has been Managing Principal. A lot of this has to do with upbringing — my parents instilling in me that “an empty drum makes the loudest noise.” They said, make sure you have substance and something of value before you speak so your credibility is not in question. After 15 back-to-back years of solid demonstrable success, I am now very comfortable in my own skin and role. I believe and own the fact that we have contributed and continue to contribute immense value to the real estate game and with that, I am promoting myself to Chief Executive Officer of the **Dumas Collective** — the holding company for Dantes Partners, DP NYC, Faria and Dantes Community Partners.

Thank you to everyone that has been on this journey with me, and I look forward to continuing to grow with you.

Buwa
CEO/Founder





“...when you know that you have an incredible group of people working tirelessly to implement the company’s vision and mission.”

Buwa Binitie
CEO/Founder

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OUR PEOPLE

2

OUR PEOPLE

7 NEW STAFF MEMBERS
WELCOMED IN 2021



BUWA BINITIE
CEO/Founder



SHARIF MITCHELL
Operating Principal
Dantes Community
Partners



MICHAEL NYAMEKYE
Development Director,
NYC



CALVIN JONES
VP of Acquisitions
Dantes Community
Partners



JEREMIAH BATTLE
Development Manager



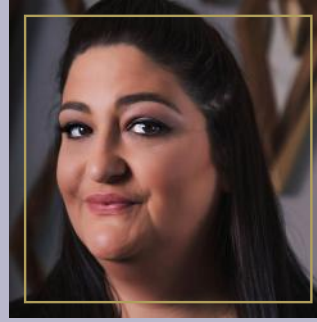
STEPHEN VASSOR
VP of Asset Management
and Investments
Dantes Community
Partners



TESSA HALL
Director of Construction



COREY POWELL
Chief Operating Officer



NATALIE LEVKOVITZ
Chief of Staff



JOEL PATTERSON
VP of Development



NIKKIA FITCH
VP of Accounting



DAVID MOODY
Administrative
Coordinator



EUGENE TULL
Development Manager



DONNA CRUMMER
Property Accountant



CHARLIE BLACKMON
Senior Director
of Community
Management

FARiA
MANAGEMENT





“...some of the simple shifts and restructuring that encourage diversification, has led our group of companies to grow 10x in two years”

Buwa Binitie
CEO/Founder

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OUR 2021

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DANTES PARTNERS FAMILY OF COMPANIES

OUR WINS

The journey from our start in 2006 was never perfect but these past two years have reminded us that challenges lead to opportunity.

In November 2021 we reached a major milestone as a family of companies in crossing the 1 Billion dollars mark in closed transactions since inception.

We are blessed to have a team of CEO mindset individuals that got us here.

EXPERIENCE BY THE NUMBERS

33

DEALS
CLOSED

22

TAX CREDIT
DEALS CLOSED

14

PUBLIC LAND
DISPOSITIONS/
AWARDS

4%

LOW INCOME
HOUSING TAX
CREDIT TE BOND
DEALS: 12

2

NEW MARKETS
TAX CREDIT
DEALS

9%

LOW INCOME
HOUSING
TAX CREDIT
DEALS: 7

2,282

UNITS UNDER
MANAGEMENT

1

HISTORIC
CREDIT
DEAL CLOSED

5,735

UNITS FINANCED

\$334

MILLION IN TAX-
EXEMPT BOND
FINANCING
SECURED

\$176

MILLION IN
PUBLIC
SUBSIDY
SECURED

\$1.6 BILLION

IN COMMERCIAL
REAL ESTATE
FINANCING SECURED



FORTITUDE AT DELTA TOWERS

Faria Management moved all 149
seniors to the new Delta Towers [↗](#)

GROUNDBREAKING INTERSECT AT O

D.C. developers land financing to
break ground on long-planned
Shaw condos [↗](#)





LIVINGSTON PLACE AT SOUTHERN AVENUE

Ribbon cutting ceremony [↗](#)



CAPITOL VISTA

Virtual Grand Opening [↗](#)
HD Design winner [↗](#)

DANTES COMMUNITY PARTNERS 2021 ACQUISITIONS



TRI CITY PORTFOLIO

Investment: \$15mm

Size: 185 Units

Location: Petersburg, VA (Richmond MSA)



NORTH HILLS

Investment: \$172mm TDC

Size: 930 Units

Location: District Heights, MD

DANTES PARTNERS FAMILY
OF COMPANIES

OUR WINS

THE CLARA AT MLK

[Groundbreaking](#) 



CASCADE PARK APARTMENTS

[Closed on financial
rehabilitation funds](#) 

TODD A. LEE TODD A. LEE SENIOR RESIDENCES AT KENNEDY STREET


[Affordable Housing Complex for
Seniors on Fixed Incomes Opens in
NW DC](#) 





Photo courtesy of Determined by Design

BLACK DEVELOPERS BUILD AFFORDABLE LUXURY APARTMENTS IN DC

Capitol Vista was designed for the
working Washingtonian [↗](#)

LINDEN AND PENN-WORTMAN HOUSES

\$430 Million Preservation
Partnership with New York City
Housing Authority [↗](#)



A LISC STRATEGIC INVESTMENT MANAGED FUND

Black Economic Development Fund

+ DANTES PARTNERS

CITI ESTABLISHES AFFORDABLE HOUSING PRESERVATION PROGRAM WITH EMERGING MANAGERS

DCP awarded \$40 Million [↗](#)

LISC'S BLACK ECONOMIC DEVELOPMENT FUND

Awarded \$5 Million [↗](#)

HIGHLIGHTS

Bank deploys \$200 million of equity to affordable and workforce housing projects with Black investment managers

Initiative to help close the racial wealth gap and increase economic mobility in the United States





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Buwa Binitie
CEO/Founder

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OUR EXPERIENCE

4

DANTES PARTNERS FAMILY OF COMPANIES

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DEAL CLOSED

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MILLION IN TAX-EXEMPT
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MILLION IN PUBLIC
SUBSIDY SECURED

\$1.6 BILLION

IN COMMERCIAL REAL
ESTATE FINANCING
SECURED

5,735

UNITS FINANCED

2,282

UNITS UNDER
MANAGEMENT

LOCATIONS

Expansion across the Mid-Atlantic.



THANK YOU

TO THE DP FAMILY,
OUR PARTNERS AND
VENDORS THAT MADE
2021 A MEMORABLE ONE.





*“This is partly possible
because of the nation’s
collective push to
recognize the importance
of diversity in every room.”*

Buwa Binitie
CEO/Founder

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OUR SOCIAL IMPACT

DANTES PARTNERS FAMILY
OF COMPANIES

SOCIAL IMPACT

WE ARE A MISSION-
DRIVEN REAL ESTATE
SHOP BUILDING
STRONGER COMMUNITIES
IN VARIOUS WAYS

CHARITABLE

- Run, Walk 5K
- Ward 8 Back to School
- Bike to the Beach
- Boys and Girls Club Harlem
- Global Scholars Foundation



EDUCATION

- Capital Impact Partners
- Capital Impact Emerging Developers
- Howard University
- Real Estate Exchange
- Future Scholars of Africa

INCUBATOR

We implemented a Minority business spend tracker on all of our projects and encourage anyone we partner with to do the same.

\$60 MILLION+

Over the last three years our family of companies has spent over \$60 Million with minority contractors and vendors.



H2DesignBuild built our very special Todd A Lee Senior Residences and has become an emerging leader in construction and development.



Dantes Partners was **Determined by Designs'** first client and we are proud to see their exponential growth!



RESIDENT SERVICES

- Thoughtful programming resulted in improved quality of life for our residents.
- Our communities require a rich array of resident services to help them maintain stable housing, to achieve their life goals, and to grow and thrive towards greater self-determination and self-sufficiency.

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LOOKING FORWARD

AS WE ENTER 2022 WE
ARE PREPARING FOR THE
NEXT EVOLUTION OF OUR
FAMILY OF COMPANIES.

We are a collective of companies focused on development, acquisition and property management.

In the spirit of one of author Alexander Dumas' most enduring characters, Edmond Dantes and Abbe Faria, we trust that when you work with us, you'll find that we are unabashed dreamers and precise doers. We help you make sense of your real estate development and management problems; we creatively map-out solutions out of seemingly unconquerable odds; we gravitate towards complex deals most development firms would turn down. We specialize in making the impossible possible. We used this inspiration to name our new parent company.

“How did I escape? With difficulty.
How did I plan this moment? With pleasure.”

— *Alexandre Dumas, The Count of Monte Cristo*

Introducing the

Dumas Collective.



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Unit 1
Washington, DC 20010

NYC OFFICE

55 Water St, 3rd Floor
Soho Works
Brooklyn, NY 11201

www.dantespartners.com
www.fariamangement.com
www.dantescommunitypartners.com

Stay tuned for more. Follow us on all platforms.

