



Company Profile

The **Murillo/Malnati Group (MMg)** (www.murillomalnatigroup.com) was established in 2001 when two recognized leaders from the real estate industry combined their respective areas of expertise to create a fully integrated group of companies. Their vision was crafted and complimented by co-founder Claudia Carina Lopez. Backed by 27 years of real estate development and management experience and over \$100 Million of delivered projects, MMg is a boutique full-service real estate company vertically integrating industry talent in the fields of design, finance, development, construction and asset management.

At the cornerstone of the Murillo/Malnati Group is the company's original contracting services company, **Renovations Unlimited, Inc.** (www.renunlimited.com). Established in 1984, this award-winning, DC-based renovations and restorations firm specializes in construction projects ranging from \$300,000 to \$2.0M. This firm's 300-project history and core values are reflected in the projects it delivers.

Since 2001, **MMg Development** (www.mmgdevelopment.com) has designed, restored and developed over 40 single-family and multi-family projects in Washington, DC in various neighborhoods including Dupont Circle, Logan Circle, Woodley Park, Columbia Heights, Mount Vernon Square, Capitol Hill, Shaw, Wesley Heights, Cleveland Park and others.

Established in 2004, **MMg Construction** (www.mmgconstruction.com), is a commercial general contracting affiliated firm specializing in multi-family, institutional and commercial projects in project sizes ranging from \$1.5M to \$25M.

Launched in 2010, **Murillo/Malnati Homes** focuses its core business on the development and re-development of single-family luxury urban homes where the company's development and construction skills produce unique living spaces including technological home automation upgrades and high quality finishes.

Philosophy

The foundation of MMg's ability to building value lies in its long history of successful industry relationships where new, continuing and repeat clients are witness to the sincere commitment to service and quality imbedded in the corporate culture.

Maintaining a clear understanding of client objectives, personal tastes and market trends is how MMg acts responsively. The company's operational structure is designed to support these objectives without compromise. Hands-on management by its principals is the key to obtaining results. Value is produced through efficiency, which is present in every level of the organization.

From state-of-the-art estimating systems to proprietary Project Milestone System, the company's back office is the backbone on which it has established a "low cost producer" reputation. This is evidenced in the company's ability to meet schedules and manage project costs.

27 YEARS OF RESTORING, DEVELOPING AND RENOVATING DC



THE HILLINGDON PENTHOUSE



THE TURKISH AMBASSADOR'S RESIDENCE



THE PORTNER



www.renunlimited.com

4725 Wisconsin Avenue
Suite 275
Washington, D.C. 20016

202-832-9300

AWARDS

Washington Spaces Exterior Renovation Winner: 2009

AIA Potomac Valley Chapter Honor Award for
McLaughlin Residence: 2008

D.C. Mayor's Awards for Excellence in Historic
Preservation: 2007, 2003

Watermark Award for Nichols Residence: 2005

AIA Washingtonian Residential Design Award: 2003

Washington Residential Design Award: 2003,
2002, 2000

Grand Award Remodeling Magazine: 1989

NOTABLE PROJECTS

Residence of the Ambassador of Egypt

Residence of the Ambassador from the Kingdom
of the Netherlands

Residence of the Ambassador of France

The Embassy of Argentina

The Anderson House - Society of the Cincinnati

The Morrison-Clark Inn

Appalachian State University: DC Student Center

The Mendota Condominium

The Palermo Condominium

The Woodley-Wardman Condominium

Portfolio The Palermo Condominium



Project Details: Conversion of a grand old mansion in historic Mount Vernon Square into six contemporary luxury condominiums, retaining architectural details while infusing modern urban life into each of the condominium homes. The mix of one- and two-bedroom units offers something for everyone, including a spectacular, top-floor two-bedroom unit with three full baths, balconies on the front and rear and a loft/den that opens to a roof deck with expansive views to downtown, the United States Capitol and Virginia. Green design elements have been incorporated throughout.

The spectacular three-level penthouse unit has double-volume cathedral ceilings and a dramatic loft opening to a private roof terrace with an outdoor hot tub, capitol views and its own full bath.

Portfolio Logan Park Condominium



Project Details: The new building includes a brick veneer and aluminum cladding exterior, bitumin roof, thermal aluminum clad windows. The design is contemporary and includes 3,500 SF of recreational roof decks, patios and two courtyards in the lower level and first floor. The project includes ten (11) deeded parking spaces accessible through the rear alley .

Portfolio Turkish Ambassador's Residence



Project Details: Complete 40,000 SF interior preservation and renovation project including all electrical, mechanical, life safety and structural elements. All architectural restoration including: millwork, flooring, windows, hardware, cornices, marble floors fireplaces and columns, staircases, ceilings, exterior façade were restored to their original condition.

Portfolio Dawson Residence



Project Details: Demolish existing addition; drill two 600 ft deep geothermal wells under new addition; build new 3-story addition with matching exterior finishes (cedar shingle siding & painted trims); install radiant geothermal source radiant heat throughout existing first floor and in all floors of the addition; install geothermal source cooling with forced air throughout the house with 7 zones; upgrade all electric work and install new fixtures throughout house; install custom lacquered millwork in kitchen, butler pantry, mud room, master bath, study; install spray foam insulation in new roof rafters, install new master bathroom with glass & marble tile, install new powder room with custom millwork and wallcoverings, install new LPE decking system with wood/stainless steel cable railings.

Portfolio Judy-Wolff Residence



Project Details: A collaborative effort with Christian Zapatka AIA, this project was a complete interior and exterior design/build restoration of existing row house including large structural changes to rear area to accommodate kitchen and additional parking space. The design includes a new European kitchen, new floating open-riser staircase and restoration of all existing windows and exterior door, new electrical, plumbing and HVAC systems, new masonry openings in rear with aluminum and glass windows/doors opening onto 3rd floor roof terrace. The project includes a new rental apartment unit installed in cellar level.

Portfolio Nettles Residence



Project Details: This Kalorama mansion renovation included the complete renovation, new addition and preservation of historic home once belonging to the legendary businessman and philanthropist Abe Pollin. Improvements included a large structural reconfiguration of the space to create an open floor plan design for the kitchen area, all new finishes, a \$500,000 wine cellar, restoration of all existing windows and exterior doors, building of symmetrical addition with matching historic façade detailing, upgraded HVAC system including new chiller, new roofing and decking over second floor terrace area, and upgraded finishes in all bathrooms.

Select Project List

MULTI-FAMILY – DEVELOPMENT – RESIDENTIAL – INSTITUTIONAL – INTERNATIONAL

Multi-Family Construction – Washington, DC

Multi-family construction projects totaling over 250 units:

- **The Woodley-Wardman (39-unit): \$11M** condominium project involving the renovation and preservation of historic townhouses and construction of a new 7-story concrete tower.
- **Le Bourget (80-unit): \$6M** condominium conversion including complete MEP, life safety systems, finishes, site work exterior renovation.
- **The President (80-unit): \$2.4M** condominium conversion including MEP, interior finishes and exterior restoration.
- **The Mendota (70-unit): \$2.4M** interior lobby and exterior renovation.
- **The Jordan (24-unit): \$2M** condominium project including consolidation of 6 lots, complete demolition and reconstruction of multi-unit building including site development, façade restorations and new construction.
- **Logan Park (16-unit): \$3.2M** new building construction of multi-unit condominium project including concrete underground garage, hydraulic elevator, wood-framed construction, roof decks, floor to ceiling glass curtain wall systems, MEP fire suppression systems and life safety systems.
- **Logan Heights: (8-unit): \$1.8M** new building construction of multi-unit condominium project including wood-framed construction, roof decks, floor to ceiling glass curtain wall systems, MEP fire suppression systems and life safety systems.
- **The Palermo, The Hillingdon, The Hillingdale, The Portner, The Flats @ Shaw; The Mercury, The Wardman House, The Foster (totaling over 50 units): \$10M**, all adaptive re-use, historic preservation projects.

Multi-Family Development – Washington, DC

MMg Development portfolio of projects totaling over 100 residential units:

- **The Woodley-Wardman - Market value: \$31M.** Condominium project involving the acquisition, design, finance and construction involving the renovation and preservation of four (4) historic townhouses and the installation of a new 7-story concrete tower in the rear lot. Multiple ANC meetings, HPO and HPRB hearings and a Board of Zoning Adjustment hearing to obtain approvals for redevelopment of 100 year old site.
- **The Jordan - Market value: \$8M.** Condominium project including consolidation of 6 lots, complete demolition and reconstruction of multi-unit building including re-design of floor plans, permitting, site development, and sales management.

- **Blagden Court - Market value: \$18M** Condominium project involving the acquisition, design, entitlement and financing of 6-lot assemblage in preparation for mixed-use retail and 35-unit condominium involving the restoration of historic townhouses and the installation of a new 5-story concrete tower in the rear lot. Multiple ANC meetings, HPO and HPRB hearings and a Board of Zoning Adjustment hearing to obtain approvals for redevelopment of the site.
- **Logan Park - Market value: \$7M.** Condominium project including consolidation of 3 lots, design, entitlement, condo regime registration and recordation procedure, finance, development, construction management and sales management of boutique infill multi-unit condominium project.
- **Logan Heights - Market value: \$5M.** Condominium project involving the assemblage of two lots, design, establishment of condominium regime, development and sale of new condo
- **The Palermo - Market value: \$4M.** Adaptive re-use, historic restoration of brownstone mansion previously housing a coffee mill. Conversion of carriage house into a 2-bedroom dwelling.
- **The Hillingdon-Hillingdale: Market value: \$4M.** Historic preservation approvals and new building construction on empty lots.
- **The Portner, The Flats @ Shaw; The Mercury, The Foster: Market value: \$10M.** Adaptive re-use, historic preservation approvals, design, finance and construction management.
- **The Wardman House - Market value \$3M.** Adaptive re-use, design, finance, entitlement and preservation project.
- **Murillo/Malnati Homes 2001 – 2011 – Market value: \$14M.** Collection of 15 single family homes including in-house design, entitlement, finance, development and disposition.

Institutional Projects

Historic Preservation and Commercial projects:

- **Turkish Ambassador's Residence – Washington, DC**
Scope: Complete interior (40,000 SF) **\$15M** Preservation and renovation project including all electrical, mechanical, life safety and structural elements. All architectural restoration including millwork, flooring, windows, hardware, cornices, marble fireplaces, columns, staircases, ceilings, etc.
- **Morrison Clark Inn – Washington, DC**
Scope: (12,000 SF) **\$2.4M** renovation of a nationally known historic building including all MEP systems, life safety systems, audio visual devices and finishes. New exterior façade restoration and new roofing system.

- **Egyptian Ambassador's Residence – Washington, DC**
Scope: **\$4.2M** complete interior (15,000 SF) and exterior renovation including all mechanical, life safety and structural elements. All architectural restoration including millwork, flooring, windows, hardware, cornices, marble fireplaces, columns, staircases, ceilings, etc.
- **1509 Connecticut Avenue (The Starbucks Building in Dupont) – Washington, DC**
Scope: Complete renovations of existing commercial spaces and overhaul and upgrade of mechanical, electrical and life safety systems.
- **TTR | Sotheby's International Realty – Washington, DC**
Scope: Complete tenant improvement project for international real estate brokerage firm including custom millwork work stations, glass enclosed conference center and state-of-the-art communications and network systems.
- **Wheaton Glenmont Police District Station – Wheaton, MD**
Scope: **\$2.8M** Interior renovation including modifications to HVAC, plumbing systems, new millwork, flooring and commercial interior fit outs.
- **Durant Recreation Center - Old Town, Alexandria, VA**
Scope: **\$3M** addition to existing school including new mechanical & electrical systems, new millwork, flooring, and commercial interior fit outs. Exterior site work including storm management systems, new paving, walkways, site lighting, handicap ramp, etc.
- **Wheaton Maintenance Facility Renovation, National Park & Planning Commission – Wheaton, MD**
Scope: **\$2.3M** addition of new storage buildings, re-grade and add to parking and loading facilities.

Residential Projects

Third-party construction projects:

- **Levinas Residence – Washington, DC**
Scope: **\$2.7M** This project scope included a complete interior and exterior renovation of this historic mansion located in Upper Georgetown featuring modern design features such as glass stairs, open showers spaces and a linear gas fireplace. The project received national recognition when it was featured as the cover story of Interior Design Magazine and DC Magazine.
- **Dawson Residence – Washington, DC**
Scope: **\$1M** Demolish existing addition; drill two 600 ft deep geothermal wells under new addition; build new 3-story addition with matching exterior finishes (cedar shingle siding & painted trims); install radiant geothermal source radiant heat throughout existing first floor and in all floors of the addition; install geothermal source cooling with forced air throughout the house with 7 zones; upgrade all electric work and install new fixtures throughout house; install custom lacquered millwork in kitchen, butler pantry, mud room, master bath, study; install spray foam insulation in new roof rafters, install new master bathroom with glass & marble tile, install new

powder room with custom millwork and wallcoverings, install new LPE decking systems with wood/stainless steel cable railings.

- **Judy-Wolff Residence – Washington, DC**
Scope: **\$1.2M** Complete interior and exterior design/build restoration of existing row house including large structural changes to rear area to accommodate kitchen and additional parking space. The design includes a new European modern kitchen, new floating open-riser staircase and restoration of all existing windows and exterior doors. New electrical, plumbing and HVAC systems. New rental apartment unit installed in cellar level. New masonry openings in rear with aluminum and glass windows/doors opening onto 3rd floor roof terrace.
- **Nettles Residence – Washington, DC**
Scope: **\$2.7M** Complete renovation of historic mansion once belonging to the legendary Abe Pollin. Large structural changes to open new kitchen area. New design includes all new finishes and a \$500,000 wine cellar, restoration of all existing windows and exterior doors, building of symmetrical addition with matching historic façade detailing, upgraded HVAC system including new chiller, new roofing and decking over second floor terrace area, upgraded bathrooms.
- **Lowenstein Residence – Washington, DC**
Scope: **\$1.2M** Demolition of existing kitchen, dining room, bathrooms, bedrooms and laundry spaces to reconfigure with open floor plan and update all finishes. Custom fabricated bamboo cabinetry for kitchen and bathroom, with granite & soapstone counters. Custom fabricated brushed steel and bamboo hanging pot rack/glass rack above new kitchen island. Structural modifications were done to cut large openings in rear masonry walls for new storefront windows and doors. Front façade historic windows were replaced with new wood double hung windows. Removed existing wood staircase from first and second floor levels, design and install new exposed steel stair with floating heart pine treads.
- **Relman Residence – Washington, DC**
Scope: **\$1M** Complete renovation of historic row house including structural changes to open new kitchen area, new geothermal energy source, upgraded HVAC system new roofing and upgrades finishes.
- **Gomer Residence – Washington, DC**
Scope: **\$1.5M** Complete demolition of two contiguous townhouses and consolidation into a single lot/house. Interior and exterior design/build renovation of existing structure and reconstruction of all electrical and mechanical systems, structural changes to roof system, new geothermal energy source, solar panels, new staircase and replacement of all windows and exterior doors.

- **Kazemi Residence – Washington, DC**

Scope: \$1M Complete demolition of two contiguous rowhouses and consolidation into a single house. Interior and exterior renovation of existing structural elements and replacement of all electrical and mechanical systems, new roof, new low voltage systems, stairs, kitchen cabinetry, replacement of all windows, doors and hardware. All new finishes including: new hardwood floors, carpeting, custom millwork, trim, paint and landscaping.

International Projects

Design/specification development and Design/build projects

ARGENTINA

- Sheraton Hotel - Buenos Aires - 120-room Expansion Project
- Unicenter Martinez Shopping Mall – Buenos Aires - 1.2M SF Shopping Mall
- La Palmas del Pilar – Buenos Aires – 240,000 SF Shopping Center
- Show Center Norte – Buenos Aires - 1.4M SF Entertainment Mall
- Tower Records Superstore - Buenos Aires – 4-story Retrofit Project
- Tower Records Belgrano – 7-story Shopping and Entertainment Music Store
- Falabella Department Stores - Martinez – 120,000 SF Department Store
- Mendoza Shopping Plaza – Mendoza - 700,000 SF Shopping Mall
- Jumbo Quilmes, Buenos -Quilmes - 130,000 SF Shopping Center
- Casino de San Luis – San Luis – 70,000 SF Casino
- Aeropuerto Iguazu – Iguazu Falls - International Airport
- Jumbo Escobar – Buenos Aires – Jumbo Superstore & Easy Home Center
- Mendoza Marriott Hotel – Mendoza – 17-story 5-star Hotel
- MusiMundo Super Stores – Buenos Aires – Multi-branch Music Store Chain
- Mormon Temple – Buenos Aires – 7-story office building
- Hyatt Hotel – Mendoza – 5-star Resort and Hotel

URUGUAY

- Conrad Hilton Hotel – Punta del Este – 5-star Luxury Beach Resort
- Centro de Telecomunicaciones – 600,000 SF Central Telecommunications
- Sheraton Hotel – Montevideo – 5-star Hotel and Convention Center Building

CHILE

- Sheraton Hotel, Santiago - 15-story Five-Star Rated Luxury Hotel
- Las Condes Shopping Mall – Santiago – Shopping Mall
- Marriott Hotel Las Condes – Santiago – 5-star Hotel and Condominium

ECUADOR

- Guayaquil Centro Comercial – Guayaquil - 1.4M SF Shopping Mall
- Hotel El Condor – Quito - 5-star Hotel Facility
- Ferconsa – Guayaquil – Multi-branch Store Chain
- Las Heras Condominium – Quito – 17-story Condominium Project
- Museo Paez – Quito – Museum and Art Center

COLOMBIA

- GenFar Laboratorios – Bogotá – Testing Laboratory
- Bocacolina Condominium – Bogotá – Condominium Project
- Free Trade Warehouse Facility, Barranquilla – Warehouse
- Santa Marta Palace - Santa Marta – Condominium

PERU

- Jockey Club Hotel and Shopping Center – Lima – Entertainment Mall
- Sheraton Hotel – Lima – 5-star Hotel
- SEISA Office Building – Lima – Commercial Office Building

CENTRAL AMERICA

- Hotel Panama – Panama City – 5-star Hotel
- San Cristobal Hotel – Costa Rica – 5-star Hotel and Shopping Center

CARIBBEAN

- Oranjestaat Casino and Beach Resort – Aruba Resort and Casino
- Trinidad & Tobago International Airport – Port of Spain – Airport
- British Colonial Hilton – Nassau, Bahamas – 5-star Hotel and Resort



Awards & Notable Projects

- ★ The Woodley-Wardman Condominium: 2011
- ★ Winner Washington Spaces Renovation: Summer 2009
- ★ Mayor's Award for Historic Preservation: 2007
- ★ The Turkish Ambassador's Residence: 2007
- ★ Interiors Design Magazine Cover: 2006
- ★ American Institute of Architects Merit Award: 2005
- ★ Appalachian State University Washington DC Campus: 2006
- ★ Mayor's Award for Historic Preservation: 2003
- ★ AIA Washingtonian Residential Design Award: 2003
- ★ Washingtonian Residential Design Award: 2003
- ★ Washingtonian Residential Design Award: 2002
- ★ The Egyptian Ambassador's Residence: 2002
- ★ Washingtonian Residential Design Award: 2000
- ★ The Embassy of The Netherlands: 2000
- ★ The French Ambassador's Residence: 2000
- ★ Grand Award Remodeling Magazine: 1989
- ★ Grand Award NAHB Remodelors Council 1988



Executive Biography

Julio C. Murillo

MANAGING MEMBER - MURILLO/MALNATI GROUP & MMG CONSTRUCTION
SENIOR ADVISOR/PARTNER - RENOVATIONS UNLIMITED

Managing Member and Founder of **Murillo/Malnati Group**. Mr. Murillo is responsible for operational and strategic planning, implementation of company marketing strategy and overall management of the firm. Mr. Murillo's responsibilities include the successful positioning of the company's offerings and the attainment of strategic objectives. Mr. Murillo is Senior Advisor and Principal of **Renovations Unlimited** (founded in 1984) and **MMg Construction** (founded in 2004), two DC-based general contracting affiliate firms of the Murillo/Malnati Group.

Founder and CEO of **Group CTI, Inc.** consisting of **Construction Technologies International (CTI)** and **Construction Technologies Argentina (CTA)** two leading international construction technology transfer international trade firms specializing in US-manufactured building products. Mr. Murillo was responsible for critical management functions of the company's including strategic planning, marketing, financial planning, client relations and international supply chain management.

From 1988 to 1994, prior to founding Group CTI, Mr. Murillo was Co-founder and President of **NVCM Construction (NVCM)**, a Virginia-based General Contracting and CM firm affiliated with the **NV Group** of companies. During his tenure, Mr. Murillo was responsible for portfolio development, client relations, marketing, financial and strategic planning, the implementation of state-of-the-art management information systems & quality control programs for over 600 projects.

Prior to founding NVCM, Mr. Murillo was Treasurer and Chief Financial Officer of **NVCommercial Management, Inc.** a start-up real estate management company affiliated with the NV Group of companies whose management portfolio under Murillo's direct control was over three million square feet of commercial, retail and industrial property in the DC area.

Prior to joining NVCM, he was the Senior Real Estate Development Financial Analyst for **Lincoln Property Company** in the Mid-Atlantic regional office from 1985 to 1988 where he managed project finance for development budgets totaling over \$175 million and the construction, leasing and property management profit centers of the company.

Mr. Murillo attended the School of Economics at **George Mason University**. He is a member and former Director of INCOSE (Institute for Industrialized Construction, Buenos Aires, Argentina). Mr. Murillo has over twenty-five years of business management experience.



Executive Biography

Donald H. Malnati

PRESIDENT - RENOVATIONS UNLIMITED, INC.

President and Founder of **Renovations Unlimited, Inc.** an award-winning residential general contracting construction firm specializing in historic restoration projects in Washington, DC. Since the formation of Renovations Unlimited in 1984, Mr. Malnati has been responsible for operational production functions of the Company including production management, quality control programs, customer relations, strategic planning, marketing and overall management of the firm. Mr. Malnati's responsibilities include the successful positioning of the company's services in the residential construction market in Washington, DC.

During his tenure with Renovations Unlimited Inc., Mr. Malnati successfully launched a Commercial Construction Division specializing in State and Local government contracting obtaining over \$8M in new contracts in the first year of inception. Mr. Malnati's marketing efforts have also resulted in the attainment of institutional contracts for the renovation of The Turkish Ambassador's Residence in Washington, DC, a contract valued at over \$15M.

Additionally, Mr. Malnati has implemented a comprehensive systems-based production system for the Company's \$10M/year construction projects including milestone metrics and integrated purchasing and contract administration functions.

Co-Founder and Production Manager the **Murillo/Malnati Group LLC**, a Washington, DC-based residential real estate development company specializing in single-family and small multi-family condominium projects. Mr. Malnati is responsible for construction management, production controls and quality control of the Company's projects. His responsibilities also included the effective integration of the Company's projects designs with the production aspects of development construction, subcontracting, labor management field supervision and scheduling.

Mr. Malnati has received numerous awards for renovation projects including the Mayor's Award for Excellence in Preservation, May 9, 2003 for 1901 Vermont Avenue, NW and the Washingtonian Residential Design Award Sponsored by the American Institute of Architects AIA for 21 Gessford Court, SE, Washington, DC.



Executive Biography

C. Carina Lopez

DESIGN DIRECTOR/DEVELOPMENT ASSOCIATE – MURILLO/MALNATI GROUP

Founding Member and Design Director of the **Murillo/Malnati Group**, a residential real estate development company based in Washington, DC. Ms. Lopez is in charge of all aspects of design for single-family dwellings and multi-family projects including conceptual design, space planning, architectural and engineering design, construction documentation and specifications.

Prior to her tenure at the Murillo/Malnati Group, Ms. Lopez was Managing Partner and Chief Operating Officer of **Construction Technologies Argentina** in Buenos Aires, Argentina. Ms. Lopez was in charge of all marketing, logistical and management functions of the Buenos Aires affiliate of Group CTI, Inc.

Ms. Lopez was also previously President of **Global Gypsum** an Argentine-based architectural and design/build firm specializing in high-end commercial projects as well as historic renovations. Prior to founding Global Gypsum, Carina was Senior Project Manager of **Gypsum Argentina S.R.L**, where she was responsible for the management of 60 employees and directly responsible for the management of over 100 construction projects including the development of the Fundacion Sokolinsky, a \$3.2 M Medical Services Center project, Torre Bouchard project (350,000 square feet) and Torre Consultatio project (500,000 square feet) and other major commercial projects in the new downtown area of Catalinas in Buenos Aires, Argentina.

Ms. Lopez holds Masters Degree in Architecture and Urban Development from **Universidad de Belgrano** in Buenos Aires. Ms. Lopez is an International Affiliate Member of the American Institute of Architects. She is also an active member of INCOSE (Institute for Industrialized Construction), SCA (Central Society of Architects), CPAU (Professional Council of Architecture and Urban Development) and was a lecturer for Masters Architectural Programs in several Colleges and Universities in Argentina.



Executive Biography

Steve A. Pehrkon

DIRECTOR OF OPERATIONS/FINANCIAL MANAGER – MURILLO/MALNATI GROUP

Steven Pehrkon oversees the financial management and day-to-day production operations for the **Murillo/Malnati Group, MMg Development, Renovations Unlimited** and **MMg Construction**, with an emphasis on contract administration, integrating systems between the companies and implementing software and accounting systems across the enterprise. In addition, he is responsible for overseeing Public Offering Statement development condominium documents for MMG condominium projects, including securing plats, registering the condominium, developing the fee structure and projected operating budgets, finalizing legal documentation and formation of condominium associations. Mr. Pehrkon is also responsible for all back-office operations for the property and homeowner association management profit center of MMG.

Before joining the Murillo/Malnati Group and Renovations Unlimited, Mr. Pehrkon spent six years at Peake Management, a Northern Virginia-based property management company, starting out as a property manager, and rising through the company to the position of Senior Accountant. In that capacity, he oversaw a staff that managed the finances for a portfolio of 450 properties, with annually receipts of over \$9,000,000.

Pehrkon graduated with dual degrees, a BS in Economics and a BA in History, from George Mason University in Fairfax, Virginia. He earned honors in both programs.



Executive Biography

John G. Neil

SENIOR CONSTRUCTION MANAGER – RENOVATIONS UNLIMITED & MMG CONSTRUCTION

Senior Construction Manager for **Renovations Unlimited** and **MMg Construction**. Mr. Neil has more than 25 years of experience in the Washington, DC development and construction industries. He has been involved with projects totaling in excess of 5M SF and more than **\$1 Billion** in market value. Mr. Neil has extensive knowledge and expertise in commercial, retail, residential and site development. He is also well versed in entitlement and zoning issues with a keen understanding of the political and bureaucratic complexities of development and construction.

Prior to joining Renovations Unlimited in 2009, Mr. Neil worked as a Senior Construction Manager for Reston, VA Based **Waterford Development Corporation** from 2006 to early 2009. One of the more notable projects he worked on with Waterford is the Spectrum project in Falls Church, VA which is a 600,000 GSF mixed used urban infill project consisting of 189 high end condominium units, 33,000 SF of retail and 32,000 SF of commercial space on top of a 600 space structured parking garage.

From 1996 to 2006, Mr. Neil worked as a Senior Construction Manager for **The Mark Winkler Company**, a Virginia-based real estate development and investment company. He worked on numerous base building, tenant and capital improvement projects. He was intimately involved with budget preparation, bidding, contract negotiation and administration, change order review, scheduling, requisitions and lender funding, permit issues and interaction with local code and building officials. Mr. Neil has extensive knowledge and experience with site work activities including public and private utilities, deep foundation excavation, landscaping and other site improvements.

Starting in 1993 and until he joined The Mark Winkler Company in 1996, Mr. Neil worked as a manager for several large and mid size general contracting firms including **Glen Construction, Tucon, NVCM Construction** and **Interior Construction Inc**. While working for these general contractors, Mr. Neil gained extensive insight and knowledge about the ways that general contractors operate.

Mr. Neil graduated from **Purdue University** in 1984 with a Bachelors Degree in Construction Management.

In 2006, Mr. Neil became involved in local and state politics as a consultant and began publishing and marketing a small local newspaper with circulation of more than 10,000. Mr. Neil also served as campaign manager in two recent successful Mayoral campaigns.



Executive Biography

Oliver M. Wolfert

SENIOR PROJECT MANAGER

Senior Project Manager for **Renovations Unlimited** and **MMg Construction**. Mr. Wolfert has more than 20 years of experience as an architectural and construction project manager. Mr. Wolfert's experience is complimented by his superior estimating and specification development skills. With a strong background in quality supervision, historic buildings and onsite project management, Mr. Wolfert's unique collection of skills results in quality projects.

From 2004 to 2011, Mr. Wolfert was project manager at **KADCON** Corporation in the District of Columbia where he managed projects valued up to \$13M including historic building renovations, DC public school projects and high-end residential build-outs.

Prior to joining KADCON, Mr. Wolfert worked in Germany, his native country, where he owned and managed two companies. From 2001-2004 he ran **Ingenieurbuero Wolfert**, a Hamburg-based engineering firm and from 1991-1994 he operated renovation and construction company **Wolfert Bautenschutz** in East Berlin.

From 1994 to 1997, Mr. Wolfert served as project manager at **Architect Dipl. Ing. Grossner** in Hamburg as well as technical director at **Eisenbahnbauverein Hamburg eG**.

Mr. Wolfert received his Certificate in Construction Engineering in 1991 from **Fachhochschule Hamburg** (Hamburg University).



Executive Biography

Jerry Brown

SENIOR CONSTRUCTION SUPERINTENDENT – RENOVATIONS UNLIMITED & MMG CONSTRUCTION

Senior Construction Superintendent for **Renovations Unlimited**. Mr. Brown has more than 10 years of full on-site management experience. He has been involved in managing the construction of The Woodley-Wardman Condominium where he was responsible for the management and coordination of the historic phase and the new concrete tower phase of the project.

From 2008 to 2010, Mr. Brown was Construction Supervisor for **ADC Builders** where he was responsible for contractors and all activities on-site for Velocity Condominiums, a 200 unit residential project. While at ADC, Jerry managed scheduling, monitoring of contract compliance, jobsite safety, coordination of trades and interaction with architects. He also maintained FHA/ADA compliance at all times and enforced all OSHA regulations and was responsible for all home owners walk thru's and completion of punch items prior to settlement.

From 2000 to 2008, Mr. Brown was Construction Supervisor for **JPI Construction** where he was responsible for contractors and all activities on-site for high end multi-family apartment home projects throughout the Metro DC area including scheduling, monitoring of contract compliance, jobsite safety, coordination of trades and interaction with architects. He also supervised the installation of underground utilities, enforced all OSHA regulations and completed and delivered units on time and met schedule requirements. During his tenure at JPI, Jerry was named Construction Associate of the Year in 2005.

Prior to his work at JPI, Mr. Brown was Maintenance Supervisor at **Grady Management** where he supervised maintenance staff by determining workloads and schedules, developed, interpreted and implemented policies and procedures, evaluated staff and made hiring and termination recommendations. While at Grady, he monitored operations in assigned sections including inspecting projects, developing and implementing modifications and improvements, recommending specifications and scheduling for contracts, negotiating prices and inspecting contractor's work to ensure that safe work practices are followed. He also interacted with the public, vendors and staff, maintained effective working relationships and worked in cooperation with the management team to effectively met departmental objectives, provided input into the development of the operating budget for the assigned area of responsibility; ordered materials and supplies; assisted in the monitoring and tracking of expenditures for the property.



Executive Biography

Michael W. Micale

SENIOR PROJECT SUPERINTENDENT

Construction Superintendent for **Renovations Unlimited**. Mr. Micale brings 32 years of experience to the field. He's responsible for all field operations relating to the historic townhouse phase of The Woodley Wardman Condominium including a very high standard of quality, experience, and superior problem solving skills focusing on budgets and timely completion.

Prior to joining Renovation Unlimited, from 2008 to 2010, Mr. Micale was at Construction Superintendent for **Dominion Construction Group** where he was responsible for the completion of 18,000 SF renovation and addition of a church with an elevator, completion of swimming pool, club house and shower rooms renovation.

From 2002 to 2008 Mr. Micale was Superintendent for **Johnson's Building Corporation** where he supervised demo and rebuild of a 30-unit apartment building. He was also active with **Jefferson Builders** and **Sekas Homes** where he supervised custom homes from ground breaking to completion, worked closely with county officials and insured all codes were in compliance.

From 1988 to 1998 Mr. Micale was Project Superintendent for **Charles E. Smith Company** where he supervised completion of a 300 multi-family luxury high-rise condominium and supervised tenant fit-up and common areas for high-rise office building.

From 1979 to 1988 Mr. Micale was Project Superintendent for **The Artery Organization** where he supervised completion of 480 apartment units, 220 town home units and 95 back to back condos simultaneously along with pool club house.

From 1974 to 1979 Mr. Micale was Assistant superintendent for **Harkins Builders** where he assisted in feasibility studies for scattered HUD projects in DC, supervised HUD low income renovation and 72 condominium units



Client and Business References

NV Commercial/NV Retail

8230 Leesburg Pike
Suite 620
Vienna, Virginia 22182
Phone: 703-448-4300
Attn: Steve Cumbie, Peter Lunt, David Patalita

Elm Street Development

1355 Beverly Road
Suite 240
McLean, VA 22101
Phone: 703-734-9730
Attn: David Flannigan, Jim Perry

TTR Sotheby's International Realty

5454 Wisconsin Avenue
Suite 407
Chevy Chase, MD 20815
Phone: 301-967-3344
Attn: David DeSantis

LaKritz Adler Real Estate Investments

4326 8th Street NW
Washington, DC 20011
Phone: 202-882-0808
Attn: Robb LaKritz

Bank of Georgetown

1054 31st Street NW
Suite 18
Washington, DC 20007
Phone: 202-355-1200
Attn: Jeff Hedderly

Cunningham + Quill Architects

1054 31st Street NW
Suite 315
Washington, DC 20007
Phone: 202-337-0090
Attn: Ralph Cunningham, FAIA



Bonstra | Haresign Architects

1710 Connecticut Avenue, NW
Suite 400
Washington DC 20009-1123
Phone: 202-588-9373
Attn: Bill Bonstra

Outerbridge Horsey Associates

1228 ½ 31st Street
Washington, DC 20007
Phone: 202-337-7334
Attn: Outerbridge Horsey

Dynerman Architects

800 G Street, SE
Washington, DC 20003
Phone: 202-337-1290
Attn: Alan Dynerman, FAIA

Susane Reatig Architecture

1312 8th Street NW
Washington, DC 20001
Phone: 202-518-0260
Attn: Suzane Reatig, FAIA

Nes Associates, LLC

6412 Beulah Street
Suite 108
Alexandria, VA 22310
Phone: 703-254-2001
Attn: Andy Gomer

MAC Realty Advisors

2300 N Street, NW
Suite 6148
Washington, DC 20036
Phone: 202-296-0009
Attn: Andrew McAllister

Urban Pace Builder Sales

1104 17th Street, NW
Washington, DC 20036
Phone: 202-296-1203
Attn: Lynn Hackney



Testimonials

“Julio Murillo and Don Malnati of MMG Development epitomize the kind of developer Urban Pace is proud to represent. Julio brings his international background and European design influence to bear in creating unique appointments and finish levels for MMG projects in urban Washington. MMG’s attention to detail and focus on quality in the finished product is among the highest of any developer in the region. They have demonstrated an amazing ability to find complex infill projects such as the Woodley Wardman and Logan Park. Julio and Don take personal pride in their buildings and development; Urban Pace is proud to be affiliated with them.”

- Lynn Hackney, President, Urban Pace Builder Sales

“MMG is an experienced team of professionals dedicated to exemplary multi-family residential design and high-quality construction. They understand the impact that good design and planning has on the overall quality of their work and operate intelligently and deliberately through the many phases of the project.

Not only do they strive for thoughtful and well-designed unit layouts, but have the construction expertise to implement some of the finest residential buildings in the DC market. This demonstrated experience has set them apart from their competitors.

MMG has established themselves as a team of intelligent, thoughtful, innovative, and experienced multi-family residential providers. Their work has become the benchmark for quality in the DC residential market.”

- William Bonstra, Principal, Bonstra | Haresign Architects

“Julio Murillo and his skillful team at MMG Development design and execute properties that are consistent with Sotheby’s International Realty standards. We are thrilled to have them as a client.”

- Michael Rankin, Managing Partner, TTR Sotheby’s International Realty

I went over to Logan Heights Tuesday and saw the penthouse - beautiful sleek finishes - wonderful looking. No wonder they all went under contract so quickly.

-Sheila Mooney, Coldwell Banker Residential Brokerage

We have been working successfully with Don Malnati and Julio and Murillo of the Murillo/Malnati Group and Renovations Unlimited for many years. They bring a sophisticated knowledge of development coupled with excellent execution of construction and attention to detail. They have been outstanding partners for us and we look forward to working together for many years ahead.

-Ralph Cunningham FAIA, Founding Principal, Cunningham + Quill Architects

“A short note to thank you for a job well done in renovating Ogilvy Adams & Reinhart’s second floor office space. Although problems we encountered throughout the project were minimal, the outcome is a terrific looking suite of offices. Several OA&R staff have echoed comments to me regarding how great the space looks.”

- William Brooks, Office Manager (Ogilvy Worldwide)



“It was truly amazing to me and our staff to see 18,000 square feet of space gutted and built out to our unique requirements in less than six weeks. Our classrooms, kitchens, offices and new restroom facilities have received rave reviews from all.

I commend your firm for its high level of professionalism displayed both in the quality personnel on your team and the methods used in managing the work. Finally, getting into our space on the date promised is no small accomplishment, but completing the work substantially below the budget is nothing short of a miracle.”

- **Thomas F. Dungan, Jr., President (Management Concepts Incorporated)**

“First off, I want to apologize for not writing this letter to you immediately following the completion of the build-out for one of our tenants, Joel Evans, D.D.S., back in June of this year. Because of many factors (most, if not all, beyond our control), we were required to get Dr. Evans into his space in a very, very short time frame. Had it not been for the efforts and diligence of Tony Pla, I don’t believe we would have met the scheduled move-in date. He consistently maintained an excellent line of communication between the various subcontractors, Dr. Evans, and our office throughout the entire process.”

- **Judith T. Hill, Property Manager (The Gordon Building)**

“I’m a huge fan of Murillo/Malnati Group. In this volatile condo market, I think they are above the rest in design, quality, value, and the ability to deliver. The private tour of the Turkish Embassy was a true highlight and I will always remember that experience.

This was my professional opinion that I conveyed to my clients in order to get them on board Logan Park. I am confident that Murillo/Malnati Group has the ability to utilize the space to its maximum.”

- **Michael Moore, TTR Sotheby’s International Realty**

“The Murillo/Malnati Group has inspired tremendous confidence in me as a buyer of real estate. They are meticulous and bring a wealth of expertise to the design, location, and construction of each property—which generates both immediate and long-term value. I have never been more excited to move into a property.”

- **MMG Development condominium buyer (Logan Park)**

I am writing to speak to you about employment opportunities with Murillo Malnati Group. I have admired the quality of construction and innovative designs concepts that lead to an excellent quality of living in your communities. I have had the opportunity to see many of your properties and have been nothing but impressed. I especially love one of your current projects, Logan Heights. The attention to detail, functional layout, high-end finishes and European kitchens has made it unparalleled to any other in Washington D.C.

- **Rahul Goswami, Interior Designer**