June 16, 2011

The Honorable Kwame R. Brown
Chairman
Council of the District of Columbia
1350 Pennsylvania Avenue, N.W., Suite 504
Washington, D.C. 20004

Dear Chairman Brown:

In accordance with section 1 of the Act to regulate the height, area, and use of buildings in the District of Columbia and to create a Zoning Commission, and for other purposes approved on December 24, 1973 (87 Stat. 810; D.C. Official Code § 6-621.01), which established the Zoning Commission for the District of Columbia, I am pleased to nominate the following person for appointment:

Marcie I. Cohen
1737 Church Street, N.W.
Washington, DC 20036
(Ward 2)

as a member of the Commission, replacing Greg Selfridge, whose term expired February 3, 2011, for a term that will end February 3, 2015.

Enclosed you will find biographical information detailing the experience of the above mentioned nominee, along 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 should the Council require additional information.

Sincerely,

Vincent C. Gray

Enclosures

VCG/rrc
A PROPOSED RESOLUTION

IN THE COUNCIL OF THE DISTRICT OF COLUMBIA

To confirm the appointment of Ms. Marcie I. Cohen to the Zoning Commission for the District of Columbia.

RESOLVED, BY THE COUNCIL OF THE DISTRICT OF COLUMBIA, That this resolution may be cited as the "Zoning Commission for the District of Columbia Marcie I. Cohen Confirmation Resolution of 2011".

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

Marcie I. Cohen
1737 Church Street, N.W.
Washington, DC 20036
(Ward 2)

as a member of the Zoning Commission for the District of Columbia, established by section 1 of the Act to regulate the height, area, and use of buildings in the District of Columbia and to create a Zoning Commission, and for other purposes approved on December 24, 1973 (87 Stat 810; D.C. Official Code § 6-621.01), replacing Greg Selfridge, whose term expired February 3, 2011, for a term that will end February 3, 2015.

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

Sec. 4. This resolution shall take effect immediately.
A highly motivated senior manager with extensive experience in real estate review and analysis
A demonstrated leader who exhibits interpersonal skills to effectively communicate direction, motivate people to action, inspire productivity and team work and execute successful negotiations.
A tenacious problem solver and innovator who utilize organization, creativity, and leadership to resulting in goal achievement and promote sound financial management.

PROFESSIONAL EXPERIENCE

AFL-CIO Housing Investment Trust
Washington, D.C.
February 1990 - June 2008 (retired from position)

Responsible for preparing papers on major national and international policy issues for CEO and staff. Responsible for structuring multi-faceted urban economic development and housing projects that has extensive financial support from local and state funding sources. Oversee the origination and review of housing development projects that are financed under a number of partnerships with Fannie Mae, Freddie Mac, state and local housing finance agencies. Managed Western Regional Office (1996-1998) with responsibility for identifying investment opportunities and establishing working partnerships with state and local development agencies and for profit and non-profit developers. Responsible for investments totaling $250 million during this period. Managed the opening of the New York City Regional Office (2002-2004) and committed more than $500 million dollars in multifamily and commercial developments. Currently, managing a Homeownership program totaling $450 million in annual commitments.

The Cafritz/Schonberger Group
Washington, D.C.
1988 - 1989

Responsible for performing all due diligence activities for acquisition of existing shopping centers. Major activities include market research, financial analysis (covering effective rental and sales revenues, operating expenses, net operating income, discounted net cash flow and evaluation of LRR returns). Negotiate and close on construction and permanent financing. Prepare financial packages for potential lenders taking into account investment return criteria. Closed on the acquisition and financing of two retail centers totaling nearly one million square feet and representing over $40 million of acquisition financing.
GA Partners
Washington, D.C.
1988

Associate. Provided market research and financial analysis to developers, investors and government units. Managed a team of market research associates, covering area economic activity, site evaluation, supply/demand relationships, competitive position and projections of demand, market share and site development potentials. Performed financial analysis based on investment objectives, development role(s), projections of operating income and cash flow, tax consequences and financing considerations.

U.S. Department of Housing and Urban Development
Office of Urban Development Action Grants
1982 - 1987

Development Officer: Funded over $350 million of industrial and commercial development projects ranging from 8100,000 to $125 million. Reviewed real estate project data including budgets, leases, and mortgages. Analyzed economic feasibility of projects, credit of borrower, discounted cash flow and IRR calculations. Negotiated with major developers, banks, insurance companies, corporate executives, mayors, city managers, and federal legislators. Recommended projects and loan terms to committee, and developed solutions for problem loans.

U.S. Department of Housing and Urban Development
Office of Urban Rehabilitation
1981-1982

Program Officer: Developed residential lending programs for ten local housing finance agencies including the formation of partnerships with lenders. Recommended appropriate housing finance programs including tax exempt mortgage revenue bonds and the secondary mortgage market. Assisted in preparing national program legislation passed in 1983-1984.

U.S. Department of Housing and Urban Development
1979-1981

International Students Program: One of 25 persons competitively selected nationally for a special work/study program, which trained local, state and federal housing and community development administrators. Developed a nationwide program on cooperative/condominium conversion using HFA mortgage insurance.

U.S. Department of Housing and Urban Development
New York Regional Office
2977 - 1979

Director, Management Information Division: Managed all computer operations and a staff of ten people, counting ADP technical staff, in providing information services to 700 people in three
HUD offices. Created data quality measures, which raised the New York region from last place to second place in the nation. Developed and taught ADP training modules for managers and staff.

**US. Department of Housing and Urban Development**

**Newark Area Office**

1970–1977

- Reviewed applications for Community Development Block Grant funds and urban renewal projects. Provided technical assistance to local governments in development and execution of programs.
- Identified and resolved implementation and administrative problems at federal, state and local levels.

**US. Department of Housing and Urban Development**

**New York Regional Office**

1969–1970

**Urban Intern**: Engaged in formal study in urban development, urban economics, and housing policy. Trained in all areas of the department by performing on-the-job assignments.

**EDUCATION**

- University of Southern California
  MA Degree, Public Administration
  January, 1981
- State University of New York at Buffalo
  BA Degree, Political Science
  June, 1969

**AWARDS**

- New Jersey Scholarship for Academic Excellence
- HUD Outstanding Achievement Awards
- Selection to HUD Intergovernmental Management Program, 1979
- U.S. Delegate to UN Habitat IT Conference Istanbul, Turkey, 1997
- Loeb Fellowship at Harvard's Graduate School of Design
  *One of ten Loeb Fellows selected for the academic year of 1998-99. The fellowship offers mid-career professionals the opportunity to pursue independent study. A.151 chosen issue was to consider growth management and how to minimize urban ‘paw’. In addition, I researched how capital sources, particularly pension funds can make financial decisions that take into account long-term consequences of their funding decisions within communities.*
  - Appointment as a Visiting Scholar to the Great Cities Program (University of Illinois - Chicago) to research "Contested Cities" of Belfast and Jemsalern (2002)
VOLUNTEER ACTIVITIES

- Appointment, Commissioner of the DC Housing Authority (July, 2000 - after receivership expired: June 2009); Chair the Development and Modernization Committee
- Appointment to _A_LIA Committee on Affordable Housing
- Member, Healthy Building Network, a newly created organization to bring healthy building materials to construction practices.
- Board Member of the National Low Income Housing Coalition (2008-Present)
- Volunteer with City Vision at the National Building Museum, a program for teens to teach them about design and city neighborhoods