

KAREEM ABDUS-SALAAM

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OUR VISION

Developing with one perspective
in mind... Yours!

OUR MANTRA

“Land is the only real wealth in
this country if we don’t own any
we are out of the picture”

ALUMNI

Alumni of Howard University (BS)
and Lincoln University (MHS).

OVERVIEW

Kareem Abdus-Salaam is one of the Managing Members for Structures Unlimited, LLC. (SULLC). SULLC is a real estate development and project management company based in the Washington Metropolitan area. SULLC specializes in developing private and government-owned property into Market-rate and Affordable housing communities, Mixed-Use and Special Purpose Built and Student Housing projects throughout the region.

In August 1994, Mr. Abdus-Salaam was successful in negotiating and securing a major joint venture agreement with one of New York’s most successful development firms and finance companies, Cappelli Enterprises. The two firms formed a joint venture named Mid-Atlantic Homes Partners (MAHP).

From 1997 to 2002, MAHP provided SULLC with the financial capacity, development, and construction expertise to develop real estate projects specifically in the Washington Metropolitan area. Those projects exceeded \$110M. During 1999-2002, Structures Unlimited, LLC, and Cappelli Enterprises formed another special purpose entity (SPE) named Thompson Estates Development, LLC (TED). TED developed a 73-acre tract of land located in the Economic Enterprise Zone located in Prince George’s County, Maryland.

TED developed all phases of the project from ground breaking, installing infrastructure to delivering 212 (164 Single Family and 48 Townhomes) finished buildable lots in the County’s first Urban Planned Community district. The value of the project was over \$45M.

This was the first project in Prince George’s County, MD that provided for low income apartment renters to utilize their Section 8 housing voucher to purchase their first home. SULLC was able to secure \$1.2M in grants and waivers from the County to buy down the cost of the units which made it easier for the new home buyers to afford their home.

During the same period, Cappelli Enterprises and SULLC developed and provided construction management services to build Sweetheart Cups 1 Million square feet of highly robotic manufacturing plant along with their new corporate international headquarters in Baltimore County, MD. This project was valued at \$62M.

OVERVIEW CONT'D

Thereafter, SULLC made its market niche by building Affordable Housing communities and Student Housing Projects at Historically Black Colleges and Universities (HBCU) developing around Transit Oriented Properties and Community based Health Care facilities.

Mr. Abdus-Salaam has successfully devised a system whereby the HBCU's did not have to utilize their balance sheet, but he was able to monetize their land holdings and put a Team together (consisting of Place Properties, Moody's, M. R. Beal and First Albany to name a few) and raised the capital in the form of Tax-Exempt bonds. The amount exceeding \$53M total for both Universities.

In 2004, the SULLC Development team won a nationally advertised solicitation to develop, build, and manage a 5-story, 459 bed state-of-art-facility with the project costing over \$23M with no negative financial impact against the University's balance sheet or endowment accounts. Project built on former infirmary. In exchange for the site we developed a 3,100 SF Wellness Facility on the base level of the Building.

The building footprint was the construction of the 185,000 square foot facility that included amenities like individual bedrooms with high speed internet access in every bedroom; cable tv access in each suite; laundry facilities on each wing of every floor.

The SULLC development Team also won a nationwide RFP from North Carolina Central University for the development of a student housing facility. The solicitation was to develop and manage a 5-story 408-bed state-of-the-art facility. The Structures led team successfully designed a cost-efficient building full of amenities that students are accustomed to having in their own homes.

The Structures Team was responsible for the construction of the 150,000 square foot \$30 MM facility that included amenities like individual bedrooms with high speed internet access in every bedroom; cable tv access in each suite; laundry facilities on each wing of every floor; 24-hour security desk with video surveillance and card access; lounge area on every floor and a host of other amenities. The project was completed on time and within budget.

During that same time period, SULLC won a state-wide solicitation to redevelop the Laurel, Maryland station of the Maryland Transportation Authority's (MTA) MARC Regional Commuter Rail line located at the end of the city's Main Street.

The project includes renovation of a historic building, upgrade of the transit facility, and construction of a new, 151,000 SF mixed-use complex accompanied by a 429 space, 160,000 SF parking structure on 3.5 acres of land at the intersection of US Route 1 and Historic Laurel Main Street. The goal was to redevelop the historic MARC station's existing open-air parking lot. The new construction is allocated as follows: 71,000 ft² residential composed of 50 one to threebedroom rental units; 40,000 ft² Class "A" retail space with loading docks; 40,000 ft² Class "A" office space. The project cost was \$28.8M. The State lost its funding for their contribution therefore SULLC reprogrammed the Project to accommodate the shortfall. In 2005, SULLC programmed and designed a 10-acre underutilized Commuter Parking Lot owned by Prince George's County Department of Public Works and Transportation which was budgeted at \$17M. This 120-unit Transit Oriented Development (TOD) was called the Villas of Laurel. The Project received large support from the entire community.

In 2007, SULLC purchased approximately 20 acres in Capitol Heights, MD from the Prince George's County Redevelopment Authority and developed The Villages at Peppermill. This 96townhouse subdivision was once Baber Village, a failed public housing project built in 1968. This site was known as an 'eyesore' in the County alongside a major corridor, Route 214 that goes right into the District of Columbia. SULLC worked with the existing Community (Peppermill Civic Association) and the elected officials to build a \$36M aesthetically pleasing development that won

numerous accolades and awards from HUD, the County's Housing Office and the existing residents. The Project was completed in 2010.

In 2010, SULLC had purchased a 100-acre parcel known as Swanson Road, from Prince George's County for \$1.2M. The project was initially planned to be fifty (50) Estate Homes subdivision at that time to have homes priced at \$750K - \$1M per home. Prior to subdivision plan submission the housing market was crashing precipitously. Because of his foresight and experience, Mr. Abdus-Salaam immediately abandoned the idea for an Estate homesite and instead sold it to a group that wanted to harvest soy beans and export the crop to China and around the world. Mr. Abdus-Salaam closed the deal and made a 20% return during a recessionary market.

In 2012, Prince George's County Redevelopment Authority (RDA) certified SULLC to submit a solicitation for the redevelopment of highly visible parcel that was privately owned along with several vacant county-owned lots to foster economic development consistent within the approved Gateway Arts District Plan.

SULLC formed a partnership with Rellim Development and Landex Development along with several public partners to develop two (2) projects which are now called Studio 3807 and Artisan at 4100.

In 2016, the Studio 3807 project began development and it was completed in late 2018. The Gateway Lofts is a mixed-use residential development designed for the artists in the Washington Metropolitan area. The design elements are an 'anchor to the Arts Community' The project consists of studios, 1- and 2-bedroom apartments and townhomes. The project consists of 145 Artists' lofts and 12 Townhomes connected to the footprint of the building envelope with 10,000 square feet of street level retail space and 312 parking spaces. The project value was over \$43M.

The Artisan at 4100 Baltimore Av – US Route 1 is a 180 market-rate apartment development (currently under construction). This \$26.8M project was developed by the same partnership as in the Studio 3807 and is due to be completed early 2020. The Artisan will be designed to LEED Gold standards and will include solar photovoltaic panels that reduce the energy consumption of the buildings by almost 80%. The project value is \$26M

Also, in 2016, SULLC entered into a joint venture development agreement to form Bedford Crest, LLC. (BC) to purchase 10.67 acres in Suitland, MD to develop and build one hundred seventy-five (175) and fifty-seven (57) Townhouses. SULLC was able to get the property rezone from an archaic zone to a R10A and R-55 zones in less than 9 months (a process that normally takes two (2) years). This one approval during the Preliminary Plan increase the value of the property goes from \$5M to \$8M. Bedford Crest plans to take this through the Detailed Site Plan process and sell the finish approved Townhouse lots to a National Home builder. The overall value of developing this property will go from \$5M to \$17.7M

The community will include free Wifi throughout the building; a 4,000 square-foot courtyard with grilling stations, fire pits and a bar; a state-of-the-art fitness center; a theater and entertainment room; and a business center with a conference room.

SULLC is also currently developing a parcel land for the NonProfit company, KEYS Empowers, to develop a new community campus on the grounds of a former elementary school at 1511 Ashburton Ave. The property includes 5-acres of land south of Baker Street in Coppin Heights and just north of the Rosemont Elementary/Middle School on Pressman Street. The main features of the property are the 20,592ft² building, which is the former Dr. Lillian M. Jackson Elementary School, a parking lot and the open field with a small playground in West Baltimore.

The existing building would be demolished and left ready for a multi-phase development. A concept campus plan was developed by our consultant BCT Architects. The project includes a community facility, office space for KEYS, a multipurpose building, support space, and a student housing facility that could be used by Coppin State students that are associated with the program. The new facility will be known as KEYS Village. The project will cost approximately \$15M

SULLC has also found a niche in developing parcels of lands utilizing the sustainable development concept. It is because this that SULLC is fast becoming a strong leader in the redevelopment of sensitive challenged land parcels like, Brownfields, Greyfields and projects near or affect the Maryland Chesapeake Bay Watershed as well as those Projects around the country that have FEMA classified wetlands.

In addition, Structures Unlimited, LLC is providing development, planning, and construction management expertise to public/private partnerships and state and local municipalities.

PROJECT MANAGEMENT

2012– 2014 City of Philadelphia a. Work on the proposed development of Penn’s Landing Section 7 with the Qatar Investment Authority (QIA) b. Arranged the Qatari Ambassador H.E. Al-Ruhmahi to meet with Mayor Michael Nutter to discuss real property and the development process for the new Qatar Airways 5th USA hub. at Philadelphia International Airport

2013-2016: The Spectrum at Watkins Mill a. The Developer needed a major waiver to change various development standards with Baltimore Gas & Electric (BGE) that was impeding the Developer from keeping the disputed section from being approved. SULLC was successful on all counts. The Project consisted of 600 MF units, 1M SF office 300K SF retail, 400 Hotel rooms and 162M SF of office. The value of this project was \$544Bn

2014– Present: Smith Home Farms Development a. Assisting Developer to complete major plans and permit tasks to complete and build out their 2,600home development. This project has been extremely successful, and it is one of the fastest growing communities in the entire DMV (D.C.; Maryland and Virginia). \$1.6Bn

2015– Present: Streetscape Partners / Michael Harris Homes a. 1013 M Street: Assisted developer to obtain variance to complete structural changes in his D.C, Condo project in the NOMA section of Washington, DC - Project value \$35M b. King Farm Development: worked with Developer and Builder to obtain approval from BGE, and WSS.

Prior to this period, between 1988 to 1994, Mr. Abdus- Salaam was the Executive Vice-President of Capitol Care Incorporated (CCI). Capitol Care Inc. a non-traditional innovative correctional care services company. CCI provided construction management to agencies that built facilities in the Correctional and Mental Health fields. Mr. Salaam had direct oversight over a high-profile project in Cook County, Illinois that is the largest jail complex in the nation.

Mr. Abdus-Salaam was responsible for the total financial and operational management of the company. Mr. Abdus-Salaam had direct authority over four divisions: Residential Treatment Facilities, Mental Health Clinics, Independent Living Facilities, and the Electronic Monitoring Program with direct supervision over 150 employees and an operating budget of \$5.5M million dollars. In 1992, Mr. Abdus-Salaam grew the Transitional Housing and Independent Living Facilities portfolio from 5 facilities to 28 facilities in four (4) years with a real estate portfolio value of \$17M.

